

Results Presentation

for the Financial Half Year Ended 30 November 2018



OCEANIA
HEALTHCARE

25 January 2019

Agenda

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The BayView, Tauranga
(commissioned in Dec 2018)

Highlights of 1HY2019

SECTION 1

1HY2019 Highlights



We have delivered 8.7%¹ growth in continuing operations compared to 1HY2018.

1 Increases in Underlying NPAT² & Underlying NPAT – Continuing Operations³

NZ\$m	1HY2019	1HY2018
Underlying NPAT ¹	20.9	19.9
Underlying NPAT – Continuing operations³	20.5	18.8
Total Comprehensive Income	19.5	42.9
Reported NPAT	1.3	42.5
Total Assets	1,209	999
Operating Cash Flow	47.1	17.1

1. 8.7% is calculated as the increase from *Underlying NPAT – Continuing operations* in 1HY2018 of \$18.8m to \$20.5m in 1HY2019

2. *Underlying NPAT* is a non-GAAP measure used by Oceania to monitor business performance. *Underlying NPAT* is a consideration in determining dividend distributions. Refer to page 58 in Appendices

3. *Underlying net profit after tax – Continuing operations* contains a proforma adjustment that excludes the earnings from sites divested in 1HY2019. Earnings have been excluded in both 1HY2019 and 1HY2018.

1HY2019 Highlights



We have delivered and sold down our new developments on time and in line with expectations, and recorded strong resale margins, prices and volumes in our village business.

2 Development pipeline completing as planned and on track

- All 62 apartments at Meadowbank Stage 3 delivered in January 2018 are now either sold or under application.
- 81 care suites completed at The BayView (on time and on forecast cost).
- 587 units and care suites currently under construction in Auckland, Hamilton, Coromandel, Tauranga, Hawkes Bay, Nelson and Christchurch. 272 units and care suites on track to be delivered in FY2019.
- Total development pipeline of 2,065 units and care suites with **73% of the pipeline now consented** compared to 61% at FY2018.
- **We remain on track to deliver our increased build rate** of 250 units and care suites per annum to 2020 and 300+ per annum thereafter.

3 Robust performance in Village segment

- Maintained **strong resale margin of 30.3%** for villas and apartments; in line with the margin for FY2018.
- **Resale prices** for villas and apartments **ahead of 1HY2018**.
- **Total sales volumes** were **56.5% higher than in 1HY2018**.
- **Stock levels in line** with prior periods.
- **Improved our net promoter score** for village residents to +56 in 1HY2019 from +43 in 1HY2018.

1HY2019 Highlights (continued)



Our aged care strategy is progressing well with i) conversions of rooms to our premium care suites (resulting in increased occupancy); ii) highly competitive pay arrangements for our staff; and iii) healthy promoter scores from our residents.

4 Progress in executing our Aged Care strategy

- **Occupancy boosted** by upgrade and conversion programme (sites unaffected by development were at 92.0% in 1HY2019 compared to 89.9% in 1HY2018). There are 8 sites with care suite conversion projects in FY2019.
- **Continued the transformation of our care portfolio** to a target of a 70/30 premium bed to standard bed mix through the delivery of 81 new care suites in 1HY2019 with a further 300 care suites currently under construction.
- **Increased RN rates** to reflect the recent DHB settlement rates and match the highest in the aged care sector.
- **Continued strong MoH audit results** with 31% of homes at 4 years, all others at 3 years (up from 25% at 4 years as at 1HY2018).
- Successful pilot of **new clinical information system** at Meadowbank. Group rollout now underway.
- Maintained our **healthy net promoter scores** from new residents of +32.
- **Completed the divestment of five sites.**

5 Interim dividend declared

- Interim dividend per share announced of **2.10 cents per share** (not imputed¹) in accordance with policy.
- Record date of 11 February 2019. Payment date of 18 February 2019.

1. The dividends are not imputed due to the availability of existing tax losses.

2. Gross yield of 4.3% based on the share price as at 22 January 2019 of \$1.09 per share and dividends paid during FY2019

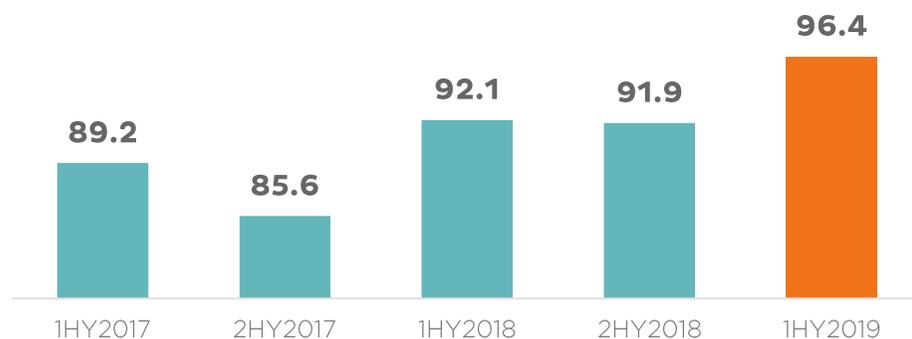
1HY2019 Financial highlights



Underlying NPAT for 1HY2019 was 5.3% ahead of 1HY2018. Total assets have increased by 20% since 1HY2018.

Operating Revenue

NZ\$m



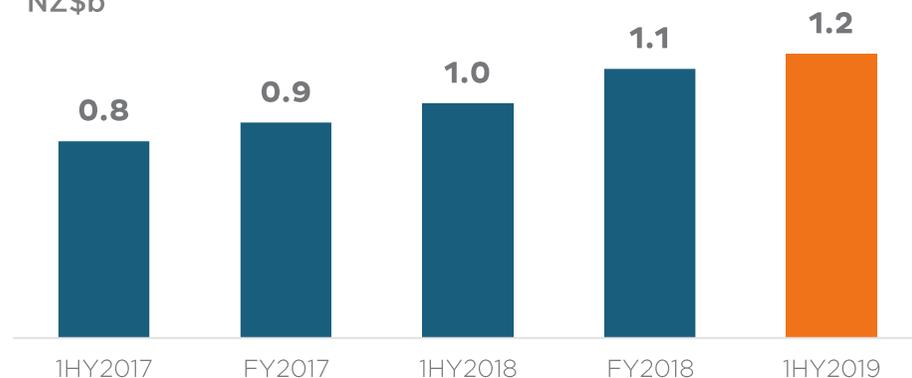
Underlying NPAT¹

NZ\$m



Total Assets

NZ\$b



Total Comprehensive Income

NZ\$m



1. Underlying Net Profit After Tax includes pro forma adjustments in FY2017 to adjust for the pre IPO capital structure.



Aged Care Update

SECTION 2

Aged care update

Our Aged Care strategy is focussed on delivering exceptional care to our residents reflecting their right to choice, respect and dignity. There are three components to our strategy.

1. Our Services



2. Our People

3. Our Product

Aged care update

Ensuring our residents receive the best levels of care and service at our homes is paramount.



1. Our Services



Hospitality model successfully introduced at Meadowbank and subsequently rolled out at The BayView's new care facility.



National Culinary Manager appointed



Successful pilot of **clinical information system** at Meadowbank

31%

Of sites with **4 year MoH certification** as at 1HY2019 (up from 28% as at FY2018 and 25% as at 1HY2018)

+32

Net promoter score¹ for our care segment



We have made significant wage increases for all of our staff and continued our focus on staff development and safety.



2. Our People



Registered Nurses received pay increases to reflect the recent DHB settlement and top rates in the aged care sector.



Expanded our **leadership development programme** STEPUP to include RNs.



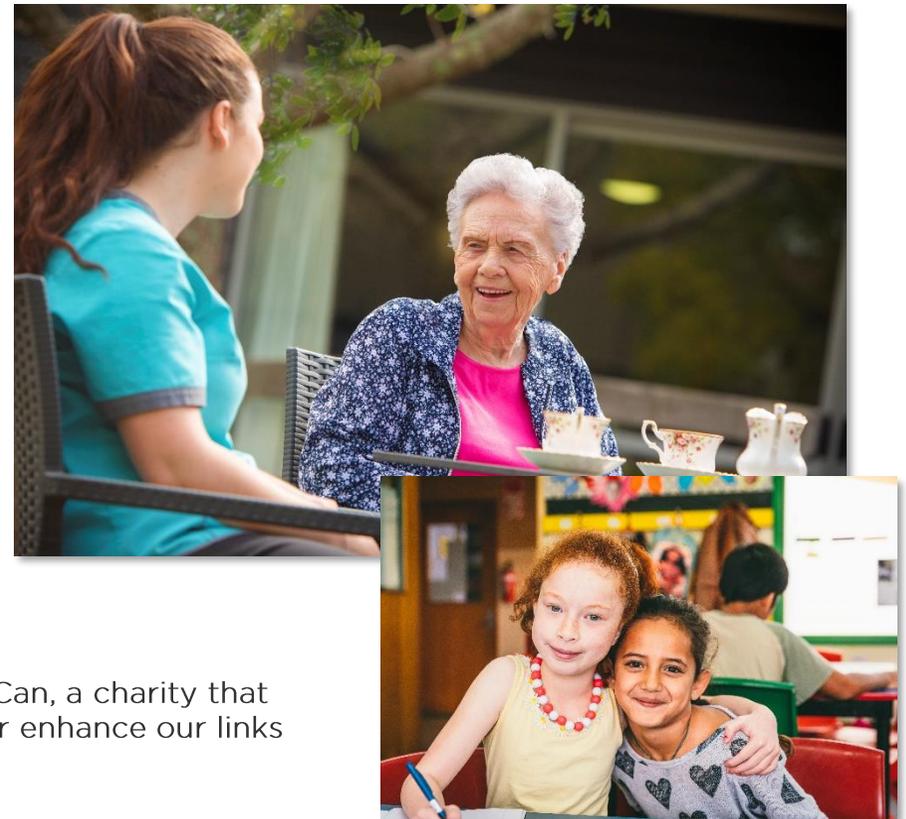
Healthcare Assistants second year of equal pay adjustment.

41%

Reduction in **loss time injury frequency rate**¹ (10.8 in 1HY2019 compared to 18.2 in 1HY2018).



Entered into a national agreement with KidsCan, a charity that supports under-privileged children, to further enhance our links with our local communities



1. Lost time injury frequency measures the average number of injuries for the workforce for every one million hours worked in the previous 12 month period

We are optimising our existing portfolio of homes and redeveloping brownfields sites to increase our premium care offering.



3. Our Product

Mature Aged Care Business

We have a mature aged care business with strong cashflow based returns

1

Upgrade and conversion of existing aged care stock to **premium care suites and beds**

To be enhanced by

2

Redevelopment of premium care suites to replace older beds in **key urban brownfields locations**



Meadowbank, Auckland

Aged care update

Our development of premium care suites has increased materially with 81 delivered during 1HY2019 and 229 under construction. Converting care beds into premium care suites is playing a key role in optimising our existing portfolio.



3. Our Product (cont'd)

1. Conversions

30 Conversions completed in 1HY2019

27 Conversions to commence in 2H2019

2. Redevelopment

81 Care suites completed at The BayView

229 Care suites currently under construction

159 Total care suites expected to be completed in FY2019



Woodlands, Motueka

20%

Of care portfolio will be care suites at FY2019 (12% as FY2018)

Aged care update

We are delivering good growth in both occupancy and premium revenue as our portfolio shifts to a higher weighting of premium product.



3. Our Product (cont'd)

92.0% Average occupancy for 1HY2019¹

2.1% increase in occupancy, up from
89.9% average occupancy for 1HY2018

\$4.0M Premium Care Revenue

18.1% increase premium revenue from 1HY2018
(\$3.4m)

\$1.7M Premium accommodation charge
("PAC") revenue in 1HY2019 (\$1.6m in
1HY2018)

\$2.3M Care suite DMF revenue in 1HY2019
(\$1.8m in 1HY2018)



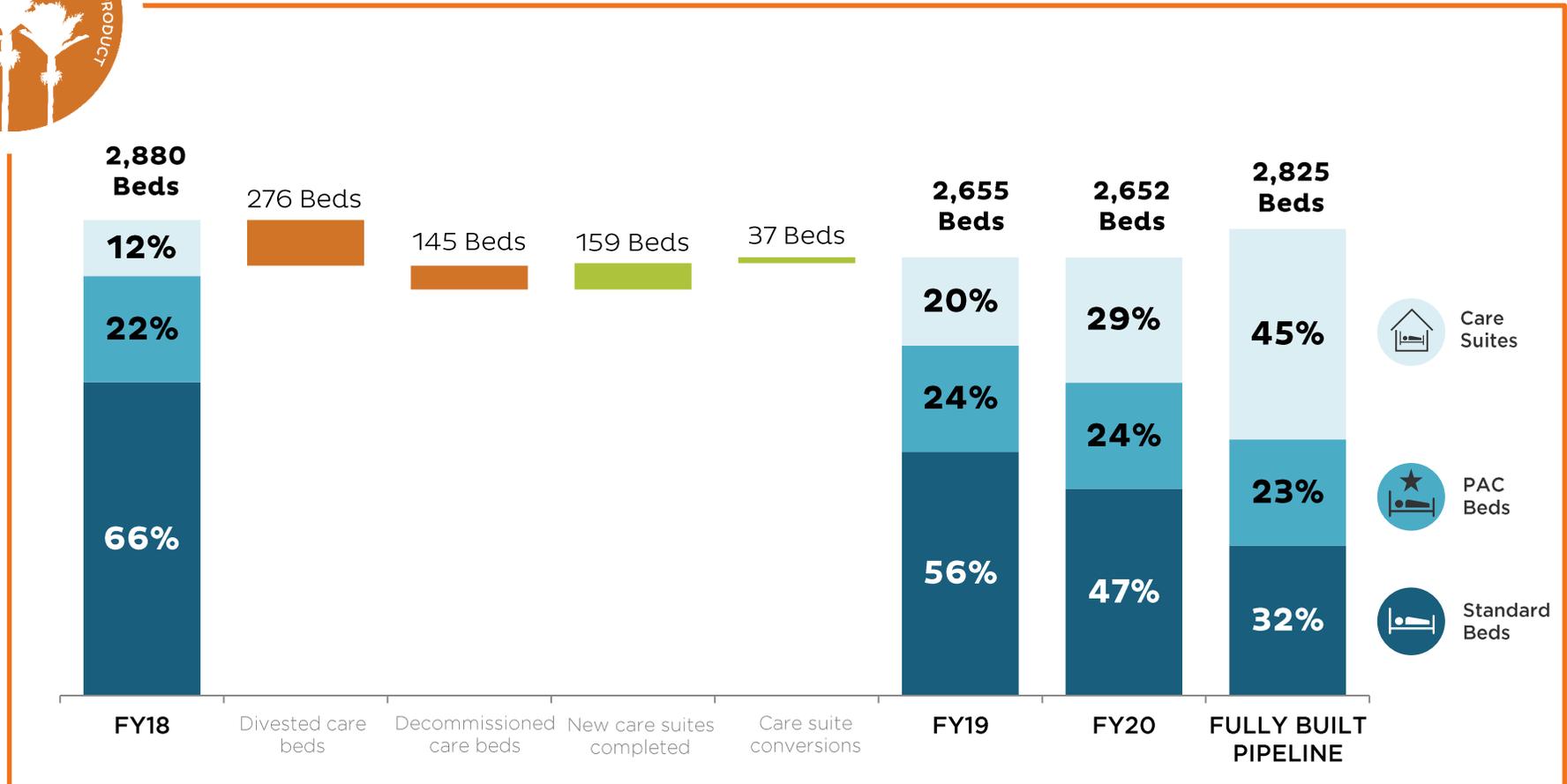
1. Average occupancy at care homes not affected by redevelopment activity in the period

Aged care update

Care suites and premium rooms will comprise 68% of our care portfolio once the pipeline and conversions are complete.



3. Our Product (cont'd)





3

Meadowbank Village, Auckland

Developments

SECTION 3

On track to deliver our pipeline

We are commencing and delivering developments in accordance with our pipeline. 73% of our pipeline is consented, giving us confidence that we will continue to meet our build rate of 250+ per annum.

Development progress in 1HY2019

Development completed in 1HY2019

- Stage 1 new care facility (**81 care suites**) at **The BayView** (formerly Melrose) commissioned in December 2018.

81

Care suites completed in 1HY2018

Development commenced in 1HY2019

- **Green Gables** (**61 care suites and 28 apartments**) commenced in June 2018

370

Care suites & units under construction during 1HY2019

Consents obtained in 1HY2019

- Resource consent obtained for **61 care suites** at **Eversley** in Hawkes Bay
- Stage 1 at **Elmwood** (**142 care suites**) received resource consent
- A new dementia unit at **Meadowbank** (Stage 6, **36 care suites**) received resource consent

73%

Of the total pipeline is either under construction or consented

Future development on track

FY2019 scheduled completion

- Stage 4 at **Meadowbank** (**34 care suites, 49 apartments**) **on track** for completion in FY2019
- **The Sands** (**44 care suites, 64 apartments**) **on track** for completion in FY2019

272

Care suites & units scheduled for completion in FY2019

2HY2019 developments commenced

- **Windermere** Stage 1 (**71 care suites and 22 apartments**) commenced in January 2019
- Stage 2 at **The BayView** (**74 apartments**) commenced in December 2018
- **Gracelands** Stage 1 (**17 villas**) commenced in January 2019
- **7 villas** at **Whitianga** commenced in January 2019
- Stage 5 at **Meadowbank** (**26 apartments**) commenced January 2019

587

Care suites & units under construction now

9

Projects are currently under development

Completed developments

In 1HY2019 we delivered 81 care suites at The BayView on time and on budget and have settled and taken applications on all 62 of the Meadowbank Stage 3 apartments in line with expected prices and timeline.

Meadowbank

Auckland

Stage 3

Completed on time & under budget



62

Apartments



30

Care Suites

- All apartments either sold or under application as at 25 January 2019
- 27 care suites sold or under application



The BayView

Tauranga

Stage 1

Completed on time & on budget



81

Care Suites

- Residents transferred from old Melrose facility in December 2018
- Care suite sales have commenced with good initial interest



Meadowbank Village, Auckland

Meadowbank Stage 4 on track for completion in May 2019. In January 2019 we commenced construction of Meadowbank Stage 5 (26 apartments).

Meadowbank

Auckland

Stage 4

Under construction, due May 2019:



49

Apartments



34

Care Suites

Stage 5

Commenced, due in late FY2020:



26

Apartments



The Sands, Auckland

Construction of The Sands is on track and scheduled for completion in May 2019.

The Sands

Browns Bay, Auckland

The Sands will provide



64

Apartments



44

Care Suites

Due for completion in May 2019

13 pre-sale applications placed at pricing above the average price achieved for our apartments in Auckland during 1HY2018 reflecting the quality of the product

Development margins (in aggregate) expected to be in-line with other Auckland developments



The BayView, Tauranga

81 care suites were completed at The BayView Stage 1 in October 2018. Stage 2 commenced construction in December 2018.



The BayView

Tauranga

Stage 2

Commenced in 2HY2019



74

Apartments

Community
Centre

Trevellyn, Hamilton

Construction of Trevellyn commenced in 2HY2018 and expected to be substantially complete on or about FY2019.

Trevellyn

Hamilton

Stage 1

Under construction,
due 2HY2019 / 1HY2020:



90

Care Suites

Stage 2

Scheduled to commence in FY2020:



63

Apartments

Community
Centre



Green Gables, Nelson

Redevelopment of Green Gables commenced in June 2018.



Green Gables

Nelson

Green Gables will provide



28

Apartments



61

Care Suites

Due for completion in FY2020

Windermere, Christchurch

Stage 1 of the development at Windermere commenced in 2HY2019



Windermere

Christchurch

Stage 1

Commenced and scheduled to complete in FY2021



22

Apartments



71

Care Suites

Financial results

01 Income statement and segmental performance

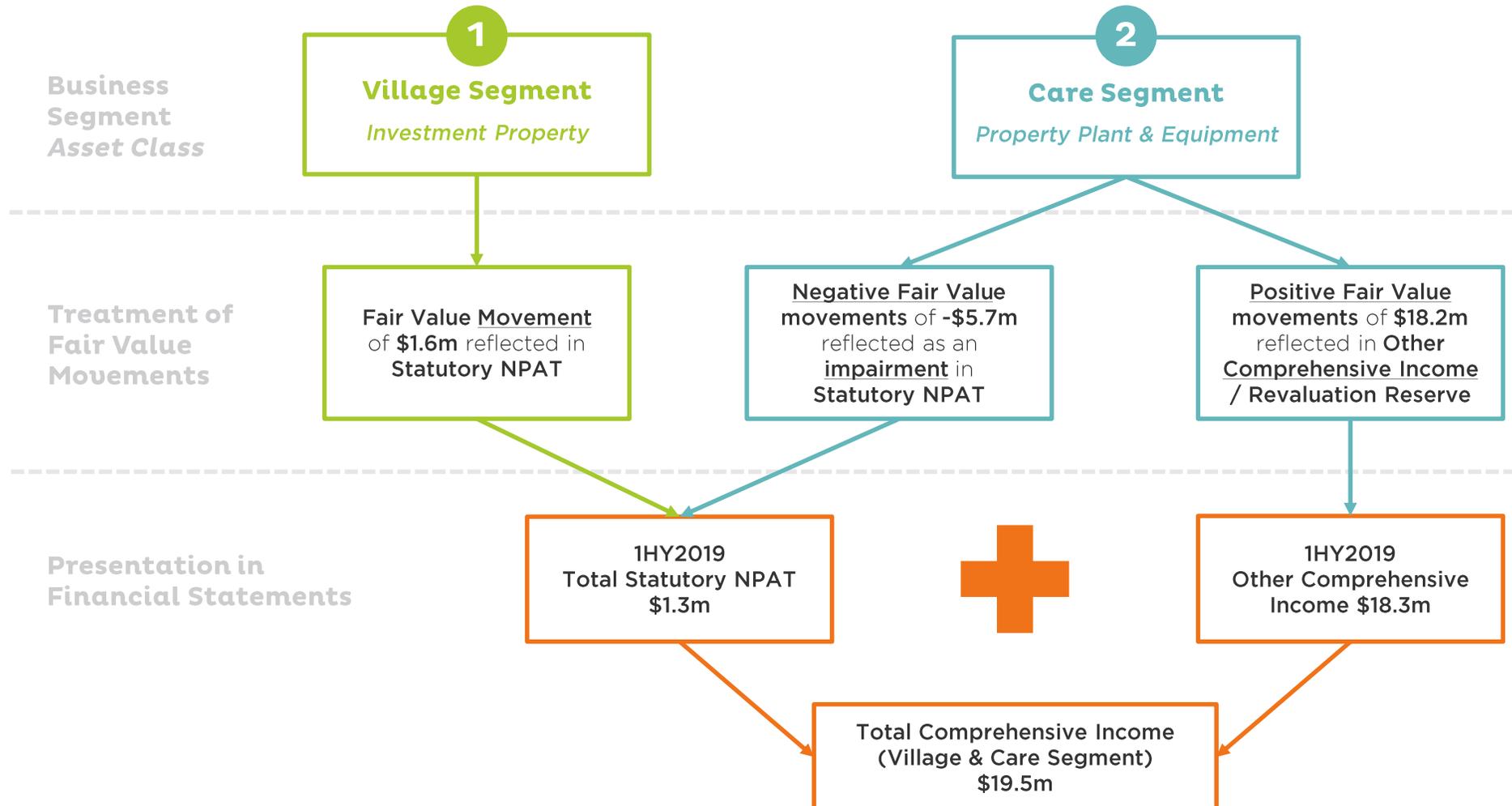
02 Balance sheet and drivers of Investment Property valuation

03 Cashflow statement

04 Capital structure

Comprehensive Income Explained

The different treatment of fair value movements for our care and village segments are critical to the understanding of Oceania's 1HY2019 statutory financial result. Total Comprehensive Income reflects both the village and care segments.



Income statement



Total Comprehensive income for the period of \$19.5m reflects the delivery of the new care suites at The BayView and gains in valuation in relation to our premium care suites.

1HY2019 Summary of Income Statement

NZ\$m	1HY2019	1HY2018	FY2018
Operating revenue	96.4	92.1	184.0
Operating expenses	(89.3)	(77.5)	(165.8)
Change in fair value of IP, impairment of PPE and other	(4.0)	35.3	69.5
Operating Profit	3.1	49.9	87.7
Finance costs	(2.0)	(1.4)	(2.9)
Depreciation and amortisation	(4.3)	(4.1)	(8.8)
Profit before Income tax	(3.3)	44.4	75.9
Taxation benefit/(expense)	4.5	(1.9)	1.1
Reported Net Profit after Tax	1.3	42.5	77.0
Other Comprehensive Income	18.3	0.4	4.8
Total Comprehensive income	19.5	42.9	81.7

- Operating revenue increased by 4.7% with care revenue up by 3.7% to \$82.9m and village DMF up by 14.3% to \$8.9m.
- A desktop valuation of investment property was performed by CBRE. The movement in the fair value of IP was lower than 1HY2018 due to no new village developments delivered during the period and no material changes in CBRE's critical valuation assumptions.
- The negative \$4.0m change in fair value relating to IP and PPE includes a \$5.7m impairment of our freehold land and buildings resulting from the demolition of the old care facility at The BayView (\$2.3m) - now held as development land. Further the conversion of serviced apartments to care suites from IP to PPE resulted in a derecognition of "goodwill" and an associated impairment of \$3.4m; albeit the CBRE going concern valuation was in line with the prior period for these assets.
- Care suites were also revalued. The fair value of these increased by \$18.2m net of tax, reflected in Other Comprehensive Income.
- Operating expenses increased due to higher care wages following the equal pay settlement for HCAs and 5% increase provided to RNs (\$3.7m in total) as well as the rental payment for the right to use asset at Everil Orr (\$4.8m)¹.
- Taxation benefit driven by a reduction in our deferred tax liability.

1. The fair value of investment property includes a fair value movement of \$4.5m in relation to the right to use asset at Everil Orr. The contribution to DMF is \$0.3m. This is offset by the rental expenses of \$4.8m.

Underlying earnings



Underlying NPAT was 5.3% above 1HY2018 and for continuing operations was 8.7% higher.

Reconciliation of Underlying Adjustments

NZ\$m	1HY2019	1HY2018	FY2018
Reported Net profit after tax	1.3	42.5	77.0
less: Change in fair value of investment property and impairment of PPE	4.0	(34.1)	(68.3)
add: Realised gains on resales	5.9	6.7	16.9
add: Realised development margin	9.9	4.1	21.1
Add: Deferred tax	(4.5)	1.9	(1.1)
add: Rental expenses in relation to right to use asset	4.8	0.0	7.8
add: Other ¹	(0.5)	(1.1)	(1.3)
Underlying NPAT	20.9	19.9	52.1
add: Depreciation and amortisation	4.3	4.1	8.8
add: Finance costs	1.9	1.4	2.8
Underlying EBITDA	27.2	25.3	63.7
less Divested site earnings	(0.5)	(1.3)	(1.8)
Underlying EBITDA - Continuing operations	26.7	24.0	61.9
Underlying NPAT - Continuing operations	20.5	18.8	n/a

Segmental Underlying Adjustments

NZDm	1HY2019	1HY2018	FY2018
Aged Care	14.1	16.4	28.9
Retirement Village	21.7	16.3	49.7
Other	(8.5)	(7.4)	(14.9)
Underlying EBITDA	27.2	25.3	63.7
less Divested Site Earnings	(0.5)	(1.3)	(1.8)
Underlying EBITDA - Continuing operations	26.7	24.1	61.9

- Underlying NPAT was \$1.0m (5.3%) ahead of 1HY2018.
- Adjusting for the five sites divested during the period, Underlying NPAT - Continuing operations was \$1.7m (8.7%) ahead of 1HY2018.
- Reduction in care segment due to higher wage costs, offsetting gains in the period from higher occupancy and increased premium charging.
- Resales gain 12% lower than 1HY2018 due to lower ILU volumes sold. Margins for ILUs of 30.3% in line with 1HY2018.
- Realised development margin double that of 1HY2018 with 65 new sales (compared to 23 in 1HY2018) at a development margin of 29.5%.

1. Other is an aggregation of line items that are individually less than \$2.0m and includes: Impairment of goodwill; Gain on Sale/Loss on disposal of chattels at decommissioned sites; DMF in relation to right to use asset; See note 2.1 of the interim financial statements for a further detail.

2. Rental expense of \$4.8m relates to the right to use asset at Everil Orr village.

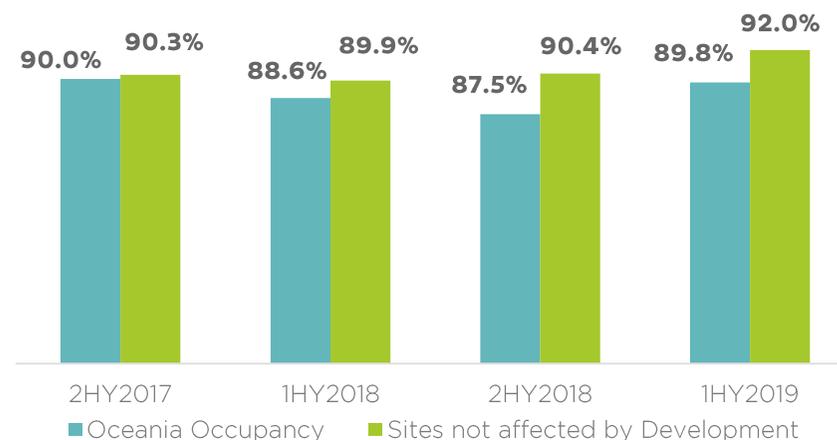
Care segment

Higher occupancy and premium revenues in 1HY2019 reflect the transformation of our care portfolio toward a higher proportion of premium care beds.

Aged Care Underlying EBITDA

NZ\$m	1HY2019	1HY2018	FY2018
Daily care fees	77.9	75.9	150.4
PAC revenue	1.7	1.6	3.2
Care suite DMF	2.3	1.8	3.6
Other revenue	0.4	0.7	2.4
Total aged care operating revenue	82.3	79.9	159.6
Staff and resident expenses	(59.6)	(55.6)	(115.4)
Occupancy and site overhead expenses	(8.7)	(7.9)	(15.3)
Total aged care expenses	(68.3)	(63.5)	(130.7)
Aged care Underlying EBITDA	14.1	16.4	28.9
EBITDA per care bed / suite (all sites)	\$11,564	\$13,236	\$11,742
Aged Care Underlying EBITDA – Continuing operations	13.6	15.1	27.1
EBITDA per care bed / suite (ex divests)	\$11,867	\$13,453	\$12,066

Occupancy rates



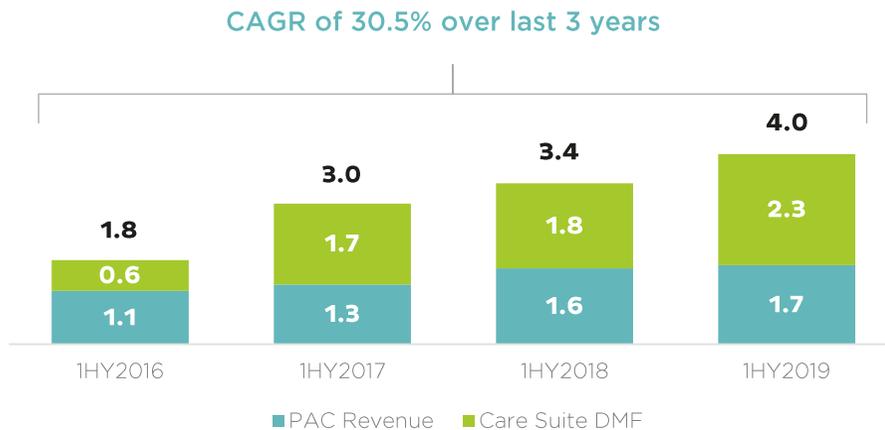
- Occupancy improved from 88.6% in 1HY2018 to 89.8% in 1HY2019.
- At sites not affected by development we averaged 92.0% for the 1HY2019 period (up from 89.9% in 1HY2018).
- Premium revenue from PACs and DMF increased by 18.1% in 1HY2019 to \$4.0m.
- Staff costs increased due to second year of equal pay adjustments for HCAs and significant increase for RNs.

Care segment – premium revenue

Revenue from premium beds (including PAC and DMF) has increased at a CAGR of 30.5% over the past 3 years.

Premium care revenue

NZ\$m



- 18.1% increase in 1HY2019 to \$4.0m.
- Care suite DMF revenue increased to \$2.3m, up 31% from 1HY2018.
- Average PAC of \$14.71 per day in 1HY2019 compared to \$13.49 per day in 1HY2018, up 17.9%.



Village segment

1HY2019 Underlying EBITDA of \$21.7m was 33% ahead of 1HY2018 due to the sell down of new developments

Village Underlying EBITDA

NZ\$m	1HY2019	1HY2018	FY2018
Villa and Apartment DMF	8.6	7.8	15.0
Retirement village service fees	2.9	2.7	5.3
Other revenue	1.5	1.1	2.7
Total retirement village operating revenue	13.0	11.5	23.0
Realised gains on resales	5.9	6.7	16.9
Realised development margin	9.9	4.1	21.1
Village site operating expenses	(6.8)	(5.4)	(11.3)
Resident share of capital gains	(0.3)	(0.5)	0.0
Total retirement village expenses	(7.1)	(6.0)	(11.3)
Retirement village Underlying EBITDA	21.7	16.3	49.7
Total resale volume	79	69	180
Total new sales volume	65	23	100
Total sales volume	144	92	280
less: Dunblane Village Earnings	0.0	0.1	0.1
Retirement Village Underlying EBITDA – Continuing operations	21.7	16.2	49.5

- Deferred Management fees continue to increase as developments are sold down and resales occur at a higher price point.
- Total ORA sales of 144 in 1HY2019 were 56% higher than 1HY2018.
- See further analysis of margins and volumes overleaf.

DMF Revenue¹

NZ\$m

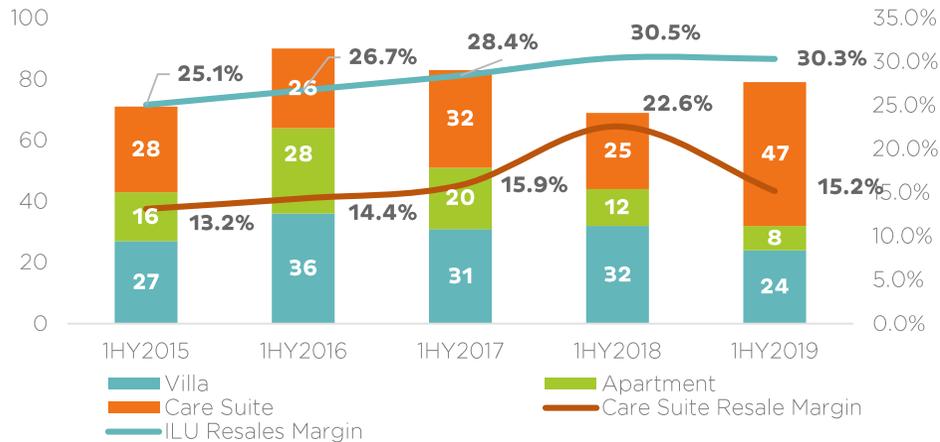


1. Note Care Suite DMF is included in the Care segment but is also presented here to provide an aggregate view of DMF for the Group. Villa and Apartment DMF of \$8.6m in 1HY2019 excludes \$309k of DMF revenue at Everil Orr.

Village segment

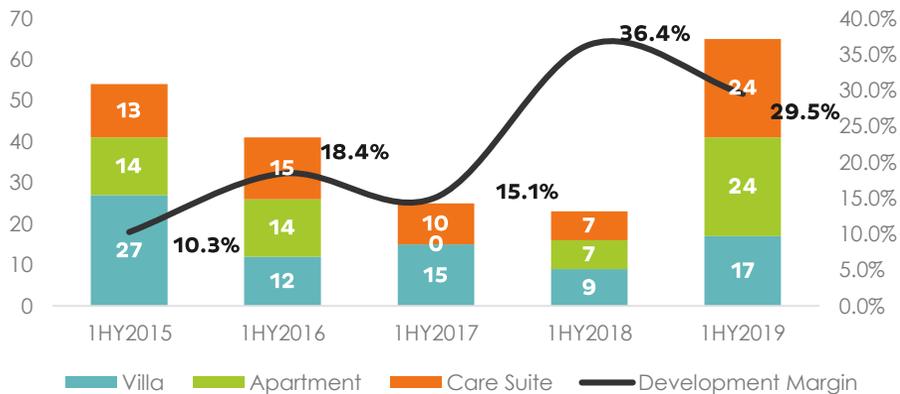
Resale and development margins were in line with FY2018 and remain at strong levels.

Resales volume and margin



- Gains on resale decreased due to lower volumes of ILUs sold (32 in 1HY2019 v 44 in 1HY2018). However resales margins for ILUs were consistent at 30.3% in 1HY2019.
- Care suite resale volumes almost doubled from 25 in 1HY2018 to 47 in 1HY2019. Resales margins dropped from 22.6% to 15.2% as serviced apartments were converted to care suites and the average tenure of care suite residents was approximately 20% shorter in 1HY2019.
- Development margins reflect the sale of apartments and care suites at Meadowbank and remaining apartments at Lady Allum.
- Total sales of 144 units and care suites in 1HY2019 is 56.5% higher than the 92 achieved in 1HY2018.

Development sales volume and margin

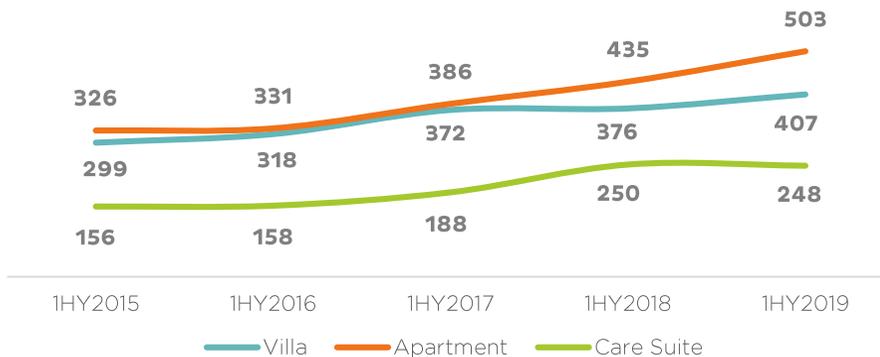


Village segment – key indicators

Resale prices were above 1HY2018 and the prior CBRE valuation assumption.

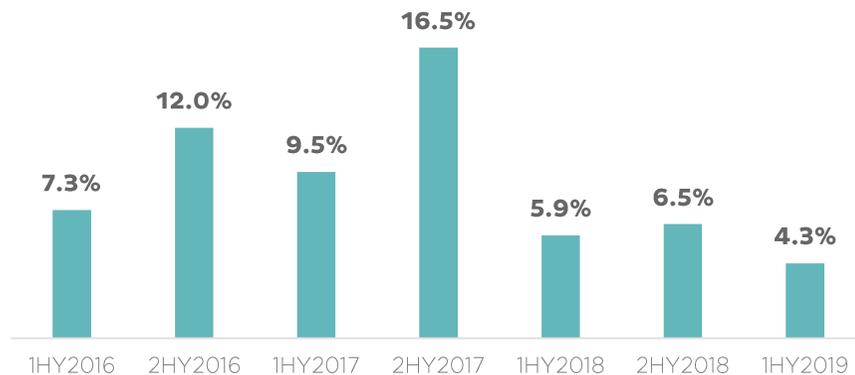
Resales Prices

NZ\$000s



- Average resale prices increased for ILUs (8.2% for villas and 15.6% for apartments). Care suite prices were in line with 1HY2018.
- Resale prices for ILUs were 1.7% above the CBRE valuation (hence the immaterial fair value movement in investment property).
- Resale prices for care suites were 8.1% above the prior CBRE valuation (driving the \$18.2m increase in fair value (net of tax) reflected in Other Comprehensive Income).

Resales Prices vs CBRE Valuation Assumption

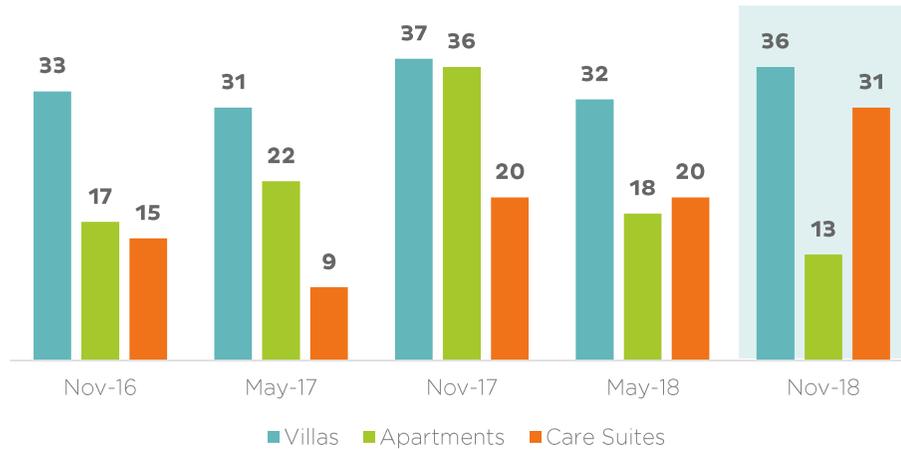


Village segment – key indicators

Closing stock was in line with prior periods with 40% under application as at 1HY2019.

Closing Stock (incl stock under application) - Resales

Units



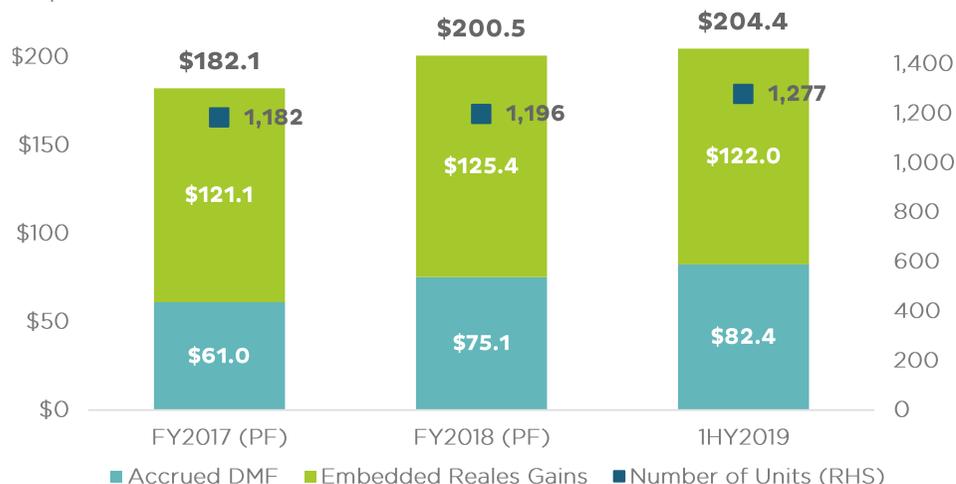
- ILU stock levels (incl those under application) have reduced to 4.5% of available ILUs (4.8% as at FY2018 and 7.0% at 1HY2018).
 - Only 2.8% of total ILU stock is not under contract or application.
- Care suite stock levels (incl those under application) were 8.8% at 1HY2019 following recent conversions (compared to 6.5% and 6.9% at FY2018 and 1HY2018 respectively).
 - 5.1% of total care suites are not under contract or application.

Embedded value

The embedded value in Oceania's portfolio has increased from FY2019 to \$204.4m as at 1HY2019 and will underpin ongoing DMF cash flows and resale gains.

Embedded value¹

NZ\$m



- Embedded value in Oceania's portfolio is \$204.4m, up 1.94% on FY2018.
- For comparison the FY2018 and FY2017 years have been adjusted to exclude sites divested in FY2019 and sites now valued as development land.
- Embedded value includes:
 - \$82.4m of DMF cash flows to be realised; and
 - \$122.0m of resale gains.
- The growth in embedded DMF reflects the migration of the portfolio to our standard contractual terms and higher price point for the sale and resale of units and care suites.

Summary of Embedded Value Calculation

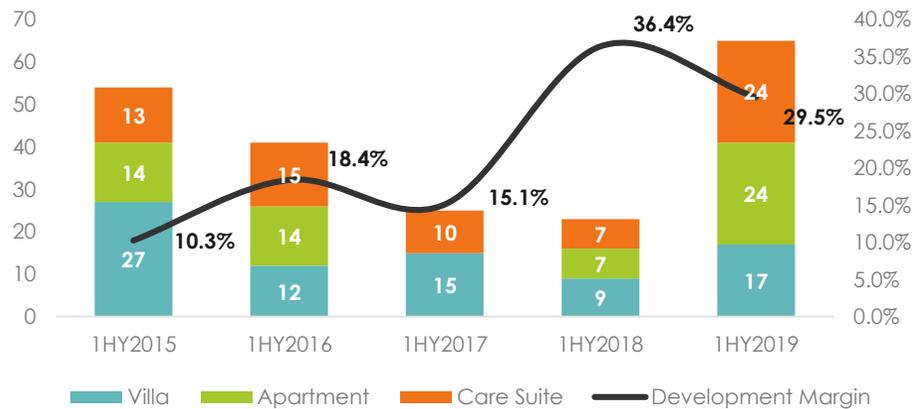
NZ\$m	FY2017 (PF)	FY2018 (PF)	1HY2019
Estimated sale/resale price of all Units ¹	495.4	604.8	635.3
less: Unsold stock ²	(33.6)	(91.8)	(79.3)
less: Resident liabilities (contractual)	(279.7)	(312.4)	(351.6)
equals: Embedded value	\$182.1	\$200.5	\$204.4

1. Calculated as the current/estimated sale or resale price of all units/care suites as determined by CBRE. The FY2018 and FY2017 have been adjusted for the divestment of Dunblane Village. 2. The value of unsold stock represents the sales prices of units/care suites which are not under contract, as they either newly constructed or have been bought-back from the previous outgoing residents.

Developments – key indicators

Development margin of 29.5% remained healthy with prices achieved in line with expectations.

Development Volumes and Margins

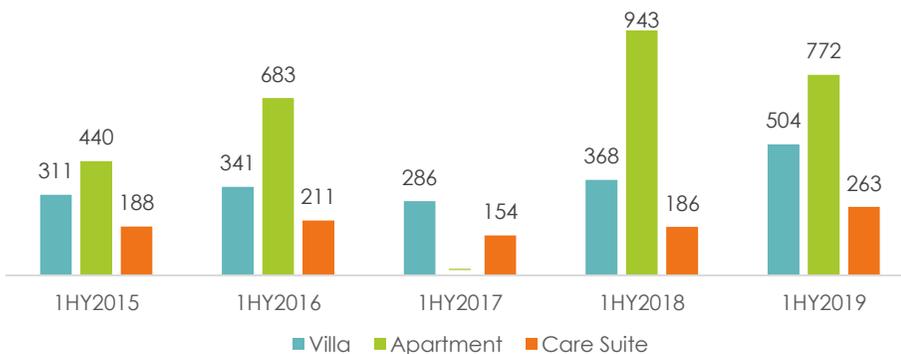


Gross New Units Delivered

Units	FY2015	FY2016	FY2017	FY2018	1HY2019
Villas	24	11	2	39	-
Apartments	14	-	44	62	-
Care suites	-	-	-	30	81
Total	38	11	46	131	81

Sales Prices

NZ\$000s



- 81 care suites were completed at The BayView during 1HY2019.
- A further 191 apartments and care suites are scheduled to complete in 2HY2019.
- Villa prices reflected the sell down of new villas at Elmwood.
- Apartment prices relate to the remaining new apartments sold at Lady Allum and Meadowbank (1HY2018 included the sale of premium pavilion units).
- Care suites sales reflect the premium care suites at Meadowbank.

Balance sheet



Total assets increased by \$209.7m (21.0%) from 1HY2018. Capital expenditure has almost doubled to \$95.3m in 1HY2019 from \$49.2m in 1HY2018.

1HY2019 Balance Sheet

NZ\$m	1HY2019	1HY2018	FY2018
Assets			
Cash and trade receivables	31.1	21.4	51.0
Property, plant and equipment	357.2	279.2	323.2
Investment properties	804.4	681.3	755.6
Intangible assets	16.0	17.3	17.4
Total assets	1,208.8	999.1	1,147.2
Liabilities			
Refundable occupation right agreements	383.3	290.8	358.2
Borrowings	207.0	123.8	168.7
Other liabilities	77.6	73.6	83.1
Total liabilities	667.9	488.2	610.1
Equity			
Contributed Equity	579.5	579.5	579.5
Retained Deficit	(141.5)	(153.4)	(127.9)
Reserves	103.0	84.8	85.5
Total equity	541.0	510.9	537.1
Net tangible assets	524.9	493.6	519.7

Net Adjusted Value

NZ\$m	1HY2019	FY2018
PPE and IP (incl WIP) – per the Balance Sheet	1,161.7	1,078.8
less ORA Gross Up	(357.9)	(346.2)
add: Adj for CBRE – Chattels & Care Goodwill	(15.6)	7.4
add: Other	32.7	(18.7)
CBRE plus WIP	840.9	786.3
less: Net Debt ¹	(196.3)	(150.4)
Net Adjusted Value	644.6	635.9
Shares on Issue	610.3	610.3
Net Adjusted Value per Share	1.06	1.04

- Our NAV was \$1.06 per share as at 1HY2019.
- The NAV reflects the value of existing sites and the land and WIP at development sites. However, it excludes the present value of net development cashflows and future earnings at sites currently under development and consented.

1. Refer to Note 4.3 in the interim financial statements. Includes capitalised loan costs.

Balance sheet drivers

Significant uplifts in IP and PPE since 1HY2018 through development capital expenditure and revaluations.

Investment Property

NZ\$m



Property, Plant and Equipment

NZ\$m



CBRE Valuation Assumptions - IP

DRIVER	1HY2019		FY2018	
PPGR - Long Term (low-high)	2.5%	3.5%	2.5%	3.5%
PPGR - Short Term (low-high)	0.0%	3.0%	0.0%	3.0%
Discount Rates (low-high)	14.0%	20.0%	14.0%	22.0%
Average Incoming Price - Villas	\$404,238		\$390,974	
Average Incoming Price - Apartments	\$690,763		\$670,597	

CBRE Valuation Assumptions - PPE

DRIVER	1HY2019	FY2018
Average Incoming Price - Care Suites	\$240,908	\$233,453

- Moderate uplifts in the average ingoing price assumption used by CBRE.
- CBRE increased their refurbishment capex assumption to 2.5% of gross receipts (from 2.0%). Negative impact of \$1.7m to fair value.
- PPE not valued by CBRE for the 1HY2019 financial statements with the exception of care suites.

1. No independent valuation was undertaken with respect to the PPE as at 1HY2019 and FYFY2018. CBRE performed a valuation of our care suites as at 31 October 2018. Management performed a roll forward for settlements in the month of November.

Development capital expenditure

We have significantly increased our growth capital expenditure with nine projects under construction as at 25 January 2019.

Growth Capital Expenditure (IP and PPE)

NZ\$m



Our growth capital expenditure will create incremental development cashflows as well as increased care earnings and deferred management fees



Cash flow

Operating cash flows of \$47.1m for 1HY2019 were materially ahead of the \$17.1m in 1HY2018 reflecting the sell down of new developments.

Statement of cash flows

NZ\$m	1HY2019	1HY2018	FY2018
Receipts from customers	86.2	78.5	161.8
Payments to suppliers and employees	(84.3)	(76.1)	(147.4)
Rental Expense in relation to Right to Use Asset	(4.8)	0.0	(7.8)
Receipts from new Occupational Rights Agreements	73.7	34.4	113.5
Payments for outgoing Occupational Rights Agreements	(22.3)	(18.6)	(35.4)
Net interest	(1.4)	(1.3)	(2.4)
Net cash inflow from operating activities	47.1	17.1	82.2
Proceeds from sale of property, plant and equipment	19.7	0.2	0.2
Payments for PPE and intangible assets	(40.8)	(14.3)	(33.4)
Payments for investment property and investment property under development	(53.1)	(34.6)	(98.2)
Net cash outflow from investing activities	(74.3)	(48.8)	(131.4)
Proceeds from borrowings	96.3	44.8	119.8
Repayment of borrowings	(61.0)	(17.7)	(50.5)
Dividend paid	(15.7)	0.0	(12.7)
Net cash inflow from financing activities	19.6	27.1	56.6
Net increase in cash and cash equivalents	(7.6)	(4.6)	7.4
Cash and cash equivalents at beginning of the period	18.3	10.9	10.9
Cash and cash equivalents at end of the period	10.6	6.2	18.3

- First time sales receipts at development sites of \$43.5m (c.f. \$11.2m in 1HY2018) drove a significant increase in operating cashflow. The \$73.7m of receipts included \$17.7m of receipts from sales recognised in FY2018.
- The net proceeds from the divestment of sites in 1HY2019 were \$19.7m. This was applied to reduce borrowings.
- The rental expense of \$4.8m for the right to use asset relates to the arrangement at Everil Orr. An equal receipt is included in receipts from new ORAs.

1. The \$73.7m of receipts from new ORAs comprises \$43.5m of sales proceeds from first time sales
2. The \$35.4m of payments for outgoing ORAs comprises \$2.9m of development buybacks

Dividend

An interim dividend of 2.1 cents per share has been declared with a record date of 11 February 2019.

- A dividend of 2.1 cents per share (not imputed) has been declared. This is the same as 1HY2018 (2.1 cents per share)
- Record date of 11 February 2019. Payment date of 18 February 2019
- Subject to a range of factors, including market conditions and future funding requirements, our dividend policy is to target an annual dividend of between 50-60% of Underlying NPAT

Capital structure



Gearing of 26.7% as at 30 November 2019. Sufficient bank facilities in place to execute our development pipeline.

Net Debt

DEBT FACILITIES	FACILITY LIMIT	DRAWN AMOUNT (30/11/18)
General / corporate	\$135.0m	\$83.3m
Cash	n/a	(\$10.6m)
Finance leases	n/a	\$6.1m
Development facility	\$215.0m	\$118.5m
Total limits/net debt	\$350.0m	\$197.3m

Credit metrics

PERIOD ENDING	1HY2019	1HY2018
Net debt	\$197.3m	\$118.1m
Net debt / (net debt + equity)	26.72%	18.70%
Loan to value ratio	26.74%	16.76%

- Our gearing level increased from 18.7% to 26.7% in the period as we have drawn down to fund our developments.
- We anticipate that our gearing will peak in the near term around FY2019 (~30%) when The Sands and Meadowbank Stage 4 developments complete.
- Our gearing level is expected to vary from the mid 20%'s to the early 30%'s dependent on where the business is positioned in the development cycle.
- We extended the maturity of our debt facilities in FY2018 out to July 2023. This extension ensures that we have funding in place to execute our development pipeline.

Appendices

-
- 01** Business overview

 - 02** Portfolio summary

 - 03** Development pipeline

 - 04** Reconciliation of portfolio movements

 - 05** Summary of unit sales

 - 06** Capital expenditure

 - 07** Reconciliation of resales cash flow

 - 08** Definition of Underlying NPAT

 - 09** Glossary

 - 10** Disclaimer

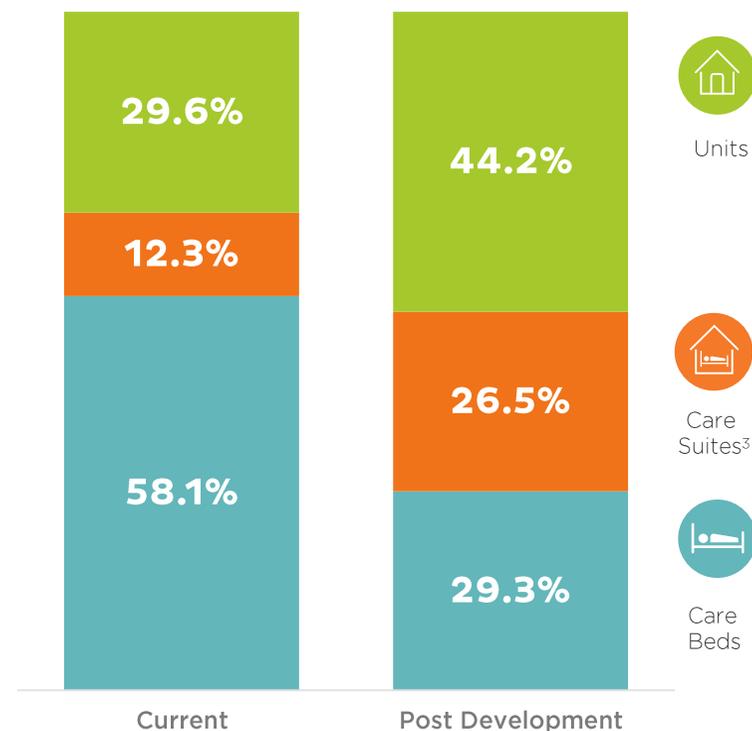
01 Overview of Oceania

We are a “care focused” operator and developer of aged care homes and retirement villages.

Current & future portfolio composition – Remaining “needs” focused

	 Care Beds	 Care Suites	 Units	 Total
North Island	1,639	306	783	2,728
South Island	490	145	305	940
Total Existing¹	2,129	451	1,088	3,668
Development Pipeline ³	-	806 ³	1,259	2,065
Less Decommissions	(497)	(43)	(108)	(648)
Care Suite Conversions	(149)	128	-	(21)
Net Development Pipeline²	(646)	891	1,151	1,396
Total Post Development	1,483	1,342	2,239	5,064

Portfolio and landbank overview



1. Comprising 43 operating villages and 3 undeveloped sites. Facility numbers as at 30 November 2018.

2. Current and planned developments

3. Includes 408 care studios which may be initially sold with a PAC, and may subsequently be sold under an ORA

01 Our key business strengths

Our strength is our care focus and this will continue to differentiate Oceania moving forward.

AGED CARE

1

Recognised **leader** in **clinical care**

2

Clear **growth strategy** in **aged care**

3

Attractive **demographic trends and industry structure** – especially in the care segment



DEVELOPMENT

4

Highly **cashflow and value accretive brownfield development** projects in key urban locations

5

Growing **development track record** and capability

6

CORPORATE & GOVERNANCE

Established corporate **platform** with **strong governance**

01 Oceania's investment proposition

Our business model supports a combination of dividend yield with long term growth.

Yield

- Total dividend declared of 2.10 cps for 1HY2019. **4.3% yield (gross)** based on share price of \$1.10 (as at 22 January 2019) and dividends paid during FY2019
- **Robust cash generation from:**
 - stable “needs-based” care service
 - “annuity-like” DMF earnings from mature village portfolio



Growth



Increase in portfolio from ~3,700 to 5,100 units as brownfields sites redeveloped over approximately 7 years



Transformation of care portfolio through **premium charging** and **care suite** model (change from 34% at FY2018 of beds to 68%) over this period



Development cashflows from existing brownfields landbank - 73% already consented



Trail income from care earnings and **DMF** from developments

01 Benefits of care-weighted portfolio

Demand for aged care is underpinned by established demographic trends

Barriers to entry

- Aged care is a difficult business to replicate – there are significant barriers to entry
- Residential aged care **homes require MoH certification** in order to receive government funding (and are regularly audited by MoH)
- **Processes, systems and well-trained staff** are required to achieve scale, maintain high standards of service delivery and comply with regulatory requirements
- Funding contracts and **relationships with DHBs**

Key benefits

- Care revenue and cash flows are stable
- Governments have funded increases to the sector at greater than CPI over the last decade
- Aged care services are “**needs based**” - demand is less affected by residential house prices and economic cycles
- Providing a “**continuum of care**” on site allows residents to age in place, which is a key attraction to residents and their families when choosing a retirement village

02 Portfolio summary (30 Nov 2018)



FACILITY	REGION	CARE BEDS	CARE SUITES	VILLAGE UNITS	TOTAL
NORTH ISLAND					
Totara Park	Rodney	-	-	30	30
Greenvalley Lodge	North Shore	50	-	-	50
Lady Allum	North Shore	128	15	129	272
Te Mana	North Shore	46	-	-	46
Amberwood	Waitakere	67	-	-	67
Eden	Auckland	-	67	40	107
Everil Orr	Auckland	67	-	-	67
Meadowbank	Auckland	-	30	118	148
Wesley	Auckland	71	-	-	71
Elmwood	Manukau	111	48	129	288
St Johns Auckland	Manukau	-	-	18	18
Takanini	Manukau	91	-	-	91
Franklin	Franklin	44	-	-	44
Trevellyn	Hamilton	106	-	43	149
Whitianga	Whitianga	53	-	-	53
Elmswood	Tauranga	38	-	-	38
The Bayview	Tauranga	-	81	60	141
Ohinemuri	Paeroa	68	-	8	76
Victoria Place	Tokoroa	51	-	-	51
St Johns Wood	Taupo	39	23	20	82
Wharerangi	Taupo	47	-	21	68
Duart	Hastings	66	-	-	66
Eversley	Hastings	50	-	6	56
Gracelands	Hastings	92	-	69	161
Atawhai	Napier	61	22	46	129
Woburn	Hawke's Bay	33	-	-	33
Eldon	Paraparaumu	98	-	-	98
Elderslea	Upper Hutt	124	-	-	124
Heretaunga	Upper Hutt	38	20	-	58
Hutt Gables	Upper Hutt	-	-	46	46

FACILITY	REGION	CARE BEDS	CARE SUITES	VILLAGE UNITS	TOTAL
SOUTH ISLAND					
Marina Cove	Picton	-	-	22	22
Green Gables	Nelson	-	-	12	12
Otumarama	Nelson	32	7	-	39
Stoke	Nelson	-	-	114	114
Whareama	Nelson	71	-	-	71
Redwood	Blenheim	64	13	46	123
Woodlands	Tasman	46	10	30	86
Holmwood	Christchurch	48	4	-	52
Middlepark	Christchurch	33	21	-	54
Palm Grove	Christchurch	42	42	32	116
The Oaks	Christchurch	69	36	32	137
Windermere	Christchurch	-	-	17	17
Addington Lifestyle	Christchurch	85	12	-	97

TOTAL (NORTH AND SOUTH ISLANDS)	2,129	451	1,088	3,668
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03 Development pipeline

Development pipeline status as at 25 January 2019

SITE	STAGE	STATUS	GROSS UNITS	NET UNITS	NOTES
Meadowbank	Stage 4	Under Construction	83	83	Expected completion May 2019
	Stage 5	Under Construction	26	26	Construction commenced January 2019
	Stage 6	Consented	36	36	Consent received July 18
The Sands (formerly Maureen Plowman)		Under Construction	108	108	Expected completion May 2019
Trevellyn	Stage 1	Under Construction	90	87	Expected to complete 1HY2020
	Stage 2-3	Consented	134	28	
Green Gables		Under Construction	89	89	Construction commenced 1HY2019
The Bayview (formerly Melrose)	Stage 2-5	Stage 2 Under Construction	235	126	Stage 2 (74 apartments, net -6) commenced January 2019
Windermere	Stage 1	Under Construction	93	93	Construction commenced January 2019
	Stage 2	Consented	46	29	
Eden		Consented	48	48	
Lady Allum	Stage 1	Consented	120	(23)	
	Stage 2	Consented	69	69	
	Stage 3	Consented	68	68	
Gracelands	Stage 1	Under Construction	17	17	Construction commenced January 2019
	Stage 2	Consented	15	15	
	Stage 3	Consented	18	18	
Eversley		Consented	61	55	
Whitianga		Stage 1 Under Construction	18	18	Stage 1 (7 Villas) commenced January 2019
Elmwood	Stage 1	Consented	142	112	
	Stage 2-4	Planned	174	29	
Waimarie Street		Planned	109	109	
Other	Hawkes Bay	Planned	54	54	
	Nelson	Planned	155	66	
	Various	Planned	57	57	
Total Consented/under construction			1,516	1,102	
Total Pipeline			2,065	1,417	

03 Development pipeline

We have a pipeline of 2,065 units and care suites. Of this, 1,516 units and care suites are either under construction or consented (73% of pipeline). Details of sites scheduled in the near term are set out below:

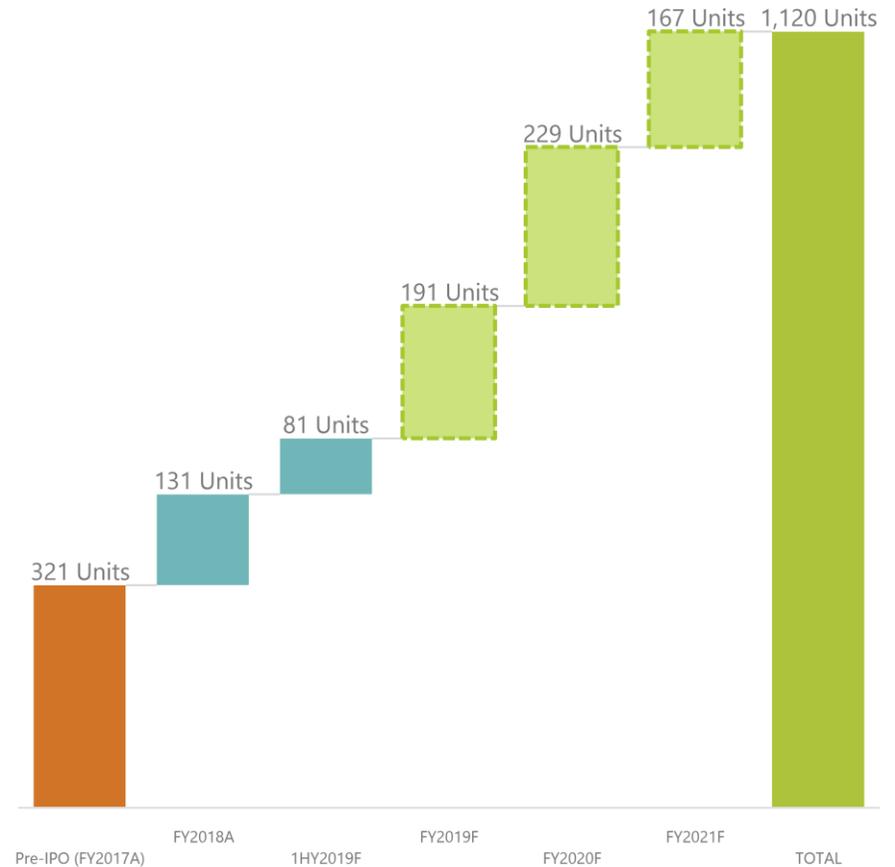
FACILITY	LOCATION	STATUS	GROSS RESIDENCES	MAY-19	NOV-19	MAY-20	NOV-20	FUTURE
Meadowbank	Auckland							
Stage 4		Under Construction	83					
Stage 5		Under Construction	26					
Stage 6		Consented	36					
The Sands	Auckland	Under Construction	108					
The BayView	Tauranga							
Stage 2		Under Construction	74					
Stage 3-5		Consented	161					
Trevellyn	Hamilton							
Stage 1		Under Construction	90					
Stage 2-3		Consented	134					
Green Gables	Nelson	Under Construction	89					
Windermere	Christchurch							
Stage 1		Consented	93					
Stage 2		Consented	46					
Lady Allum	Auckland							
Stage 1		Consented	120					
Stage 2-3		Consented	137					
Gracelands	Hastings							
Stage 1		Consented	17					
Stage 2-3		Consented	33					
Whitianga	Coromandel							
Stage 1		Under Construction	7					
Stage 2		Consented	11					
Eden	Auckland	Consented	48					
Eversley	Hawkes Bay	Consented	61					
Elmwood (Stage 1)	Auckland	Consented	142					
TOTAL			1,516					

03 Track record of developments

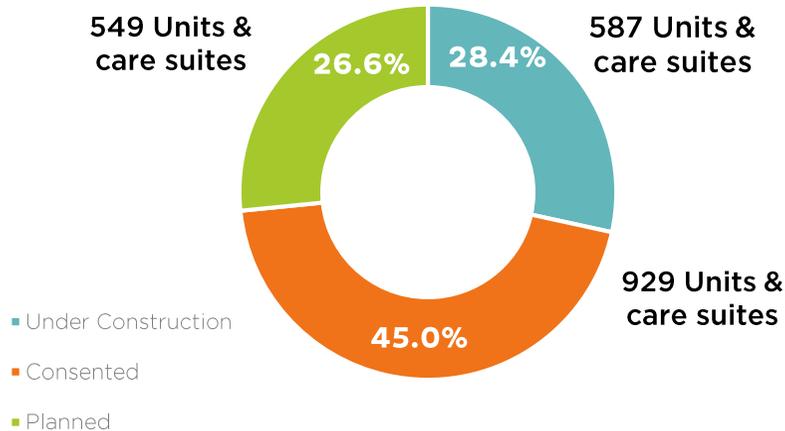
We have delivered, and are currently constructing, a combined total of 1,120 care suites and units (up from 903 as at FY2018)

- We have a highly experienced in-house development team with a proven track record of delivering projects on time and budget
- Our philosophy is based on “ownership” of what we do all the way from design, master planning, consenting, design management, procurement, construction management, quality control and after care
- Our development margins have increased over time. We are targeting an average range of 15-25% over the entire pipeline

Units delivered and currently under construction



Status of Development Pipeline



03 Future pipeline – Waimarie Street

Waimarie St is a premium development location in Auckland.



Waimarie St

St Heliers, Auckland

13,464m²
Land acquisition

116
Units & care
suites
planned

Greenfield site in the Auckland suburb of St Heliers:

- Original land acquired was 8,945m².
- Subsequent purchases have increased this to 13,464m² and “squared-off” the site.
- Premium boutique aged care facility and retirement village planned (approximately 116 units and care suites).
- Strong forecast demand in the catchment area.
- Local median house price of approximately \$1.7m.

03 Future pipeline – Eden

Additional land was acquired adjacent to the Eden Village in FY2018 and consented in 1HY2019.

Eden

Auckland

Development of the site¹ will provide



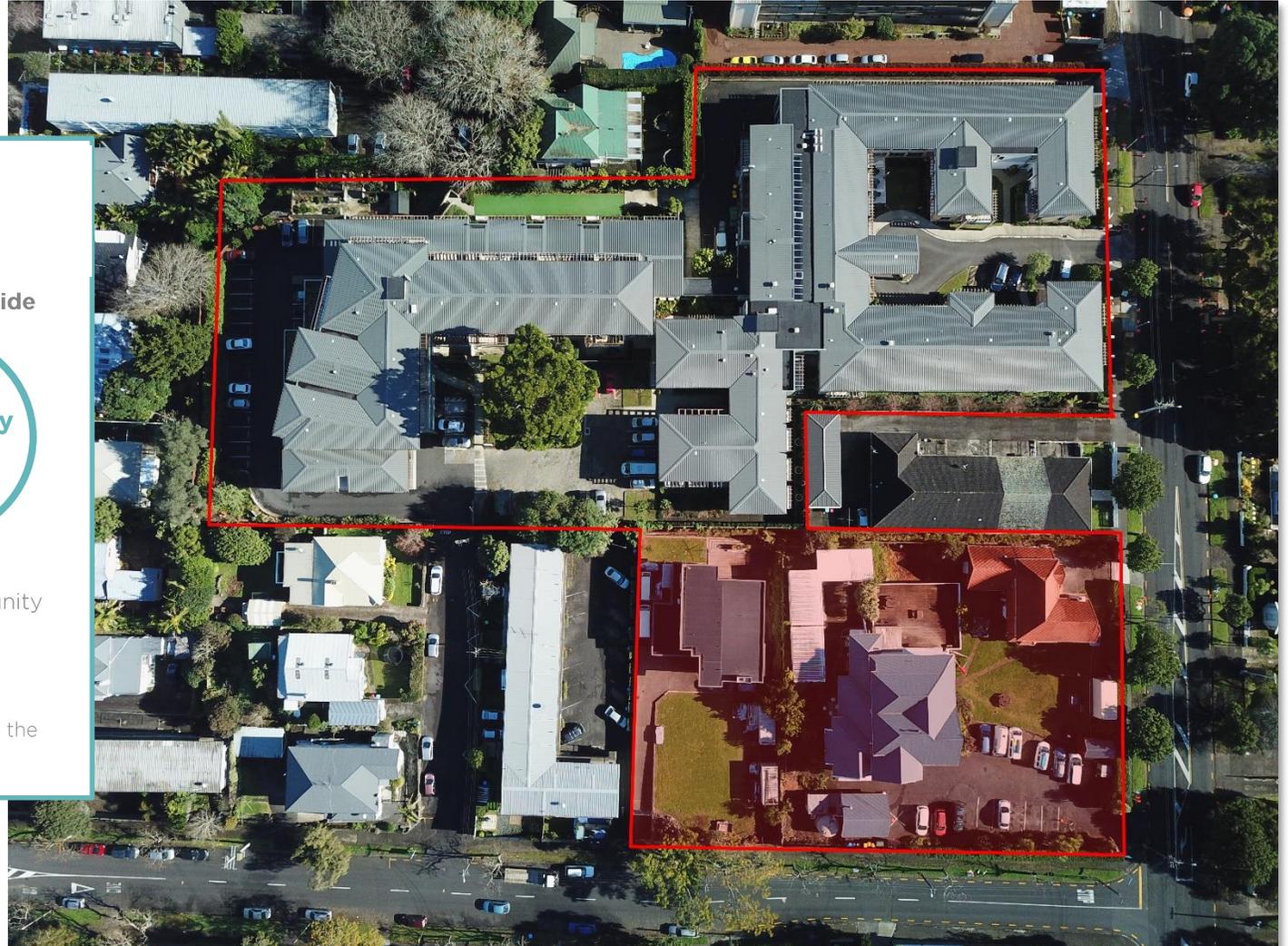
47

Apartments

Community
Centre

- Under-croft carpark and a community centre to supplement the existing retirement village facility.

1. Site to be developed is shaded red within the Eden site outline



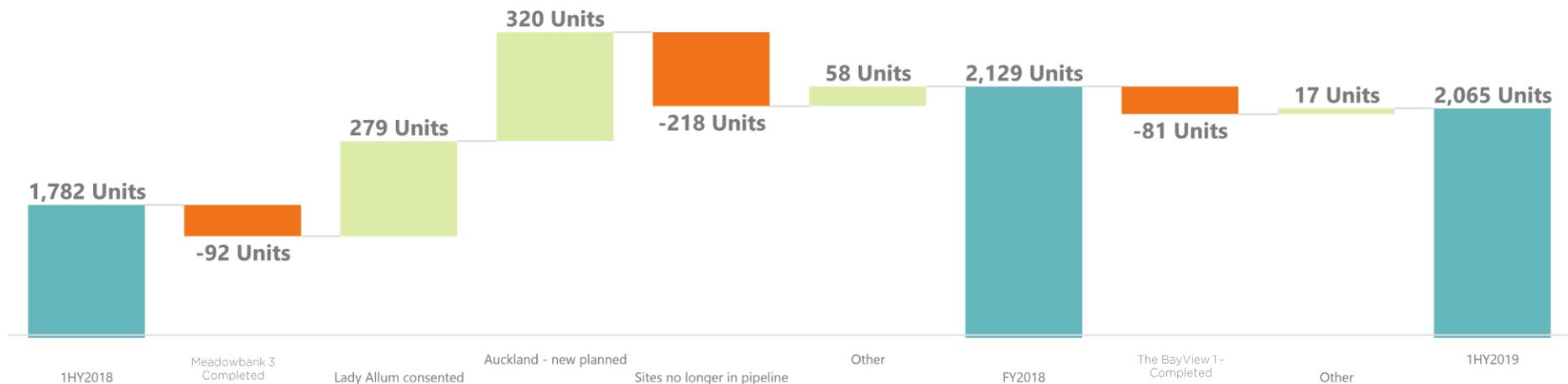
04 Reconciliation of portfolio movements



Movements in capacity and pipeline since FY2018

	FY2018	CHANGES IN EXISTING CAPACITY	CONVERSION OF BEDS TO care suites	CONVERSION OF UNITS TO care suites	NEW UNITS DELIVERED	CHANGES IN PIPELINE - GROSS UNITS ADDED	CHANGES IN PIPELINE - DECOMMISSIONS	1HY2019
Existing								
Care beds	2,540	(356)	(55)					2,129
Care suites	340		25	5	81			451
Units	1,102	(9)		(5)				1,088
Pipeline								
Care beds	(501)						4	(497)
Care suites	824				(81)	20		763
Units	1,154				0	(3)		1,151
Total	5,459	(365)	(30)	0	0	17	4	5,085

Movements in gross pipeline since Nov-17



05 Summary of unit sales



New Sales

	1HY2014	1HY2015	1HY2016	1HY2017	1HY2018	1HY2019
Villa	6	27	12	15	9	17
Apartment	17	14	14	0	7	24
Care Suite	7	13	15	10	7	24
Total	30	54	41	25	23	65
Development Margin	12.6%	10.3%	18.4%	15.1%	36.4%	29.5%

Resales

	1HY2014	1HY2015	1HY2016	1HY2017	1HY2018	1HY2019
Villa	30	27	36	31	32	24
Apartment	14	16	28	20	12	8
Care Suite	4	28	26	32	25	47
Total	48	71	90	83	69	79
Resales Margin	18.3%	22.1%	24.7%	25.4%	28.4%	23.4%

Average resale gain per unit/care suite

	1HY2014	1HY2015	1HY2016	1HY2017	1HY2018	1HY2019
Villa	61,363	78,352	100,190	112,506	127,926	148,958
Apartment	32,929	75,994	69,050	99,345	96,542	75,875
Care Suite	17,500	20,563	22,712	29,818	56,480	37,606
Total	49,415	55,030	68,119	77,455	96,582	75,310

06 Capital expenditure

We increased our development capital expenditure significantly during 1HY2019

Breakdown of Capital Expenditure Spend

NZ\$m	1HY2019	1HY2018	FY2018
Acquisitions	21.4	0.0	38.6
Development capital expenditure	65.6	41.5	79.1
Remediation expenditure	0.5	2.0	4.1
Care conversion & premium room upgrades	0.3	0.9	1.6
Other capital expenditure			
- Aged care maintenance	3.4	1.4	4.0
- Retirement village refurbishment	2.1	2.0	3.2
- IT growth	0.8	0.5	1.0
Total conversions and maintenance	6.6	4.8	9.8
Adjustment for accruals	0.0	0.6	0.0
Total capex per statutory cashflow statement	94.0	48.9	131.6
Assets under finance leases	1.3	0.3	1.3
Total capex (incl assets under finance leases)	95.3	49.2	132.9

07 Reconciliation of resales cash flow

Reconciliation of resales cash flow

NZ\$m	1HY2019	1HY2018
Receipts from New ORAs	73.7	34.4
less: Payments for Outgoing ORAs	(22.3)	(18.6)
less: Cash Inflow From New Sales	(43.5)	(11.2)
Net Resales Cash flow	7.9	4.6
Made up of:		
Resale Gains	5.9	6.7
DMF Realised	3.3	2.9
Add: Net Deferred Cash Settlements	1.7	0.0
less: Development Buybacks	(1.6)	(2.8)
less: Net Buybacks	(1.3)	(1.0)
less: Resident Share of Capital Gains	(1.0)	(0.8)
less: Other Cash amounts paid/received from resales	0.9	(0.3)
Net Cash flows from Resales	7.9	4.6

1. Net Buybacks is the difference between the gross ORA payments made in relation to units bought back (and not resold) during the year and the gross ORA receipts from units resold during the year that were bought back in prior financial years

08 Underlying NPAT

Underlying Profit (or Underlying NPAT)

Underlying Profit is a non-GAAP measure used by the Group to monitor financial performance and is a consideration in determining dividend distributions. Underlying profit measures require a methodology and a number of estimates to be approved by Directors in their preparation. Both the methodology and the estimates may differ among companies in the retirement village sector that report underlying financial measures. Underlying profit is a measure of financial performance and does not represent business cash flow generated during the period.

Oceania calculates Underlying Profit by making the following adjustments to Net Profit after Tax:

- Removing the change in fair value of investment properties (including right to use investment property assets) and any impairment or reversal of impairment of property, plant and equipment;
- Removing any impairment of goodwill;
- Removing any gains or losses from the sale or decommissioning of assets;
- Removing any DMF income and rental expenditure in relation to right to use investment property assets;
- Adding back the Directors' estimate of realised gains on resale of occupation right agreement units and care suites ;
- Adding back the Directors' estimate of realised development margin on first sale of new ORA units or care suites following the development, or conversion of an existing care bed to a care site or conversion of a rental unit to an ORA Unit; and
- Adding back the deferred taxation component of taxation expense so that only current tax expense is reflected.

Resale Gain

Directors' estimate of realised gains on resales of ORA units and care suites (i.e. the difference between the incoming residents ORA licence payment and the ORA licence payment previously received from the outgoing resident) is calculated as the net cash flow received, and receivable, at the point that the ORA contract becomes unconditional and has either 'cooled off' or where the resident is in occupation at balance date.

Development Margin

The Directors' estimate of realised development margin is calculated as the cash received, and receivable, in relation to the first sale of new ORA units and care suites, at the point that the ORA contract becomes unconditional and has either 'cooled off' or where the resident is in occupation at balance date, less the development costs associated with developing the ORA units and care suites.

- Construction costs directly attributable to the relevant project, including any required infrastructure (e.g. roading) and amenities related to the units (e.g. landscaping) as well as any demolition and site preparation costs associated with the project. The costs are apportioned between the ORA units and care suites, in aggregate, using estimates provided by the project quantity surveyor. The construction costs for the individual ORA units or care suites sold are determined on a pro-rated basis using gross floor areas of the ORA units and care suites;
- An apportionment of land valued based on the gross floor area of the ORA units and care suites developed. The value for Brownfield development land is the estimated fair value of land at the time a change of use occurred (from operating as a care facility or retirement village to a development site), as assessed by an external independent valuer. Greenfield development land is valued at historical cost; and
- Capitalised interest costs to the date of project completion apportioned using the gross floor area of ORA units and care suites developed.

Development costs do not include:

- Construction, land (apportioned on a gross floor area basis) and interest costs associated with common areas and amenities or any operational or administrative areas.

The Directors' estimate of development margin for conversions of care beds to care suites and rental units to ORAs is calculated based on the difference between the ORA licence payment received on the settlement of sales of newly converted ORA units and care suites and the associated conversion costs. Conversion costs comprise:

- In the case of conversion of care beds to care suites, the actual refurbishment costs incurred; and
- In the case of conversions of rental units to ORA units, the actual refurbishment costs incurred and the fair value of the rental unit prior to conversion.

09 Glossary

Care Suite

A room or studio certified for the provision of care by the Ministry of Health which has been licensed under an ORA

DMF

Deferred management fees, charged under an ORA, which accrue to a specified maximum and are deducted from the refund paid to the departing resident upon resale of the unit or care suite. These are in consideration for the right to use communal facilities etc over the entire length of stay.

HFS

Held for sale

ILU

Independent living units (villas and apartments) sold under an Occupation Right Agreement

IP

Investment Property

MoH

Ministry of Health

Net Promoter Score

A globally recognised metric for measuring customer satisfaction, the Net Promoter Score system is designed to gauge customers' willingness to recommend a product or service to others.

ORA

An occupation right agreement that confers on a resident the right to occupy a unit or care suite subject to certain terms and conditions set out in the agreement

PAC

Premium accommodation charge on a care bed for accommodation provided above the mandated minimum

PPE

Property, Plant and Equipment

Resale Margin

Resale gain, as included in the definition of underlying profit, divided by the ORA licence payment previously received from the outgoing resident

Unit

Includes independent villas and apartments

WIP

Work in progress

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The presentation includes non-GAAP financial measures for development sales and resales which assist the reader with understanding the volumes of units settled during the period and the impact that development sales and resales during the period had on occupancy as at the end of the period.

The addition of totals and subtotal within tables and percentage movements may differ due to rounding.

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