



2020 SHAREHOLDER ANNUAL MEETING

INTRODUCTIONS



Peter Wilson, Independent Director & Chair

Susan Paterson, Independent Director

Anthony Beverley, Independent Director

Michael Ambrose, Independent Director

Paul Ridley-Smith, Independent Director

Bill McDonald, Chief Executive Officer

Jeremy Nicoll, Chief Financial Officer

ADVISORS:

Auditors, Ernst & Young

Legal, Chapman Tripp

Registrar, Computershare

MEETING AGENDA



1. Welcome
2. Chair's address
3. CEO's review of FY2020 performance & strategy
4. Q&A opportunity
5. Consider and vote on Meeting resolutions
6. General Business



Chair's Address – Peter Wilson

ARVIDA GROUP LIMITED Annual Shareholder Meeting 3 July 2020



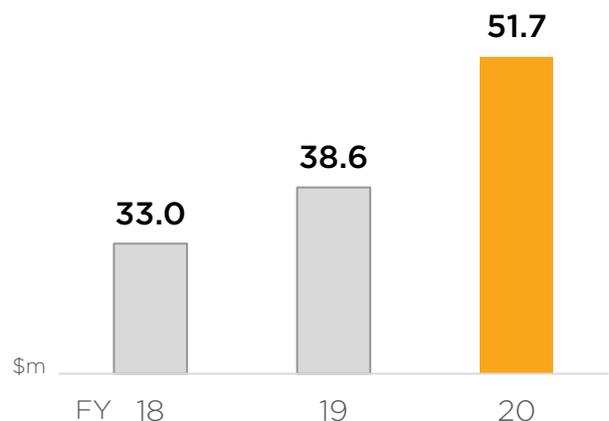
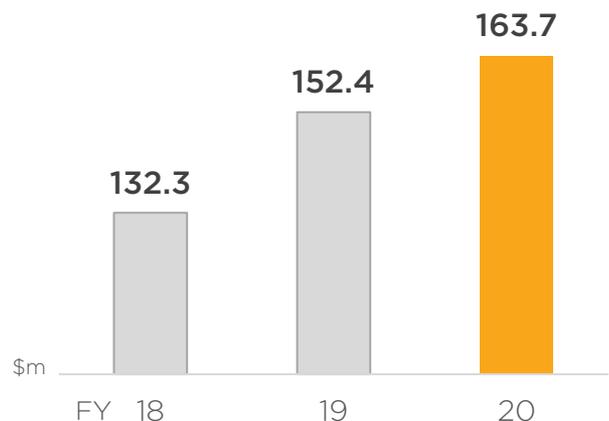
CEO's Review – Bill McDonald

ARVIDA GROUP LIMITED Annual Shareholder Meeting 3 July 2020

RESULTS SUMMARY



For the year ended 31 March 2020



Revenue

+7%

- Growth underpinned by continued strong core financial performance and addition of three villages
- DMF revenue was up 35% with increase in villa stock
- Care revenue flat on high occupancy but reduced beds at Wendover and Aria Bay

Underlying Profit

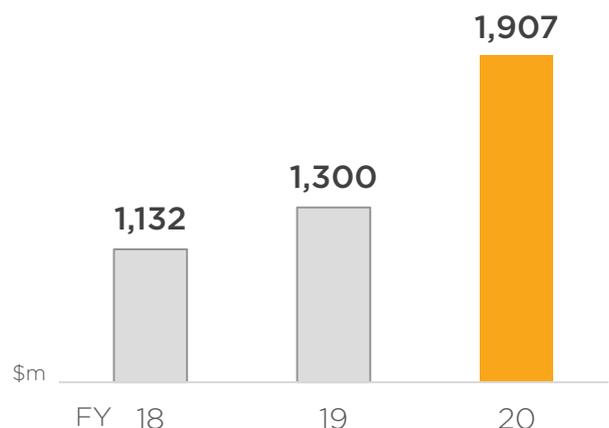
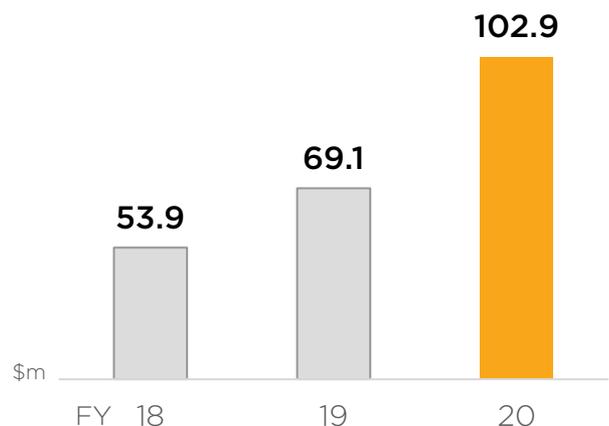
+34%

- Acquired villages contributed \$9.8m for the eight months owned
- Higher ORA sales volumes of 404 sales, up 23% on FY19, drove \$12.3m increase in total gains to \$39.3m
- On a cents per share basis, the increase was 10% up on FY19 at 10.2cps

RESULTS SUMMARY



For the year ended 31 March 2020



Operating Cash Flow **+49%**

- Operations underpinned by strong and growing cash flows
- Increased contributions from new sales and resales activity
- Stable source of recurring operating cash flow from care operations

Total Assets **+47%**

- Investment Property increased \$600m mainly from \$427m of acquisitions
- Valuations of retirement villages and care centres completed by CBRE and JLL
- Adjustments to assumptions as a result of Covid-19 and uncertain outlook
- Balance sheet gearing at 30% with new \$100m facility added post year end

- Covid-19 well managed with no positive cases recorded across residents and staff
- Fast to action a pandemic response team
- Challenges only just emerging as FY20 came to a close

FY20 Impact

- Higher operating costs:
 - Additional rosters, PPE, cleaning and security costs
- Lower sales in March from disruption to move-in and settlements
- Marketing and sales activity paused
- Closure of all construction sites, other than where Health & Safety meant works needed to be completed

FY21 Anticipated impact

- Significant additional operating costs of ~\$5 million incurred through April to June as a result of Covid-19
- Partially offset through Government subsidies claim of ~\$2 million
- Costs normalised in June with nothing material ongoing assuming lower than Alert Level 2 maintained
- Sales activity picking up through June at prices above March valuations
- Impact on sales activity may continue throughout the balance of the year depending on economic conditions

STRATEGY UPDATE



- Strategy added significant value in FY20 and remains valid
- Our vision is to become a leading provider of aged care services in New Zealand through a clear, multi-faceted strategy: to sustain and enhance our core business; to develop quality communities; to acquire complementary properties; and to deliver quality services to ageing communities

**LIVING
WELL**

**BUILDING
WELL**

**BUYING
WELL**

**ENGAGING
WELL**

LIVING WELL

Create a profitable and sustainable retirement and aged care business that leads the sector through actively improving the lives and wellbeing of our residents.

Results:

- Attitude of Living Well™ delivering better resident outcomes
- Household design provokes move in culture
- Engagement survey recorded 96% staff give their best everyday
- Staff engagement indexed at 78%
- Continued exceptional results in resident NPS surveys: + 52 Care; + 55 Village
- Consistently high care occupancy at 95%
- 20 facilities or 80% of care centres with gold standard of 4 years certification
- No significant health and safety accidents or injuries during the year

BUILDING WELL

Develop integrated retirement living communities for the future, either by adding to or improving existing villages or through acquiring bare land and building villages.

Results:

- 210 new units delivered, ahead of guidance
- Team of builders and other associated trades added to the construction team as part of the Sanderson acquisition
- Benefits in the areas of construction cost and development oversight



**LAURISTON PARK,
CAMBRIDGE**

12



**BETHLEHEM COUNTRY CLUB,
TAURANGA**

6



**GLENBRAE VILLAGE,
ROTORUA**

10



**MARY DOYLE,
HAVELOCK NORTH**

14



**BETHLEHEM SHORES,
TAURANGA**



**9 PARK LANE,
CHRISTCHURCH**

49



**VILLAGE AT THE PARK,
WELLINGTON**

24



**RHODES ON CASHMERE,
CHRISTCHURCH**

8



**WAIMEA PLAINS,
RICHMOND**

38



**ST ALBANS,
CHRISTCHURCH**

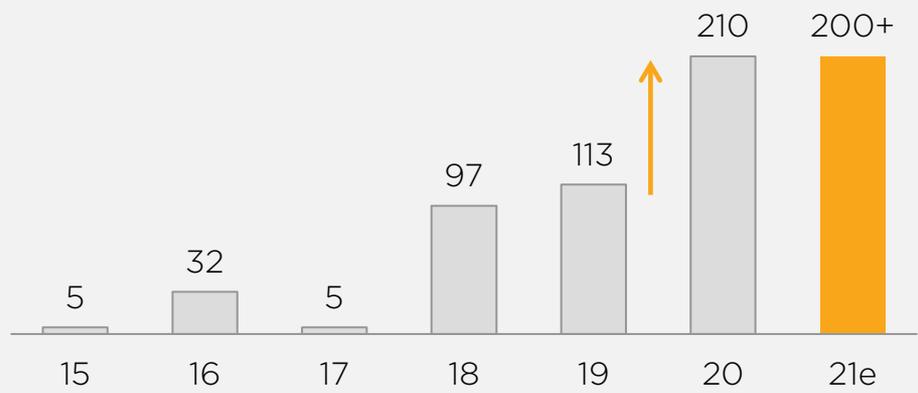
25



**QUEENSTOWN COUNTRY CLUB,
QUEENSTOWN**

15

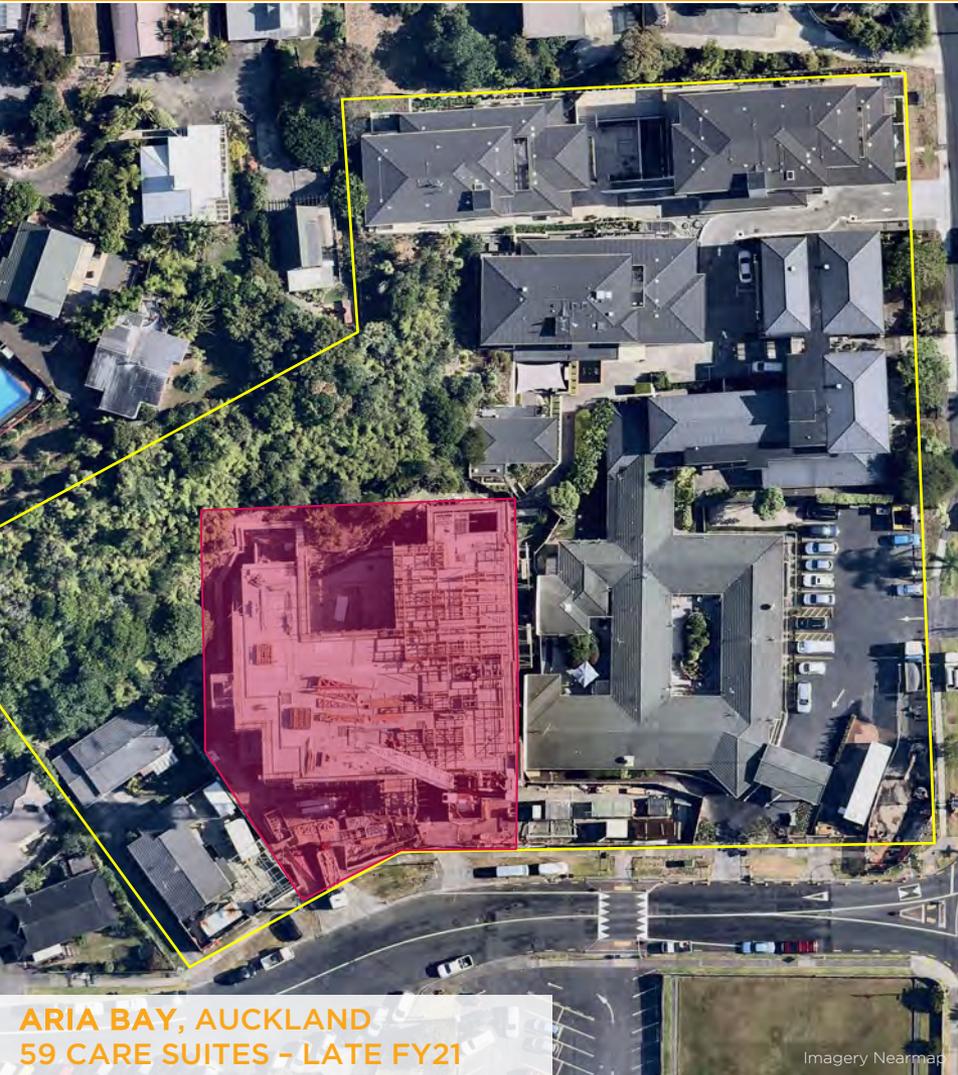
New Unit Delivery



FY21 DELIVERY PROGRAMME Arvida

- Delivery guidance for FY21 of 200+ units
- Includes completion of two key projects at Copper Crest and Aria Bay (were due for delivery in 3Q FY21)
- Factors that could impact FY21 delivery timeframes include:
 - new Covid-19 related shutdowns of construction sites; or
 - disruption to supply lines
- The impact of Covid-19 on the residential housing market will be closely monitored to ensure the supply of new units does not exceed projected demand
- Villa construction can be phased to demand, with good presale interest and commitments for planned FY21 villa construction

KEY PROJECTS IN FY21



ARIA BAY, AUCKLAND
59 CARE SUITES - LATE FY21

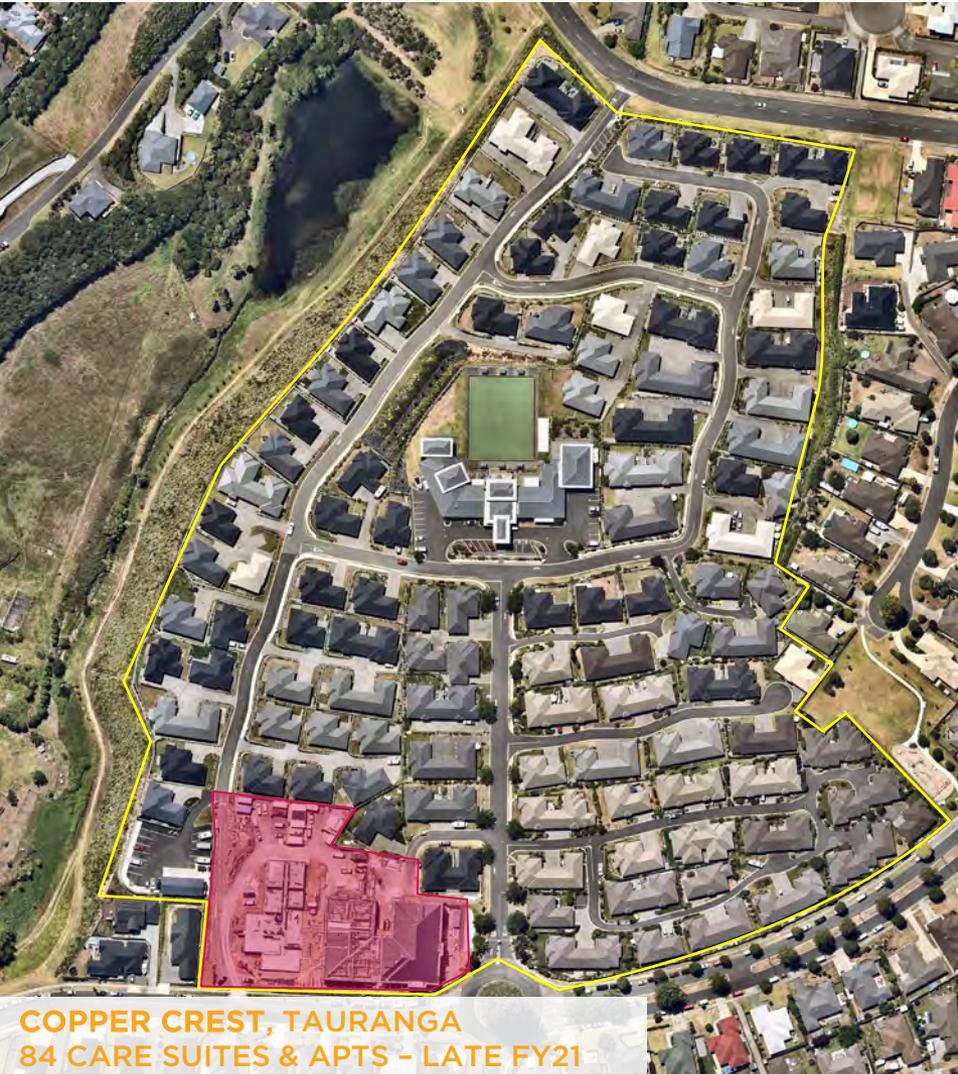
Imagery Nearmap



Artist 3D Render

Boundary shown is indicative

KEY PROJECTS IN FY21



COPPER CREST, TAURANGA
84 CARE SUITES & APTS - LATE FY21

Boundary shown is indicative



View north to Mt Maunganui



Construction progress

WAIMEA PLAINS, RICHMOND
25 VILLAS - FY21
RESIDENT CLUBHOUSE COMMENCED



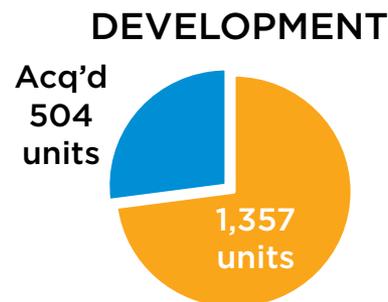
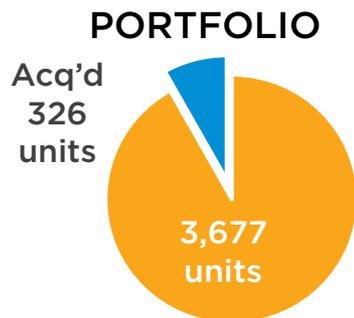
Boundary shown is indicative

BUYING WELL

Acquire quality retirement villages that are complementary to the overall portfolio composition and deliver long term value through operations or by adding opportunities.

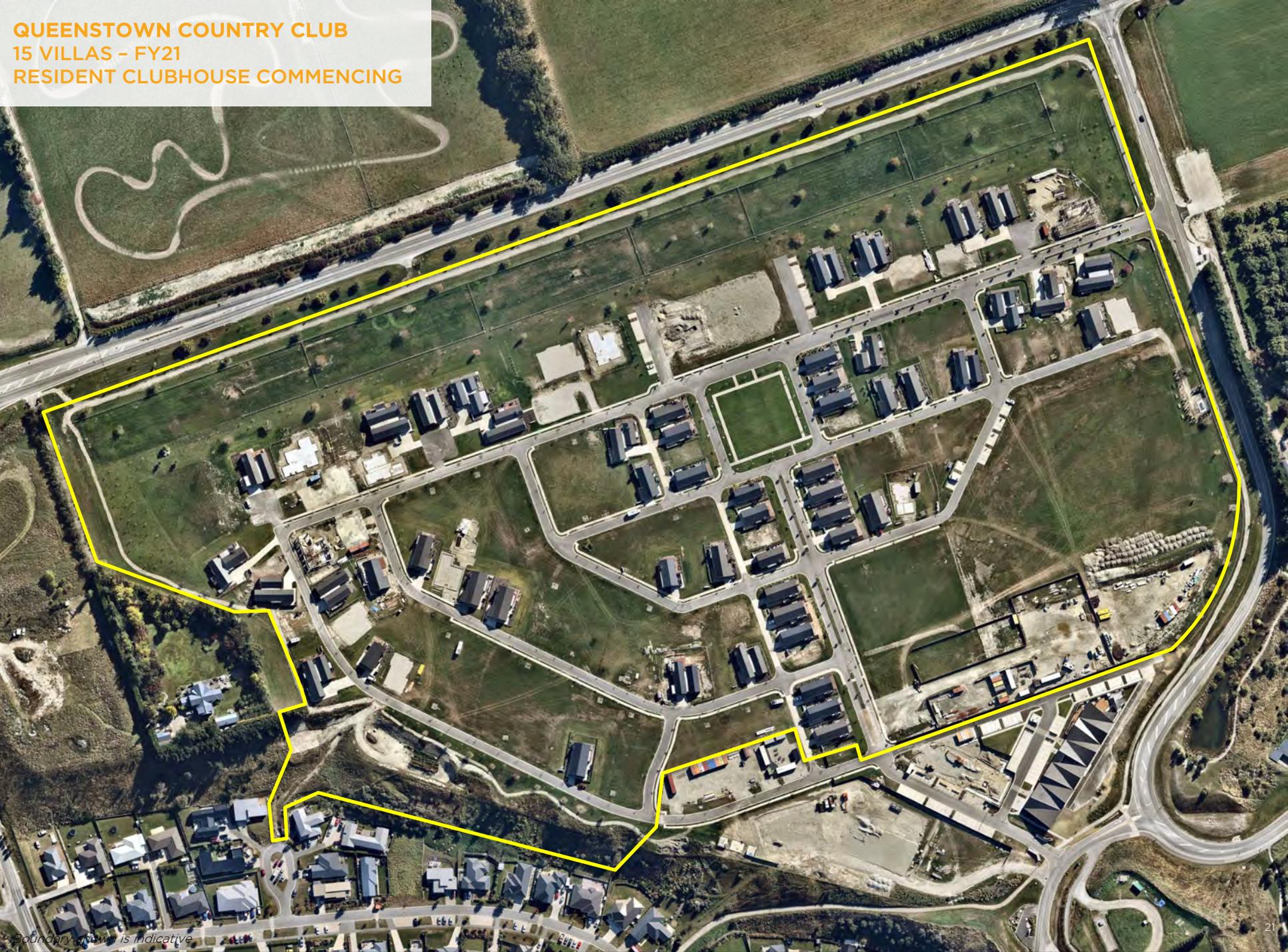
Results:

- Acquired Bethlehem Country Club, Bethlehem Shores and Queenstown Country Club for \$180m
- Transformational acquisition that delivered significant scale and growth options



- Added Sanderson construction teams of over 70 trades and associated employees
- Benefit in lower construction cost and improved development oversight

QUEENSTOWN COUNTRY CLUB
15 VILLAS - FY21
RESIDENT CLUBHOUSE COMMENCING

















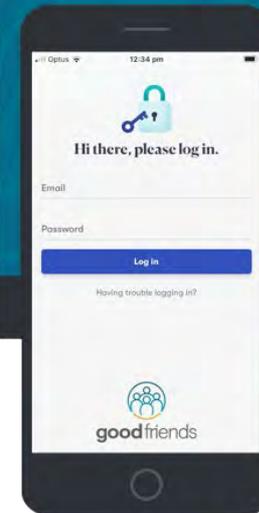
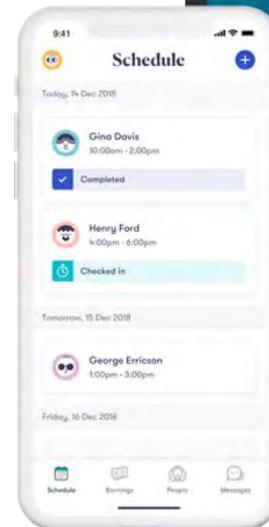
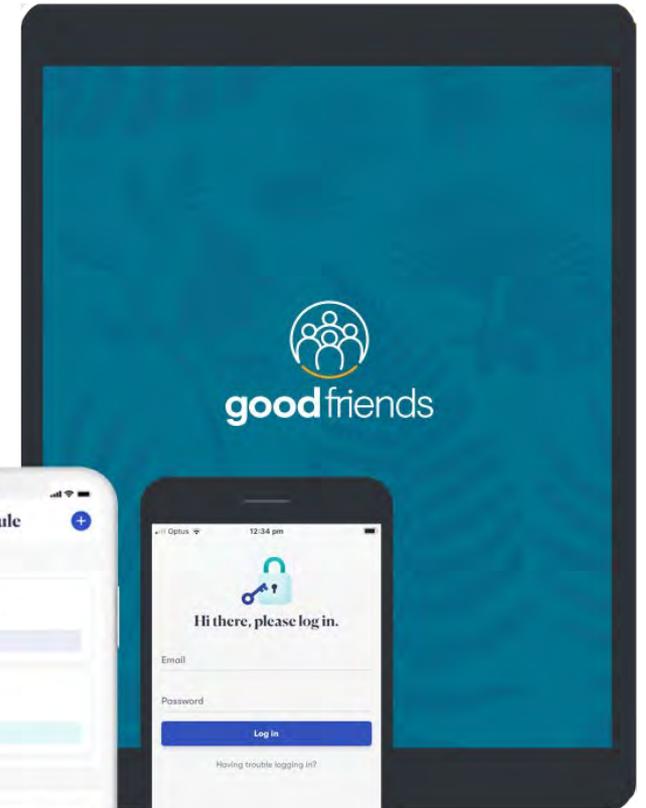
ENGAGING WELL

Deliver quality healthcare and wellbeing services to ageing communities by using our expertise and assets to explore new growth opportunities for the future of our business.

Results:

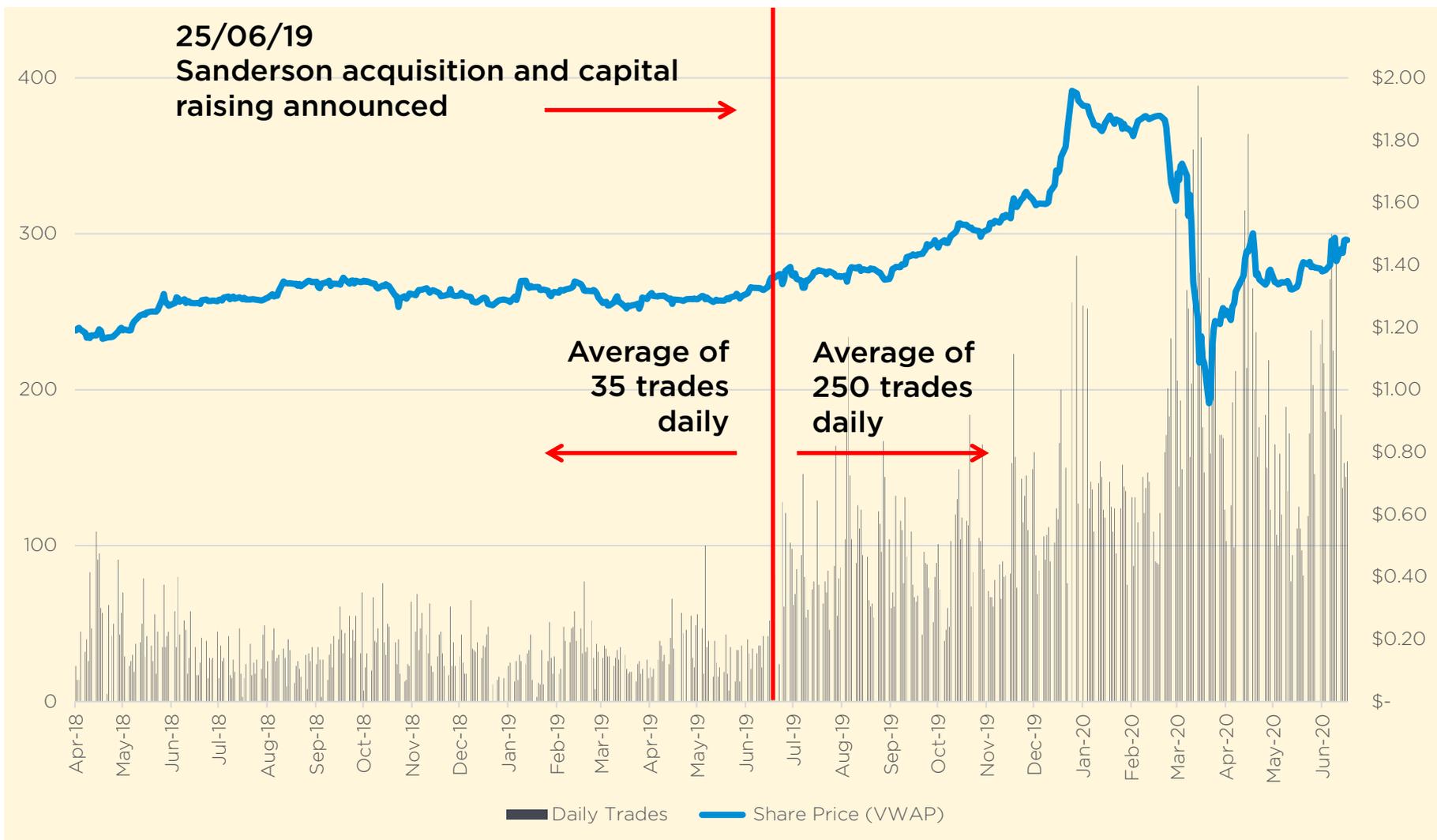
- ‘Outwardly focused view’ part of evolving our Attitude of Living Well™ model and greater integration with broader community
- Seeking to include community facilities in our new villages and, in time, at existing villages where practical
- First will be the Wellness Centre currently under construction at Park Lane, Christchurch
- Services into the home critically important
- Pilot of Good Friends in Christchurch started in June and is enabled by proven best-in-class technology platform built for scale

GOOD FRIENDS PILOT

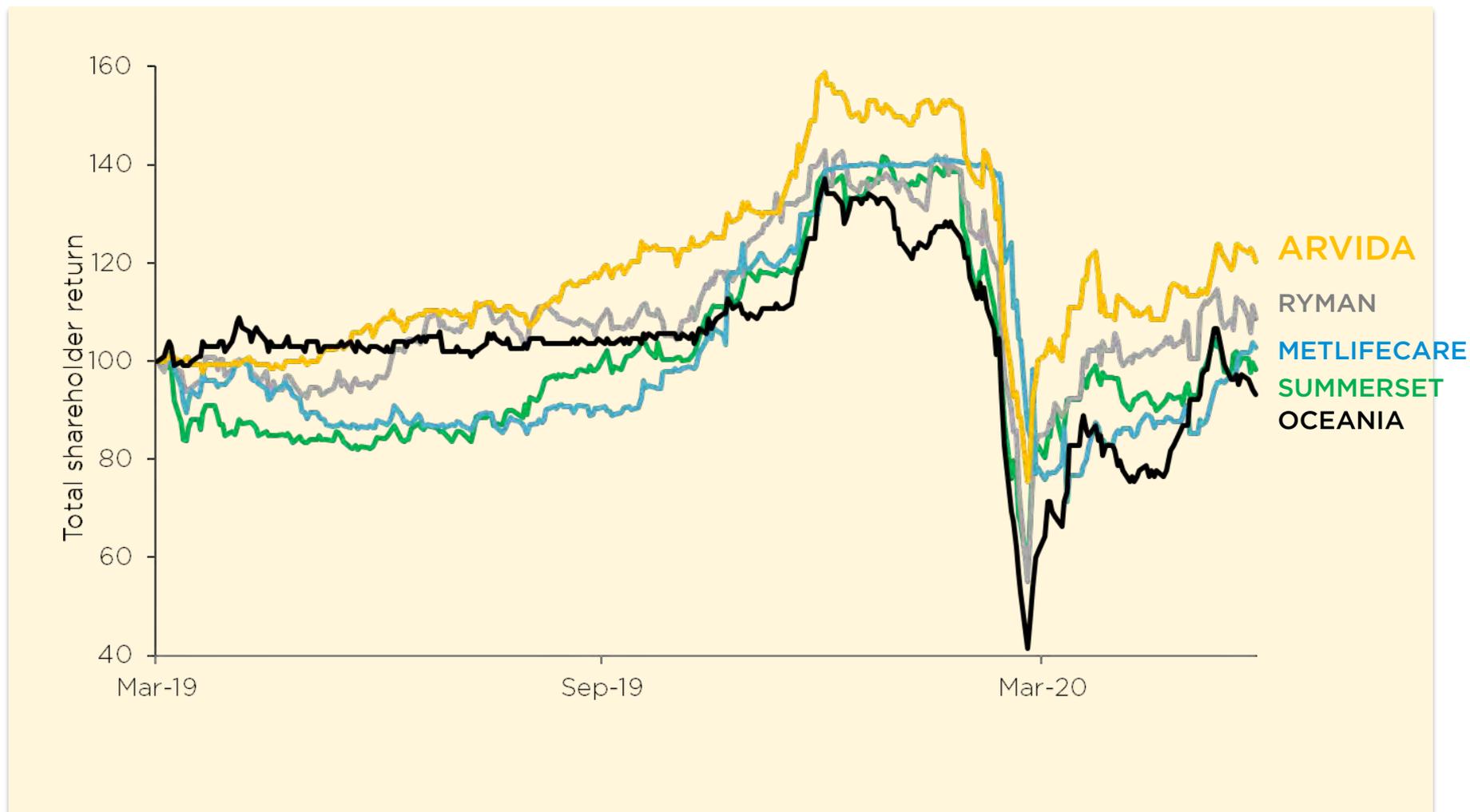


- Toitu engaged to measure and audit our carbon emissions as we look to actively manage our environmental impact
- FY20 base period for measurement of our carbon emissions
- Expect to introduce initiatives to reduce the carbon emissions created by electricity, waste, travel, paper and construction activities
- Offset 100 tonnes of carbon emissions generated through car and air travel by buying carbon credits
- Key principle of sustainability policy adopted by Board is continuous improvement in our social and environmental performance
- Engagement with internal and stakeholders to identify the sustainability topics of most importance
- Continue to support our communities, embracing local community initiatives

INCREASE IN NZX ACTIVITY



PERFORMANCE UPDATE



Source: IRESS. Rebased to 100 at 29 March 2019.

QUESTIONS





RESOLUTIONS

RESOLUTION ONE



1

That Michael Ambrose, who retires by rotation, and being eligible, offers himself for re-election as a Director of Arvida.

RESOLUTION ONE

PROVISIONAL VOTING



1

That Michael Ambrose, who retires by rotation, and being eligible, offers himself for re-election as a Director of Arvida.

For	162,313,175	96.9%
Against	358,841	0.2%
Proxy	4,784,302	2.9%
Abstain	1,879,969	N/A

Provisional voting numbers are as at 1 July 2020

RESOLUTION TWO



2

That Paul Ridley-Smith, who retires by rotation, and being eligible, offers himself for re-election as a Director of Arvida.

RESOLUTION TWO

PROVISIONAL VOTING



2

That Paul Ridley-Smith, who retires by rotation, and being eligible, offers himself for re-election as a Director of Arvida.

For	163,955,808	97.0%
Against	366,531	0.2%
Proxy	4,786,134	2.8%
Abstain	227,814	N/A

Provisional voting numbers are as at 1 July 2020

RESOLUTION THREE



3

That the directors be authorised to fix the fees and expenses of Ernst & Young as the auditor of Arvida.

RESOLUTION THREE PROVISIONAL VOTING



3

That the directors be authorised to fix the fees and expenses of Ernst & Young as the auditor of Arvida.

For	164,002,696	97.0%
Against	270,883	0.1%
Proxy	4,826,100	2.9%
Abstain	236,608	N/A

Provisional voting numbers are as at 1 July 2020



GENERAL BUSINESS

ARVIDA GROUP LIMITED Annual Shareholder Meeting 3 July 2020

A young child with long brown hair, wearing a pink t-shirt and red pants, is sitting on a windowsill. The child is looking out a window at a hand-drawn rainbow on the glass. To the right of the child, there are three stuffed toys: a doll with yellow hair, a smaller bear, and a larger bear. The scene is brightly lit by natural light from the window.

THANK YOU