Acquisition of Arena Living

Transaction and
Capital Raising Overview

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JOINT LEAD MANAGERS & JOINT UNDERWRITERS

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Transaction Summary

Overview	■ Agreement to acquire the Arena Living group for consideration of $345m[1] ■ Portfolio has a combined CBRE 30 June 2021 valuation of $394m and comprises six Arena Living retirement villages: Peninsula Club, Mayfair, Knightsbridge, Parklane, Mt Eden Gardens and Ocean Shores ■ Acquired off-market from vendors that include funds managed or advised by Blackstone, one of the world's largest alternative asset managers ■ Settlement is expected to occur on 15 November 2021 subject to customary closing conditions
Equity raising and funding[2]	■ $155m fully underwritten placement (**Placement**) ■ $175m fully underwritten 1-for-6.57 pro rata rights issue (**Rights Offer**) ■ $23m funded from extended banking facilities with existing ANZ & BNZ banking syndicate
Financial impact	■ Estimated percentage accretion in FY22 Underlying Profit[3] per share expected to be in mid teens on a pro forma basis ■ Estimated incremental FY22 Underlying Profit of $32m–$34m expected on a proforma basis ■ Assessed 30 June 2021 Embedded Value[4] of $385m to deliver significant uplift in future cash flow profile as the Arena Living villages' rollover profiles mature ■ Further earnings growth from brownfield development opportunities that include redevelopment of Mt Eden site, introducing care suites at Auckland sites and further development at low density sites over time

1. Excludes transaction costs of $8m and working capital & in-progress development adjustments of $10m.
2. Includes transaction costs of $8m, assuming a $330m equity capital raising is completed.
3. Underlying Profit is a non-GAAP unaudited financial measures and differ from NZ IFRS net profit after tax by replacing the fair value adjustment in investment property values with the Board's estimate of realised components of movements in investment property value and to eliminate unrealised, deferred tax and one-off items.
4. Embedded value is an internal calculation based on the data in the independent valuation report for all occupied units at Arena Living villages as at 30 June 2021, and is an indicator of the potential future cash flow from realised resale gains and deferred management fee receivables.

Transaction Highlights

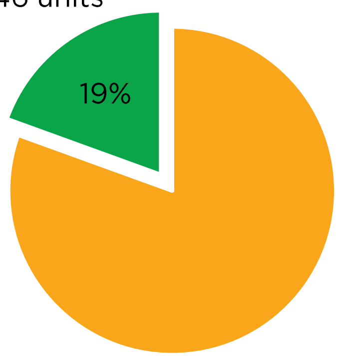
Adds value to Arvida	■ FY22 Underlying EPS[1] accretion (on a proforma basis) anticipated in mid teens percent ■ Purchase price at $345m is 0.88x CBRE 30 June 2021 valuation of $394m[2] ■ Strong cash flow profile anticipated from maturing of villages and uplift from planned betterment of village amenity and presentation
Prime locations	■ Established portfolio of broad-acre retirement villages with a total of 1,046 units (648 villas, 340 apartments and 58 serviced apartments) ■ Large scale retirement villages set across a combined 48 hectares in prime Auckland (North Shore and Whangaparoa) and Tauranga locations
Re-weighting of portfolio	■ Increases Avida's presence in Auckland, a key population growth area in NZ, with favourable local population demographics supporting long-term demand and value growth ■ Majority villa-led composition positions North Shore villages well within central urban settings[3] ■ Consistent with Arvida's stated strategy to target a balanced portfolio, by location, size and type
Future opportunities	■ In progress development adds 13 apartments and resident amenity (delivery mid FY23) ■ Advancing re-development plans for a boutique retirement residence at central Mt Eden Gardens village site to offer 69 apartments ■ Low density retirement village site coverage embeds flexibility for future intensification / brownfield development opportunities for care suites, apartments and townhouses over time
Builds on care strategy	■ Ability to accelerate care suite strategy roll-out in Auckland with initial scoping identifying the potential development for over 100 premium care suites across the Auckland sites ■ Delivers a platform to launch Arvida Good Friends in the Auckland market with a concierged home support and care offering ■ Proximity to existing Arvida care centres allows care capacity and resources to be optimised

1..Refer to page 16 for a definition of proforma underlying earnings and assumptions made by Arvida.
2. Inclusive of $54.7m of remedial cash flows (see page 15).
3. Commissioned market and latent demand research identifies few North Shore located villages with competing villa product.

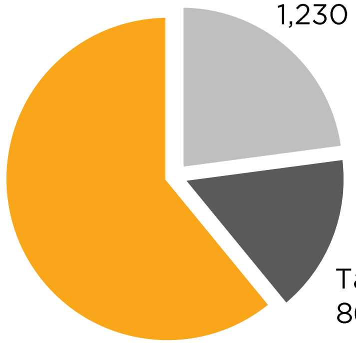
Portfolio Contribution

Portfolio Scale & Weighting (units/beds)

Portfolio Post Acquisition

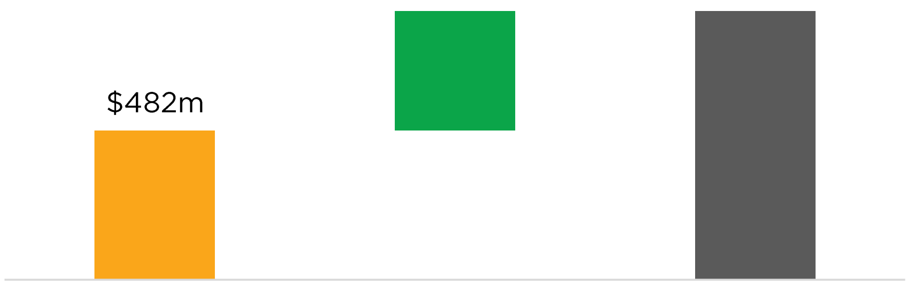


Geographic Weighting



- 24% increase in portfolio, with number of units/beds increasing from 4,325 to 5,371
- Portfolio weighting aligning with NZ population base[1], with 39% of units/beds located in key NZ growth areas of Auckland and Tauranga
- Needs-based composition reduces to 46%, but delivers future care suite and intensification options in prime locations

Embedded Value[2]



- 80% increase in Embedded Value, from $482m to $867m
- Strong future cash flow realisation from mature villages
- On a per share basis[3], Embedded Value increases from 89c to $1.21

1. Statistics New Zealand 2023 area unit population projections (medium).
2. Embedded value is an internal calculation based on the data in the independent valuation report for all occupied units as at 31 March 2021 for Arvida and 30 June 2021 for Arena, and is an indicator of the potential future cash flow from realised resale gains and deferred management fee receivables.
3. Assumes 717m shares on issued post transaction completion.

Positioned for Growth

Track Record	■ Arvida has acquired and successfully integrated 14 retirement villages since the IPO, establishing one of New Zealand's leading retirement village groups with 4,325 units and beds spread across 32 locations: – Disciplined approach applied in considering opportunities with a strict acquisition and governance overlay ■ Brownfield and greenfield development has added 709 units since the IPO, with a development pipeline to add over 1,700 units in future years
Strategic Approach	■ Business model underpinned by four strategic pillars (see pages 30 & 31) and a vision to transform the ageing experience ■ Embedded person-centred culture (The Attitude of Living Well™) driving excellent financial and people outcomes: – 95% of staff "determined to give their best everyday" – Market leading net promoter scores; +48 in independent residents and +43 in care residents – Total shareholder returns of 302% since IPO[1] ■ Innovative multi-faceted community engagement platform developed and launched as Arvida Good Friends ■ Internal development capability established with flexibility to operate on-the ground construction teams or head contractor models depending on the development requirements ■ Strong engagement on sustainability targets with a roadmap to TCFD[2] reporting adopted
Growth Outlook	■ Focus on enhancing greenfield development capacity and increasing target build rate to 300+ units annually: – Recent acquisition of two greenfield development sites at Waikanae Beach and Te Awamutu added 400+ units to development pipeline ■ Capital raise sized for balance sheet capacity to expand greenfield development programme and targeted lift in annual build rate: – Post transaction gearing at 26%, within internal 25% to 35% target range ■ Dividend reinvestment plan provides additional incremental balance sheet capacity

1. Source IRESS as at 8 October 2021.
2. Roadmap to Task Force on Climate-related Financial Disclosures (TCFD) included on page 32 and the 2021 Annual Report.

Arena Living Portfolio being Acquired

Arena Living Knightsbridge
Mairangi Bay Auckland

Prime Well Located Sites

48 hectares of prime Auckland & Tauranga retirement living spread across mature broad acre sites with low density coverage

1. Arena Living Peninsula Club

2. Arena Living Mayfair

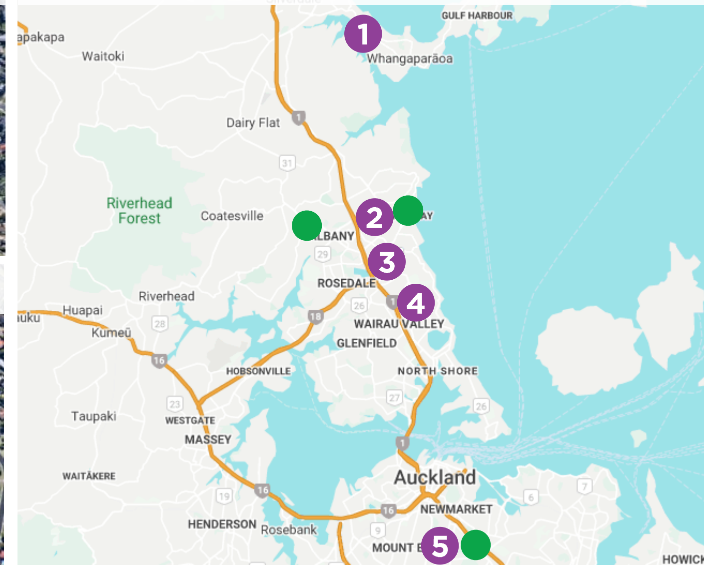
3. Arena Living Knightsbridge

4. Arena Living Parklane

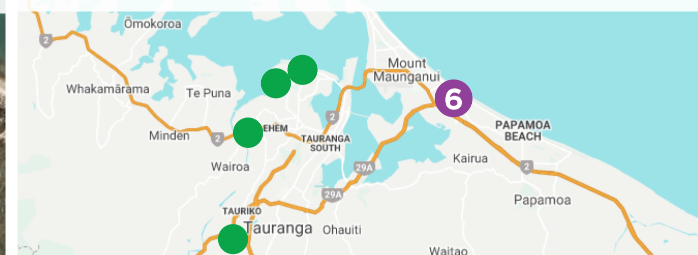
5. Arena Living Mt Eden Gardens

6. Arena Living Ocean Shores

Auckland Locations



Tauranga Locations



Boundary lines are indicative only. Nearmap imagery 2021.

● Denotes an existing Arvida village location

Arvida

Arena Portfolio Summary

- Purchase price at $345m represents a multiple of 0.88x to CBRE 30 June 2021 valuation of $394m:
  - Embedded value at $385m represents 112% of the purchase price
- CBRE valuation approach:
  - Applied growth assumptions broadly in line with Arvida Auckland & Tauranga villages March 2021 valuations
  - Allowance for weather tightness cash flows and risk
  - Inventory held for redevelopment at Peninsula Club and Mayfair valued at discount to current market
  - Mt Eden Gardens valued at development land as highest best use
- Approximately 75% of ORAs have a 30% DMF structure, with 25% having a range of legacy terms. Approximately 3% of ORAs have a component of capital gains sharing, estimated present value of approximately $5.8m

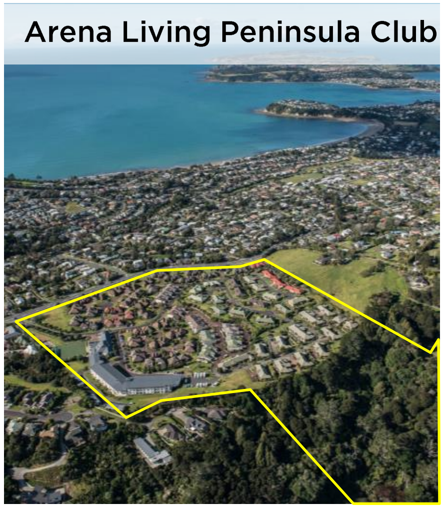
At 30 June 2021	Region	Land Area (Ha)	Total Units	CBRE Value ($m)	Discount Rate	Embedded Value[2] ($m)
Arena Living Peninsula Club	Auckland	14.4	226	77.7	14.25%	85.0
Arena Living Mayfair	Auckland	7.0	168	44.6	14.50%	50.9
Arena Living Knightsbridge	Auckland	12.6	248	122.3	13.50%	111.0
Arena Living Parklane	Auckland	5.5	157	49.8	14.00%	47.4
Arena Living Mount Eden Gardens[1]	Auckland	0.4	37	11.6	-	-
Arena Living Ocean Shores	Tauranga	8.4	210	88.2	14.00%	91.2
Total		**48.3Ha**	**1,046**	**$394.2m**		**$385.5m**

1. CBRE valued as freehold land after allowing for buy back of existing ORA liabilities and building demolition costs.
2. Embedded value is an internal calculation based on the data in the independent valuation report for all occupied units and is an indicator of the potential future cash flow from realised resale gains and deferred management fee receivables.

CBRE June 2021 Valuation Assumptions

ILUs[1]	Ingoing Av. Price	Current Av. Price	Property Growth Rates Yr1	Yr2	Yr3	Yr4	Yr5+	Current Av. Age	Stable Tenure
Arena Living Peninsula Club	$491k	$776k	2.0%	1.0%	1.9%	2.5%	3.5%	82	8.6
Arena Living Mayfair	$599k	$781k	1.2%	0.6%	1.8%	2.5%	3.5%	82	8.6
Arena Living Knightsbridge	$529k	$857k	2.0%	1.0%	2.0%	2.5%	3.5%	84	8.7
Arena Living Parklane	$685k	$962k	2.0%	1.0%	2.0%	2.5%	3.5%	82	8.8
Arena Living Ocean Shores	$467k	$804k	2.0%	1.0%	2.0%	3.0%	3.5%	83	8.6

SAs	Ingoing Av. Price	Current Av. Price	Property Growth Rates Yr1	Yr2	Yr3	Yr4	Yr5+	Current Av. Age	Stable Tenure
Arena Living Parklane	$308k	$344k	0.0%	1.0%	2.0%	2.5%	3.0%	88	4.3



1. Blended metrics for villas and apartments.

Boundary lines are indicative only

Arena Living Villages

	Arena Living Peninsula Club	Arena Living Mayfair
		
Description	> Broad-acre village situated on the Whangaparaoa Peninsula in Stanmore Bay (~35km north of Auckland) on landscaped grounds with a range of resident amenity	> Broad-acre village located 3km from Browns Bay with a range of resident amenity > Well-located to Arvida's Aria Bay and Aria Gardens villages
Units	> 165 villas; mainly brick & tile construction; mix of 2 & 3 bedroom ranging in size from 94 to 142 sqm > 61 apartments; mix of 1 & 2 bedrooms ranging in size from 54 to 80 sqm > Average villa ORA at $881k with a 79% affordability ratio[1]; average apartment ORA at $491k with a 44% affordability ratio > Low site density at 16 units per hectare	> 100 villas; mainly brick & tile construction; mix of 1, 2 & 3 bedroom with floor areas of 73 to 196 sqm > 68 apartments; mix of 1 & 2 bedroom with floor areas of 45 to 65 sqm > Average villa ORA at $987k with a 56% affordability ratio; average apartment ORA at $479k with a 34% affordability ratio > Site density at 24 units per hectare
Development	> Current development adds 13 apartments and resident amenity (delivery mid-FY23) > 2,970sqm bare land for future development plus opportunity to add care & new units over time	> Potential to reconfigure existing independent apartments as part of proposed redevelopment into care suites > 29 apartments held for planned redevelopment[2]

1. Affordability ratio is defined as the average unit price relative to the 12 month REINZ Average for primary catchment.
2. Subject to receipt of final Arvida Board approval, inventory as at 30 June 2021.

Arena Living Villages

	Arena Living Knightsbridge	Arena Living Parklane
		
Description	> Broad-acre village situated in Mairangi Bay on established grounds, with extensive resident amenity plus recently refurbished clubhouse > Well-located to Arvida's Aria Bay and Aria Gardens villages	> Broad-acre village located in residential suburb of Forrest Hill, with a wide range of resident amenity > Well-located to Arvida's Aria Bay and Aria Gardens villages
Units	> 157 villas; mainly brick & tile construction; 2 bedroom with large floor areas of 95 to 126 sqm > 91 apartments; 2 level building, mix of 1 & 2 bedroom with floor areas of 50 to 88 sqm > Average villa ORA at $1,055k with a 59% affordability ratio; average apartment ORA at $515k with a 36% affordability ratio > Site density at 20 units per hectare	> 99 villas; mainly brick & tile construction; 1, 2 & 3 bedroom ranging in size from 73 to 141 sqm > 58 serviced apartments; 2 level building, 1 bedroom ranging in size from 48 to 78 sqm > Average villa ORA at $962k with 68% affordability ratio; average serviced apartment ORA at $344k with a 24% affordability ratio > Site density at 29 units per hectare
Development	> Potential intensification of village over time	> Future redevelopment of existing serviced apartment building into modern care suite centre and resident common amenity

Arvida

Arena Living Villages

	Arena Living Ocean Shores	Arena Living Mt Eden Gardens
		 Artist impression of Arena Living development plans
Description	> Broad-acre village on 8.4ha site in Mount Maunganui, with extensive range of resident amenity > Well located to Arvida Tauranga premium care facilities Bethlehem Views & Copper Crest	> Originally the Rawhiti Surgical Hospital and converted to retirement living in 2003 > Well located corner site in central Mt Eden, only a short stroll to the Mt Eden village shopping precinct
Units	> 126 villas; mix of 2 & 3 bedroom ranging in size from 126 to 233 sqm > 84 apartments; mix of 1 & 2 bedroom ranging in size from 58 to 168 sqm > Average villa ORA at $966k, with a 87% affordability ratio; average apartment ORA at $561k, with a 51% affordability ratio > Site density at 25 units per hectare	> 1 villa & 36 apartments; mix of 1 & 2 bedroom > Buyback programme implemented by Arena Living with a view to progressing future redevelopment plans > 16 apartments & 1 villa held as inventory as part of buy back programme to enable development; aggregate net liability to remaining 20 apartment residents of $6.4m on buy back
Development	> Fully developed site with limited development opportunities in near term	> Redevelopment of existing village[1] (see overleaf)

1. Subject to receipt of final Arvida Board approval.

Future Opportunities

1 Greenfield Development

- Vendor has advanced plans for 69 apartment boutique retirement residence on the Mt Eden site
- Investment case includes pursuing redevelopment options at Mt Eden, including care suite options
- Current village is at end of its economic life and has been acquired at development land value
- Development feasibility for estimated $100m investment to occur over 5 year timeframe[1]

2 Care Suites

- Potential retrofitting of care into existing apartment buildings as part of addressing remedial works
- Potential brownfield development of new care suites at low density sites over time
- Initial work identifies potential for over 100 care suites across Auckland sites could be developed over time through a combination of retrofitting and brownfield development

3 Good Friends

- Platform to launch Arvida Good Friends home support and care services into Auckland & Tauranga
- Strong market opportunity in wider North Shore catchment to deliver full complement of services
- On-site concierged service offering can be tailored to the context of the location, demographics and the opportunity and allows an immediate care offering to be delivered in Arena villages

4 Further Development

- Low density sites in high value central North Shore and Whangaparaoa suburbs offer future development opportunities for infill and brownfield development of over 150 units
- To be undertaken as part of future master planning and repositioning of Arena villages, with any development considered to be part of Arvida's medium term plans

5 Arvida Value-add

- General betterment of village presentation and amenity to lift village appeal where it makes sense and in conjunction with remedial works
- Introduction of Arvida values, operating model and standard ORA contractual terms to improve customer proposition
- Look to introduce sustainability initiatives with refurbishments

1. Subject to receipt of final Arvida Board approval.

Remedial Work a Redevelopment Opportunity

- Historical weather tightness issues identified by the Vendor have been progressively addressed
- The cost and timing of remaining remedial works was explicitly cash flowed in the CBRE 30 June 2021 independent valuations, including a total cost for the remedial works at $54.7m (as assessed by Quantity surveyors), an allowance for cost escalation over the period of time for remediation and reduced sale prices of buy-back inventory held:
  - No allowance for potential value enhancement as a result of the remediation or general betterment of villages was included in CBRE 30 June 2021 independent valuations
- Arvida engaged property specialist Prendos to independently examine the scope and cost estimates of remedial work, and assess weather tightness issues as part of acquisition due diligence:
  - As a result of their investigations, additional weather tightness work was identified and negotiated in acquisition consideration
- In assessing the acquisition, Arvida considered reinstatement or repositioning investment cases for deploying weather tightness capital. Key assumptions for the repositioning case included:
  - The ability to introduce care suite or assisted living ORA product as part of the remedial works consistent with Arvida's stated strategy for the provision and integration of care
  - Works could be phased in conjunction with wider village master planning, and potentially accelerated where it made sense to take advantage of advanced plans in place at Peninsula Club, Parklane and Mayfair
  - Investment would strengthen the overall village proposition and ORA pricing, particularly with the villages being located in areas with favourable demographic trends, leading to an uplift in valuation
- Arvida concluded there was financial and strategic merit to support a repositioning / redevelopment case for the Arena Living villages (rather than reinstatement), and that capital invested would provide an acceptable investment return
- Remedial works remain to be completed at Mayfair, Peninsula Club, Knightsbridge and Parklane:
  - It is expected capex incurred on remedial works in FY22 will be low, and mainly related to design and consenting as master planning is completed

Acquisition Accretion Analysis

Acquisition of Arena Living villages highly accretive to pro forma underlying earnings per share

Key Arvida assumptions

- Based on Arvida's estimate of earnings for the Arena Living portfolio, an additional $32m to $34m of Underlying Profit[1] is anticipated on an FY22 pro forma basis[2,3]
- Expected underlying earnings per share accretion[4] in mid teens percentage from the acquisition on an FY22 pro forma basis[2,3]
- Anticipated realisation of significant embedded value in future years to generate strong cash flows as resident profile matures
- Future earnings growth potential from brownfield development activities, care offering introduction and integration, price expansion for occupation right agreements and general village betterment
- Equity raise sized for balance sheet capacity to expand greenfield development programme in line with stated strategy and targeted increased build rate
- Post transaction gearing set at 26%, within Arvida's target 25% to 35% gearing range
- Stated dividend policy retained at 40% to 60% of Underlying Profit

Acquired villages (pro forma[2])	FY22
Underlying EBITDA	$35m to $37m
Underlying Profit	$32m to $34m

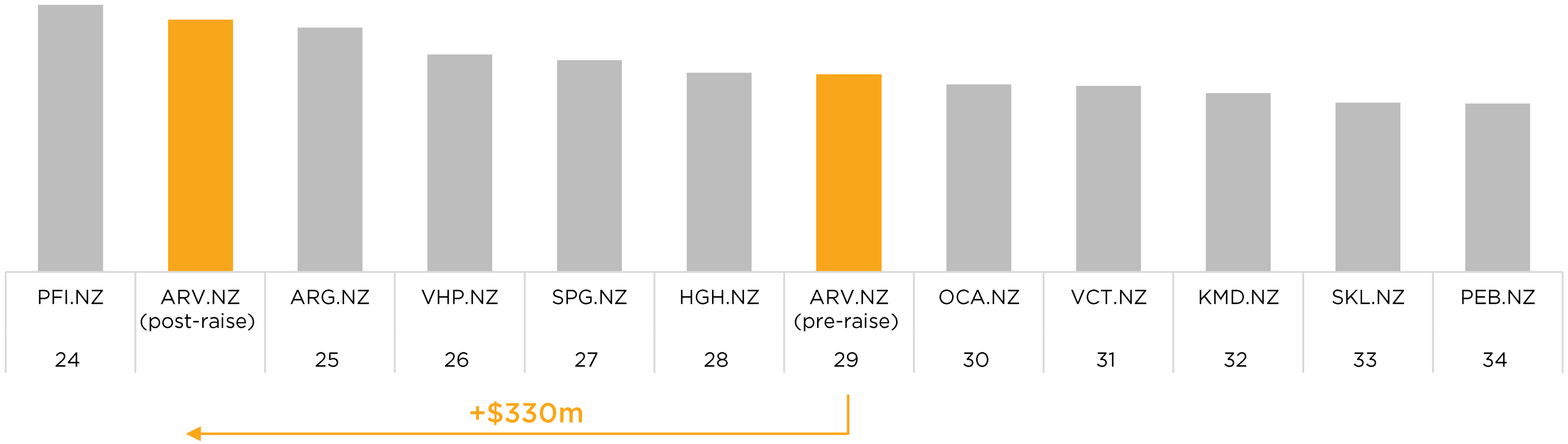
Key assumptions to FY22 pro forma earnings
95 resale settlements; resale margins in line with past performance averaging 40-60%; prices for occupation right agreements in line with CBRE assessed ingoing prices
Village revenue and operating costs in line with current village experience
Integration of Arena support office, with estimated cost synergies of $3m immediately realised
No periods of extended Covid lockdown in Auckland or Tauranga, or Covid related extraordinary costs incurred
Capitalisation of remediation / redevelopment costs (see page 15 for expected timing)

1. Underlying EBITDA and Profit are a non-GAAP unaudited financial measures and differ from NZ IFRS net profit after tax by replacing the fair value adjustment in investment property values with the Board's estimate of realised components of movements in investment property value and to eliminate unrealised, deferred tax and one-off items.
2. Based on Arvida management expectations for the pro forma 12 month earnings contribution (i.e. assuming a full 12 months of ownership) from the acquired villages' existing operations plus any development gains made by Arvida post acquisition in FY22. Projections were prepared as part of Arvida's due diligence assuming no material change to the run rate performance or growth of those businesses during the period, and excludes costs related to the transaction and equity raising.
3. Current shares outstanding of 543.3m (pre-transaction). Assumes a $330m equity capital raising is completed and 173.8m of new shares are issued as presented on page 23.
4. Based on current consensus covering analyst estimates for FY22 Underlying Profit of $67m.

Increased Size Supports Index Weight

- Increase free float market capitalisation to move Arvida up the NZX50 Index to #25, between Property for Industry and Argosy

Six-month average free-float market capitalisation (per S&P's methodology)[1]



1. As of market close on the 13th of October 2021

Market and Covid Update

Arena Living Ocean Shores
Mount Maunganui

Market Update to Sept 2021

Covid-19: Our response

- Continued focus on Covid-19 response to ensure safety of residents and teams
- Three priorities put in place from the outset with zero positive cases recorded in resident and staff:
  - Prepare our teams; safeguard our residents; and protect our business
- Fast to action pandemic response team early 2020 that has led to a well managed response with zero positive cases recorded across our people

Vaccination Progress

- Aged care was a priority cohort to receive vaccine preference in NZ
- Vaccinations to be mandatory for aged care workers from 1 November 2021, with Group-wide strategies in place to support 100% target vaccination of support office, care and village teams
- Surveillance testing of Auckland teams through recent Delta resurgence added layer of protection

Level 4 Lockdown : Impact on Care

- As an essential business, Arvida continued to operate through NZ's recent Level 4 national lockdown[1]
- In Level 4, new admissions into care are restricted to lessen the likelihood of introducing Covid-19:
  - Some softening of care occupancy resulted, but across the group care occupancy has continued to average more than 94% for the year
- Higher employee costs with frontline teams paid an extra $2 per hour when at Level 4; higher leave balances with employee preference to defer leave
- Outside periods of Level 4 lockdown, Arvida care operations have proven resilient through Covid-19

1. Level 4 lockdown is NZ's most restrictive Covid setting (NZ Alert Level information). In August/September 2021, Auckland spent 35 days in Level 4 lockdown, with the rest of the country spending 14 days in Level 4.

Market Update to Sept 2021

Sales

- Strong sales activity compared to 1H21 leading up to NZ's Level 4 lockdown
- Sales activities and settlements limited in Level 4, but momentum is building to pre-August levels now out of Level 4
- $23.7m of gains achieved on 253 settlements in 1H22, compared to $15.3 million on 145 settlements pcp
- 133 ORA resales delivered $58.9m of gross proceeds, 7% lift in average per unit resale value to $443k versus pcp
- Settled 120 new ORA units with $69.1m of gross proceeds

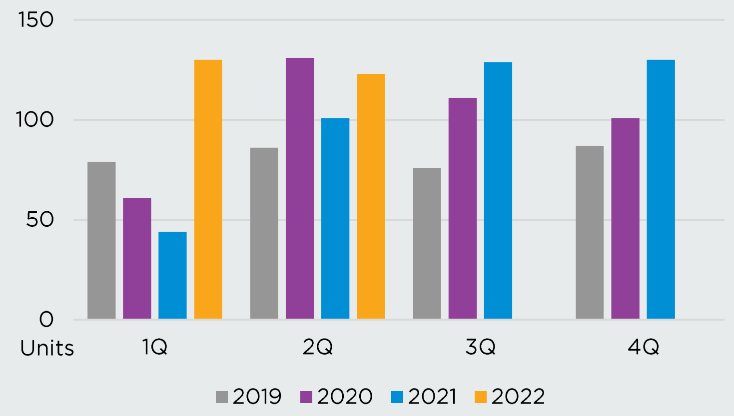
Development

- Current construction programme tracking to stated delivery target of 200+ new units in FY22
- Anticipated FY22 development capex of approximately $160m
- All construction recommenced following move out of Level 4
- Only Aria Bay apartment development, due for delivery in FY23, was affected by Auckland's extended lockdown
- Announced acquisition of Waikanae Beach and Te Awamutu land for future greenfield development increasing development pipeline to over 1,700 units

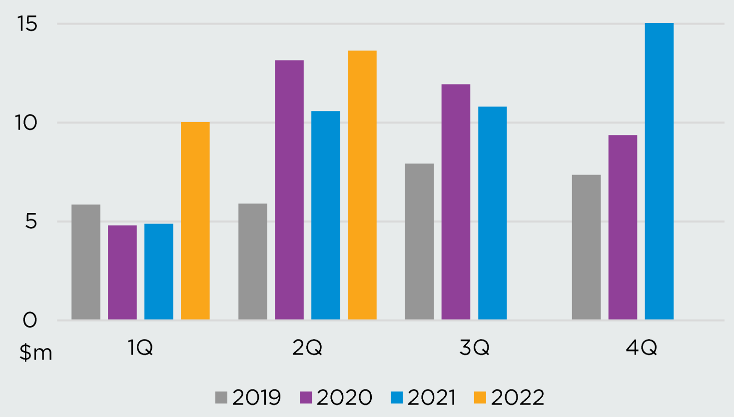
Portfolio activity

- Bought Glenbrae care centre (previously leased)
- Leased Wakatipu Home & Hospital (35 care beds) in Queenstown
- Settled the sale of Maples retirement village
- Continue to look at portfolio opportunities, including divestment

Total Sales by Quarter - Resales + New Sales Units



Total Gains by Quarter - Resales + New Sales $m



Capital Raising Summary

Arena Living Peninsula Club
Whangaparoa Peninsula

Funding Approach

Capital Raising

- Fully underwritten Placement to raise $155m
- Fully underwritten Rights Offer to raise $175m
- Capital raise sizing provides additional flexibility to fund an increased build rate and acquisition of greenfield sites

Bank Debt

- Additional bank debt of $23m and gearing of 26%[1] immediately post settlement of acquisition and capital raising – below the mid-point of Arvida's target gearing of 25% to 35%
- Settlement of transaction expected to occur on 15 November 2021, subject to customary approvals
- Future development at these villages is expected to be funded from bank debt and internally generated cash flows

Sources	
Underwritten Placement	$155m
Underwritten Rights Offer	$175m
Bank debt	$23m
Total	$353m

Uses	
Acquisition of Villages[2]	$345m
Transaction costs[3]	$8m
Total	$353m

1. Gearing represents net debt / net debt plus equity on a pro-forma basis
2. Excluding estimated working capital and work in progress adjustments of $10m
3. Transaction costs estimated at $8m

Equity Raising Terms

Fully underwritten placement and rights offer

Placement	
Offer Price	$1.96 per new share, representing a 6.9% discount to the five-day VWAP prior to announcement of $2.11 per share
Offer Size	$155 million (79.1 million shares) fully underwritten
Ranking	New shares issued on completion of the Placement will rank equally with existing ordinary shares
Eligibility	Institutional Investors and New Zealand resident clients of retail brokers
Cum-rights and cum-dividend	New shares issued on completion of the Placement will be eligible to participate in the rights issue and receive the dividend in respect of the six month period ending 30 September 2021 (expected to be paid in December 2021)

1 for 6.57 Rights Offer	
Offer Price	$1.85 per new share which represents a 12.2% discount to the five-day VWAP prior to announcement of $2.11 per share and a 9.2% discount to the Theoretical-Ex-Rights and Placement Adjusted Price of $2.036 per share. Oversubscriptions bid into the shortfall bookbuild at the strike price
Offer Size	$175 million (94.6 million shares) fully underwritten
Ranking	New shares issued on completion of the Rights Offer will rank equally with Arvida's existing ordinary shares
Offer Structure	Pro rata renounceable Rights Offer provides all Eligible Shareholders with the opportunity to participate, with no provision for trading right on market Shortfall bookbuild provides mechanism for shareholders who have not taken up or sold their rights to realise value
Eligibility	Available to persons recorded on Arvida's share register at 5pm on Tuesday, 26 October, with a registered address in New Zealand, Fiji or Australia
Subscription	Arvida Directors and senior executives to subscribe for all or part of beneficial entitlements

Capital Raising Timetable

Placement	
Placement conducted under trading halt	Friday, 15 October
Trading expected to resume	Monday, 18 October
Settlement and allotment of placement shares	Thursday, 21 October

Rights Offer	
Shares quoted “ex-rights”	Friday, 22 October
Record date for rights issue	5pm, Tuesday, 26 October
Entitlement Letters sent to Eligible shareholders	Wednesday, 27 October
Rights offer closes	5pm, Monday, 8 November
Shortfall bookbuild	Wednesday, 10 November
Settlement and allotment of rights issue shares	Monday, 15 November
Expected date for quotation of new shares issued under the rights issue	Monday, 15 November
Payment of any premium achieved in the shortfall bookbuild	Monday, 22 November
Expected mailing of holding statements	by Monday, 22 November

Transaction Risks

Arena Living Knightsbridge
Mairangi Bay Auckland

Transaction Risks

- This section sets out the key risks Arvida has identified relating to the acquisition of the Arena portfolio. These risks may affect the future operating and financial performance of Arvida and the value of Arvida shares
- This section does not (and does not purport to) set out the key risks related to an investment in shares in Arvida or in relation to Arvida, its business or general market or industry risks

Transaction Risks	■ Whilst comprehensive due diligence has been completed, Arvida has not been able to fully verify the accuracy, completeness and reliability of all the information provided ■ If any such information is incorrect, incomplete or misleading, there is a risk that the financial and operational outcomes may be materially different to those presented
Property Risks	■ Arvida has undertaken comprehensive property due diligence on all the Arena villages being acquired to i) identify existing and potential weathertightness and other building related deficiencies; and ii) quantify the expected cost of the remedial work. ■ There is a potential risk that not all issues have been identified and the timeframes, consenting requirements and costs may be materially more than estimated
Integration Risks	■ Arvida has assumed it will be able to successfully integrate both current residents and employees, and manage the overall integration ■ If it is unable to do so efficiently, this may result in an extended period until the acquired villages can deliver the expected financial and operational outcomes
Redevelopment Risks	■ Arvida has assumed that refurbishment of units and village amenity will be completed within and reasonable time and cost. This includes access to materials and labour and the ability to obtain consents, buy-back units and / or decant residents where required, to allow sales levels and sale margins to be attained as presented ■ If any of these factors do not prove to be correct, Arvida may need to alter the level of sales expected, or margin possible on sales
Macro Risks	■ Arvida has assumed increasing property prices (see page 10 & 16), especially in the Auckland and Tauranga regions. If property prices fall or the property market becomes illiquid this could impact on the investment value of the acquired villages and result is slower unit sales and/or lower unit prices ■ Arvida has assumed no extended lockdowns will occur in Auckland or Tauranga and the current labour, cost and regulatory environment is ongoing. If the labour, operating or regulatory environment materially changes, this may result in the financial and operational outcomes being materially different to those presented

Appendix – Arvida Profile

Queenstown Country Club
Villas

Overview Of Arvida

Arvida is one of New Zealand's larger owners and operators of aged care and retirement living

- Arvida was formed in 2014, listed on NZX in December 2014, and has grown significantly from the inception portfolio of 18 retirement villages to now have 32 locations across NZ
- In addition, two sites for future greenfield development have been contracted

LOCATIONS	20 Integrated retirement villages with co-located care centres	5 Standalone care centres	7 Standalone retirement villages
PORTFOLIO	1,893 Independent Living Units	777 Assisted Living Units	1,655 Care Beds
PIPELINE	1,700+ Independent & Assisted Living Units		

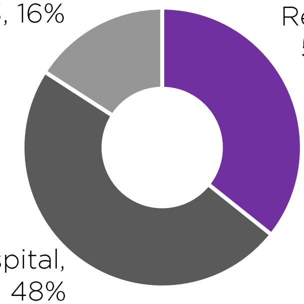
Village directory:
www.arvida.co.nz

Overview of Current Portfolio

- 56% of Arvida's current portfolio of 4,325 units certified for care services to be delivered to residents

ACCOMMODATION TYPE	CHARATERISTICS	KEY STRATEGY

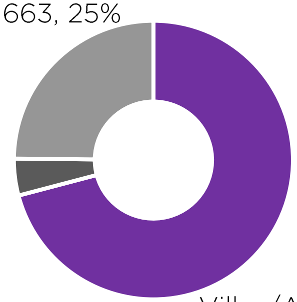
Aged Care Beds (1,655 Beds)



- Care centres comprise rest home, hospital or dementia beds, with some centres having 'swing' beds to offer rest home or hospital level care
- All care centres certified by Ministry of Health, with 83% of Arvida centres having the maximum of 4 year certification (and none having less than 3 years)[1]
- Cash flows generated from Government or privately funded daily bed day rates to the specified care level; plus premium bed day rates (where possible)

1. Provide a continuum of care offering, allowing residents to move through the village and receive support as their needs change
2. Add care at existing villages (under a 'care suite' model rather than the care bed model) to retain a needs-based composition
3. Maintain a high standard of quality aged care services to preserve high occupancy and generate recurring stable cash flows

Retirement Village Units (2,670 Units)



- Retirement units include all accommodation where an Occupation Right Agreement (ORA) is sold to an incoming resident
- Cash flows generated from entry payment for ORA; less exit payments (or development costs if a new unit) and resale costs
- Also receive weekly village fee levies plus other village services fees (if any) from independent units; or Government or privately funded daily bed day rates where care services are delivered (Serviced Apartments and Care Suites)

1. Invest in scale and quality adding value through brownfield development in existing villages (where possible)
2. Develop greenfield villages that cater for future residents' needs and consider engagement with communities to promote retention of active links
3. Maintain a future development pipeline that has the capacity to deliver 200+ new units annually

1. Excludes Copper Crest which has a 12 month certification following a partial provisional audit, for a new build/service.

Our Direction – Strategy Pillars

Buying + Building Well	Grow and expand our operations through careful selection of greenfield and brownfield development projects and existing village acquisitions that deliver long term value
Living Well	Invest in our employees and organisation's culture to deliver a truly resident-led service offering that transforms the ageing experience of our residents and future customers
Engaging Well	Invest in the health and wellbeing of our communities leveraging The Attitude of Living Well and new delivery platforms to provide innovative high quality services
Nurturing Well	Manage our business in a responsible and sustainable way, to help create thriving communities whilst limiting our impact on the environment

Our Direction – Strategy in Action

Our Pillars	FY21 Outcomes	Mid-term Strategic Goals	Outlook
Buying + Building Well	> 247 new units delivered including 114 new care suites, with 1,324 units in development pipeline > +1 new community in Kerikeri > Development margin of 15%	> Sufficient land bank to support target build rate for >7 years; enhance development capacity to support target delivery of 300+ units annually > Balanced portfolio, by location, size and type > Combine design IP, cost reduction and sustainability to increase development margin to exceed 15%	> Reviewing acquisition and divestment opportunities; market for good land remains competitive > Target completion timeframes have not been impacted by disrupted supply lines > Residential housing market continues to outperform
Living Well	> Staff engagement index at 86%; 45,000+ training modules completed > No notified H&S injury incidents; 83% of care centres at 4 year certification > Inclusion in Refinitiv Top 100 Diversity & Inclusion Index	> Transition all villages to the Attitude of Living Well model; increasing EBITDA and lowering turnover rates > Aligning health and safety systems to ISO 45001; focus on risk framework, controls and continuous improvements > Gender balance in Board, SLT and VMs	> Sector funding model continuing to place pressure on care margins > Workforce constraints with continuing border closures and exacerbating nurse pay disparity between public and private sectors
Engaging Well	> +48 NPS village residents; +43 NPS care residents > 95% care occupancy > +1 Arvida Good Friends community	> Quality resident-centric service provision > Launch Arvida Good Friends in five NZ regions, greenfield projects to incorporate living well centres	> Understanding of connection between the environment and social impact increased with Covid, with communities placing a much greater value on health and wellbeing > Restructure of DHB's to one national entity may affect timing of Good Friends contracts
Nurturing Well	> Carbon emissions measured and independently audited > Emissions reduction target set; 50 tonnes of carbon credits offset > $125m retail bond issue	> 20% reduction in Carbon emissions per $M turnover by 2025; 50% reduction per $M turnover and 40% absolute by 2030 (SBTi aligned) from FY20 > Standard applied to all new construction and refurbishments > Delivering on time TCFD readiness	> Regulatory changes may affect how we manage our integrated business model > Group-wide focus on elevating sustainability initiatives and identifying priorities important to us

Arvida

Our Direction – Sustainability Objectives

Sustainability Objectives

- Continue to build on our commitment to sustainable environments working with consultants to formulate a sustainability strategy
- Feedback was sought from range of internal staff including the GMs as well as members of the development, finance, HR, care teams in developing framework for the strategy
- Carbon emissions for FY20 have been independently audited by Toitū Envirocare to the ISO14064-1 standard setting the base year for measurement of our reduction initiatives; target of 20% reduction within 5 years. Total emissions in FY20 were 4,582 tCO_2e, or 28 tCO_2e per $M revenue
- Key areas of emission reduction focus: Energy consumption; Construction and operations waste; Business travel

ESG Highlights

- **Environmental**: wetland regeneration, electric pool cars, communal gardens, recycling, Homestar 6 rating, energy efficiency (LED lighting, glazing and insulation), sustainable building materials sourced locally
- **Social**: wellness teams, design of households, community integration, finalists in NZACA awards for staff development, legendary service to care and food quality
- **Governance**: compliance with NZX Corporate Governance Code, developed materiality matrix and sustainability framework, Refinitiv Top 100 Diversity & Inclusion Index constituent, FTSE Small Cap constituent, New Zealand component of the MSCI Global Micro Cap Index, listed Bond

Roadmap to 2023

TCFD ELEMENT	FY21	FY22	FY23
Governance	Board approval sustainability framework & approach	Implement governance for climate related risks and opportunities	Board oversight of climate-related risks and opportunities
Strategy	Review of business strategy to align sustainability objectives	Identify short-, medium- and long-term climate-related risks and opportunities for Arvida	Scenario and impact analysis on strategy
Risk management	Describe current approach to sustainability and climate-related risks	Systems & data integrity review	Integrate opportunities into risk framework
Metrics and targets	Establish emissions reduction target	Report Scope 1-3 emissions	Sustainability included in SLT KPIs
Assurance	Certification of base line emissions	Audit of 2021 emissions	TCFD assurance

Governance

Anthony Beverley
Chair, Independent Director
First appointed: Nov 2014

Michael Ambrose
Independent Director
First appointed: Jan 2014

Susan Paterson *ONZM*
Independent Director
First appointed: May 2015

Susan Peterson
Independent Director
First appointed: Nov 2020

Paul Ridley-Smith
Independent Director
First appointed: May 2015

Jeremy Nicoll
Chief Executive Officer

Mark Wells
Chief Financial Officer

Dividend policy

> 40-60% of Underlying Profit, subject to the needs of the Business
> Paid six monthly

Board committees

> Audit & Risk
> Remuneration
> Charters and Governance policies available at www.arvida.co.nz

Track Record Established

Financial	2017	2018	2019	2020	2021
Care fees and village services ($000)	85,735	109,896	125,580	129,480	133,606
Deferred management fees ($000)	12,268	18,147	21,447	29,044	33,541
Total revenue ($000)	101,433	132,298	152,437	163,653	174,452
Operating earnings ($000)	20,529	23,518	22,602	24,026	21,681
Net profit after tax (IFRS) ($000)	53,668	57,637	59,075	42,640	131,113
Underlying profit[1] ($000)	23,135	33,019	38,635	51,686	51,864
Annuity earnings[2] ($000)	29,386	36,817	42,116	43,540	45,348
Net operating cash flow ($000)	39,746	53,877	69,141	102,917	130,776
Total assets ($000)	795,829	1,132,380	1,299,648	1,907,070	2,181,651
Embedded value per unit ($000)	117	130	150	178	210
Underlying profit per share (cents)	7.66	8.9	9.33	10.23	9.56
Dividend per share (cents)	4.45	5.01	5.35	5.80	5.35
Net tangible assets per share (cents)	95.9	109.9	119.8	126.7	146.3
Shares on issue (000)	334,261	413,741	413,950	541,892	542,488

Operational	2017	2018	2019	2020	2021
Number of Villages	26	29	29	32	33
Care beds	1,446	1,743	1,722	1,688	1,672
Retirement living units	1,301	1,850	1,955	2,475	2,695
Needs-based composition	74%	68%	66%	57%	57%
Occupancy of care beds[3]	95%	96%	96%	95%	95%
New sales of occupation rights	32	79	70	126	137
Resales of occupation rights	166	216	258	278	267
Total sale of occupation rights	198	295	328	404	404
New units/beds delivered	5	97	113	210	247
New units/beds development pipeline	907	1,099	1,357	1,683	1,324

Arvida

1. Underlying Profit is a non-GAAP (unaudited) financial measure and differs from NZ IFRS net profit after tax. Please refer to Arvida annual reports and investor presentations for a reconciliation to Reported Profit under IFRS.
2. Calculated as operating earnings plus realised resale gains on occupation right settlement.
3. Measured in March for each financial year.

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Australia

If You are in Australia or a person for whom You are acquiring the Securities is in Australia:

(i) You are a “wholesale investor”; and

(ii) any person for whom You are acquiring Securities is in compliance with any applicable legal offer restrictions and any applicable selling restrictions set out in the Information Materials and, subject to those selling restrictions, may not need to be a “wholesale investor”.

For the purposes of this, “wholesale investor” means a sophisticated investor within the meaning of section 708(8) of the Corporations Act or an experienced investor meeting the criteria in section 708(10) of the Corporations Act or a “professional investor” within the meaning of section 708(11) of the Corporations Act, and if the Securities are stapled securities or are or include interests in a managed investment scheme, a “wholesale client”within the meaning of section 761G of the Corporations Act.

Hong Kong

If You (or any person for whom You are acquiring the Securities) are in Hong Kong, You (and any such person) are a "professional investor", as defined under the Securities and Futures Ordinance of Hong Kong, Chapter 571 of the Laws of Hong Kong.

Singapore

If You (or any person for whom You are acquiring the Securities) are in Singapore, You (and any such person) (a) are an “institutional investor” or an “accredited investor” (as such terms are defined in the Securities and Futures Act, Chapter 289 of Singapore ("SFA")), (b) will acquire the Securities in accordance with applicable provisions of the SFA; and (c) acknowledge that the offer of the Securities is subject to the restrictions (including resale restrictions) set out in the SFA.

Norway

Neither this Presentation nor any other document relating to the Offer has been delivered for registration in Norway. The New Shares may not be offered or sold in Norway except to persons who are “qualified investors” as defined in Prospectus Regulation Article 2(e), cf. Securities Trading Act of 29 June 2007 no. 75 Section 7-1.

United Kingdom

Neither this Presentation nor any other document relating to the Offer has been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of Section 85 of the Financial Services and Markets Act 2000, as amended (“FSMA”)) has been published or is intended to be published in respect of the New Shares.

The New Shares may not be offered or sold in the United Kingdom by means of this document or any other document, except in circumstances that do not require the publication of a prospectus under Section 86(1) of the FSMA. This document is issued on a confidential basis in the United Kingdom to “qualified investors” (within the meaning of Article 2(e) of the Prospectus Regulation (2017/1129/EU), replacing Section 86(7) of the FSMA). This document may not be distributed or reproduced, in whole or in part, nor may its contents be disclosed by recipients, to any other person in the United Kingdom.

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