



Ryman Healthcare Full year results

20 May 2016





Full year highlights

Underlying profit up 16% to \$158 million

Reported profit up 26% to \$305 million

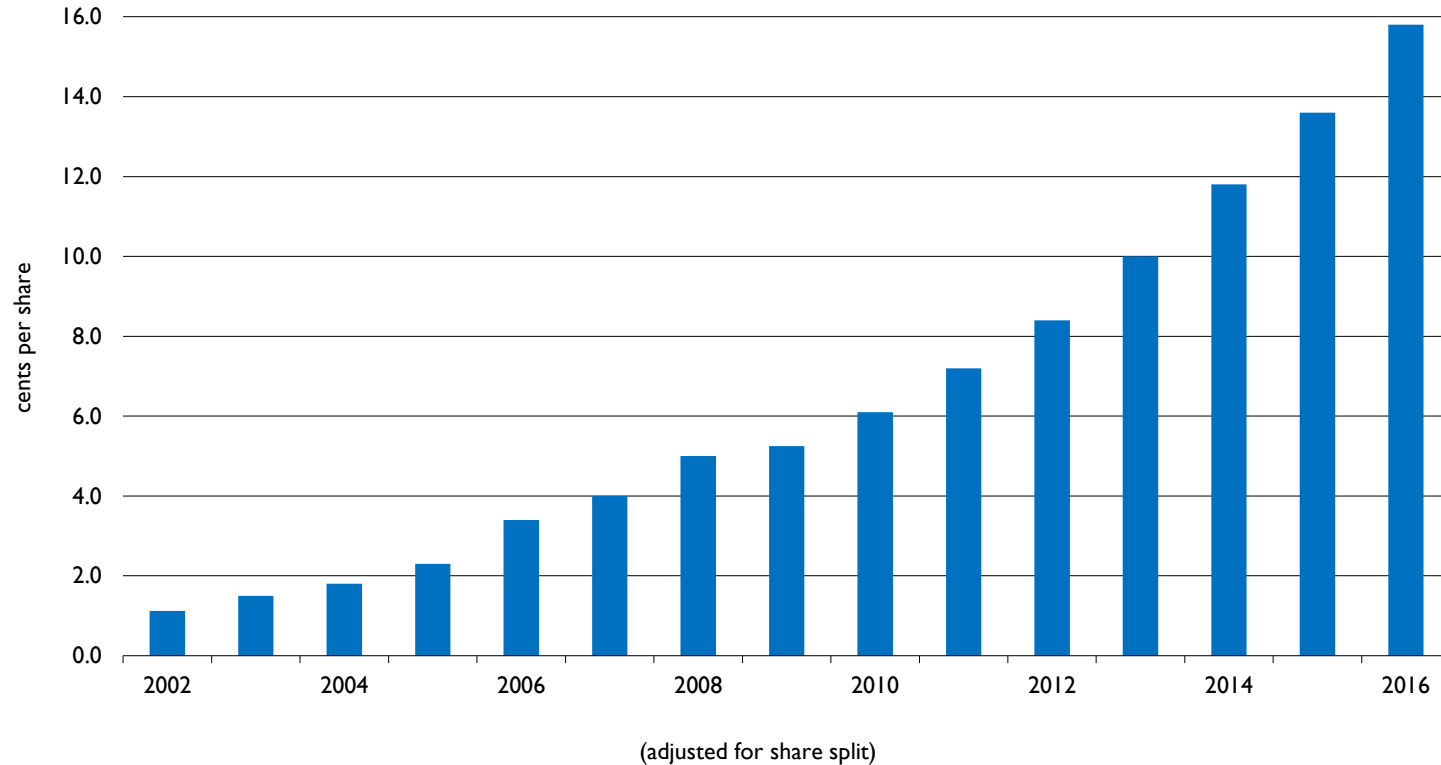
Full year dividend lifted to 15.8 cents per share

Record build, four villages opening

A big year for innovation



Growing dividend stream





Care Residents Survey

February 2016

Grace Joel

Rank

Net Promoter Score:

n/a

(max. range -100% to 100%)

Average Score:

4.33 ↑0.44

1 ↑10

(out of 5)

of 15 Swing

I'm happy with:

Neutra

Agree

Strongly
Agree

...the staff care for me



...the way staff communicate
with me



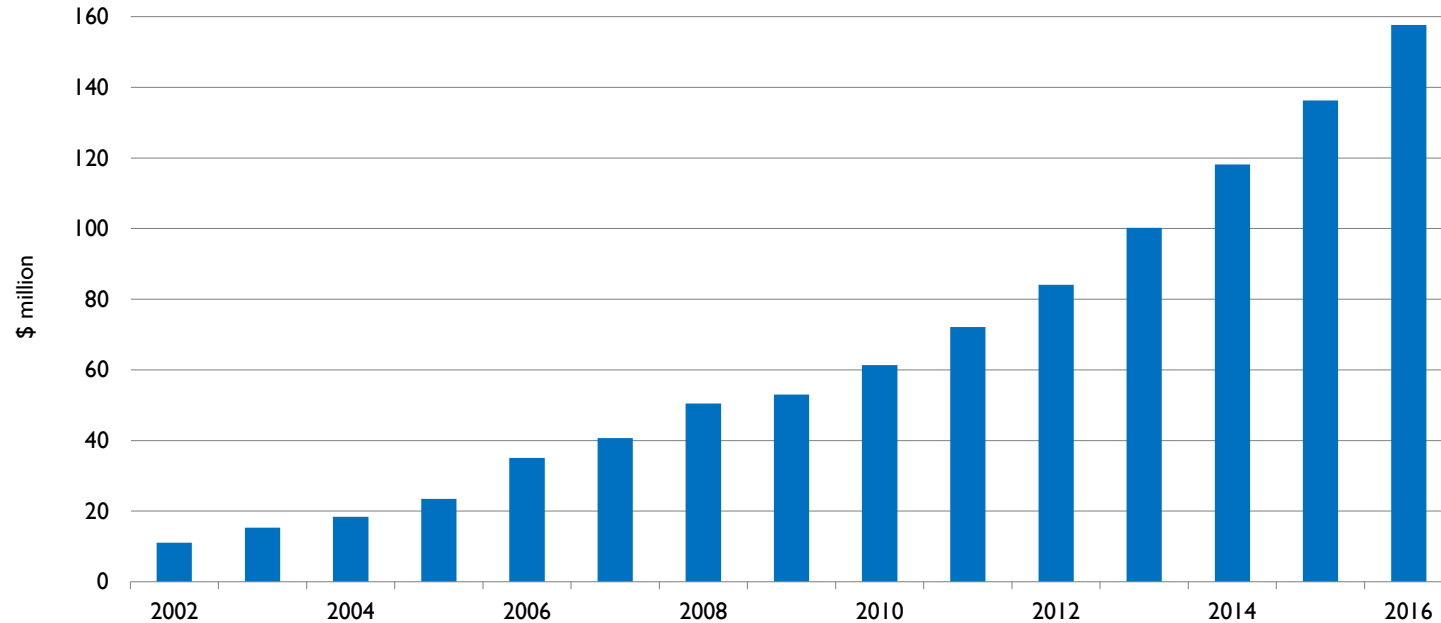
...the laundry service





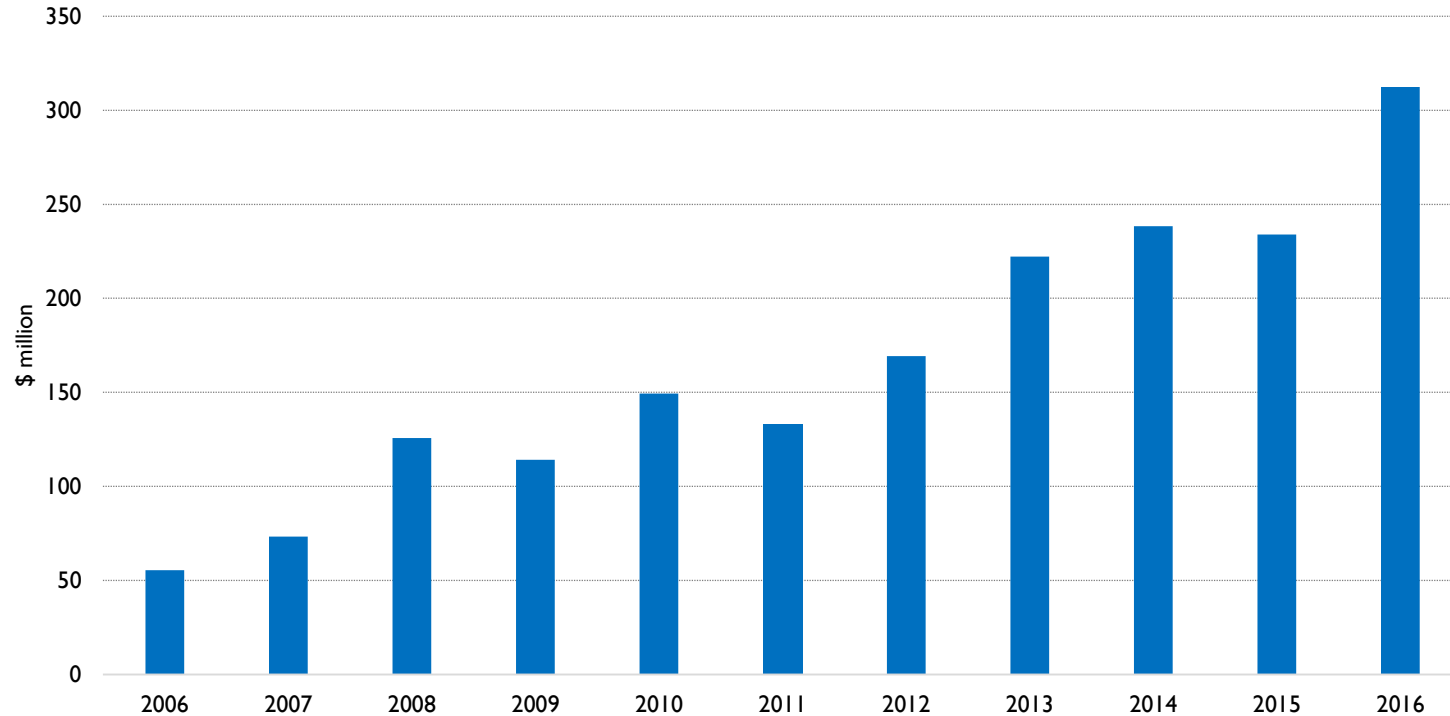


14 years of underlying profit growth



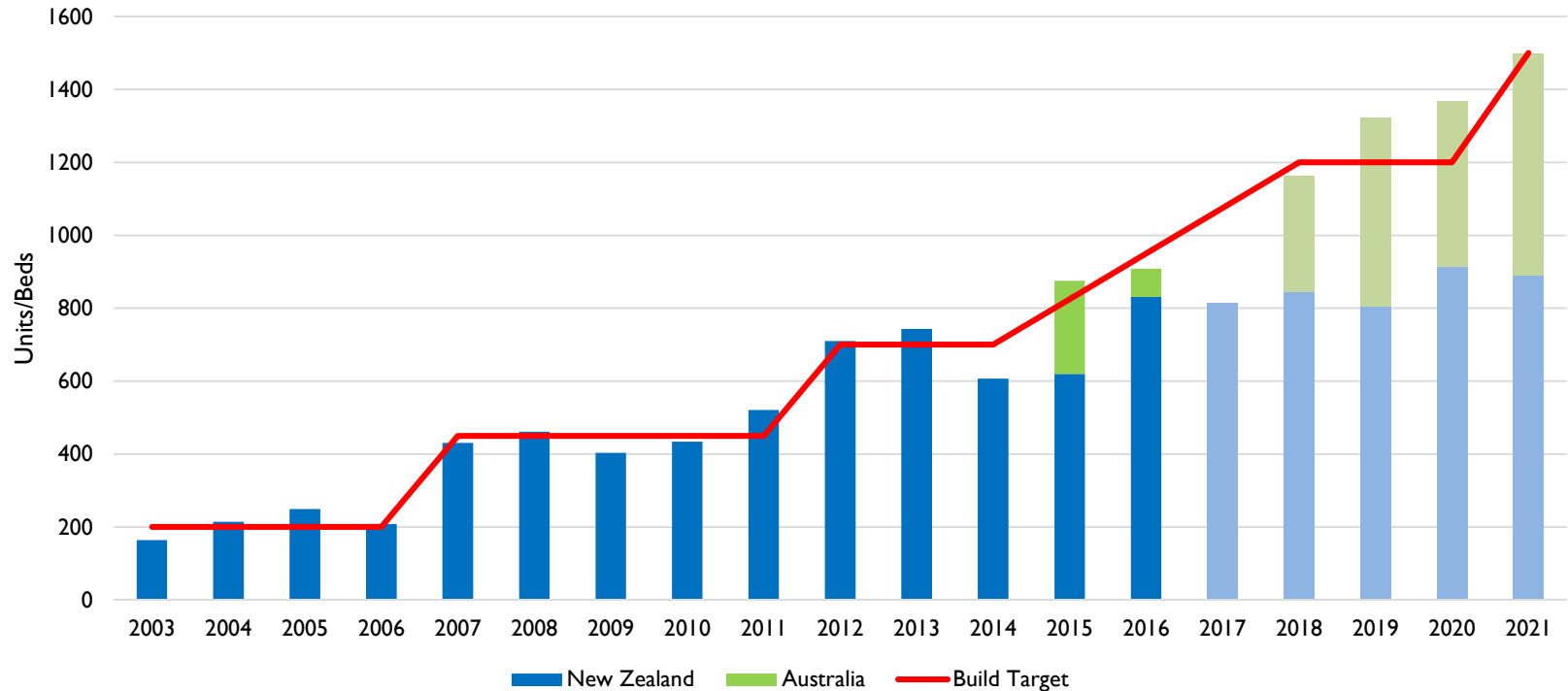


Record operating cashflows





Build programme stepping up

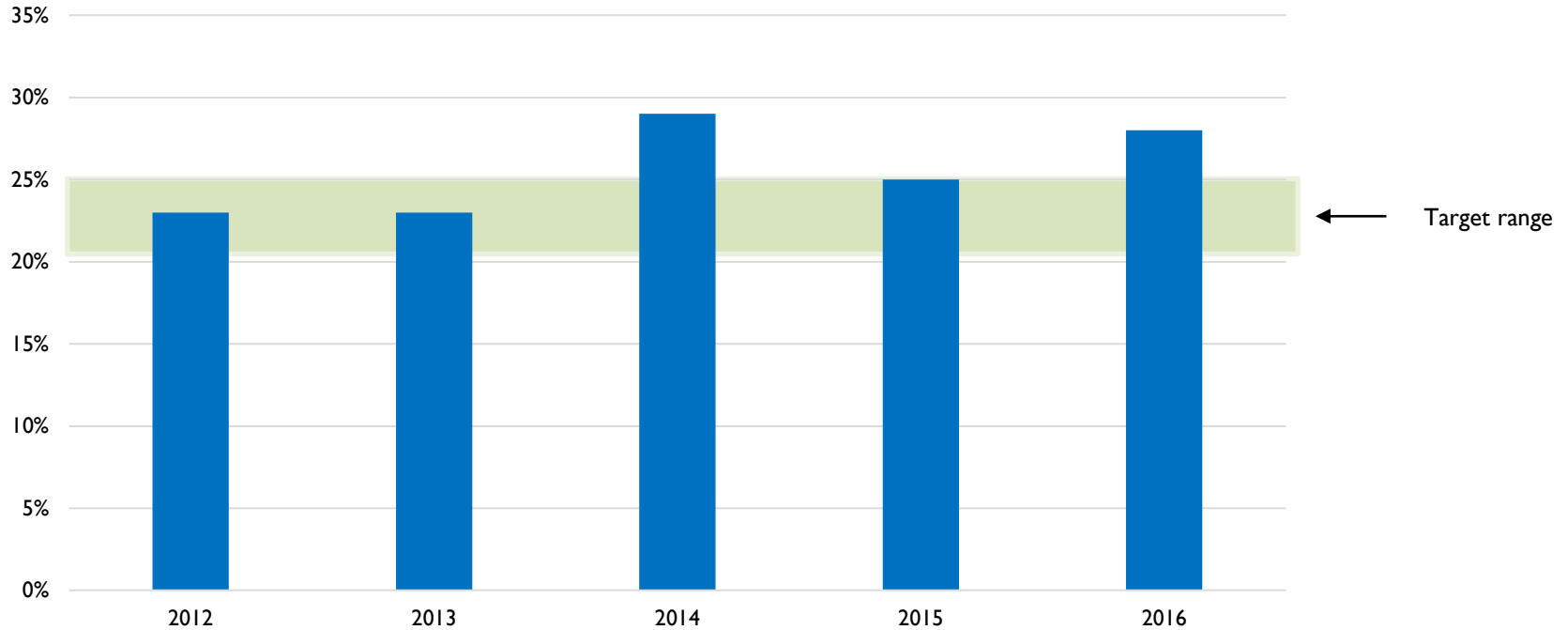


Key building activity – FY17

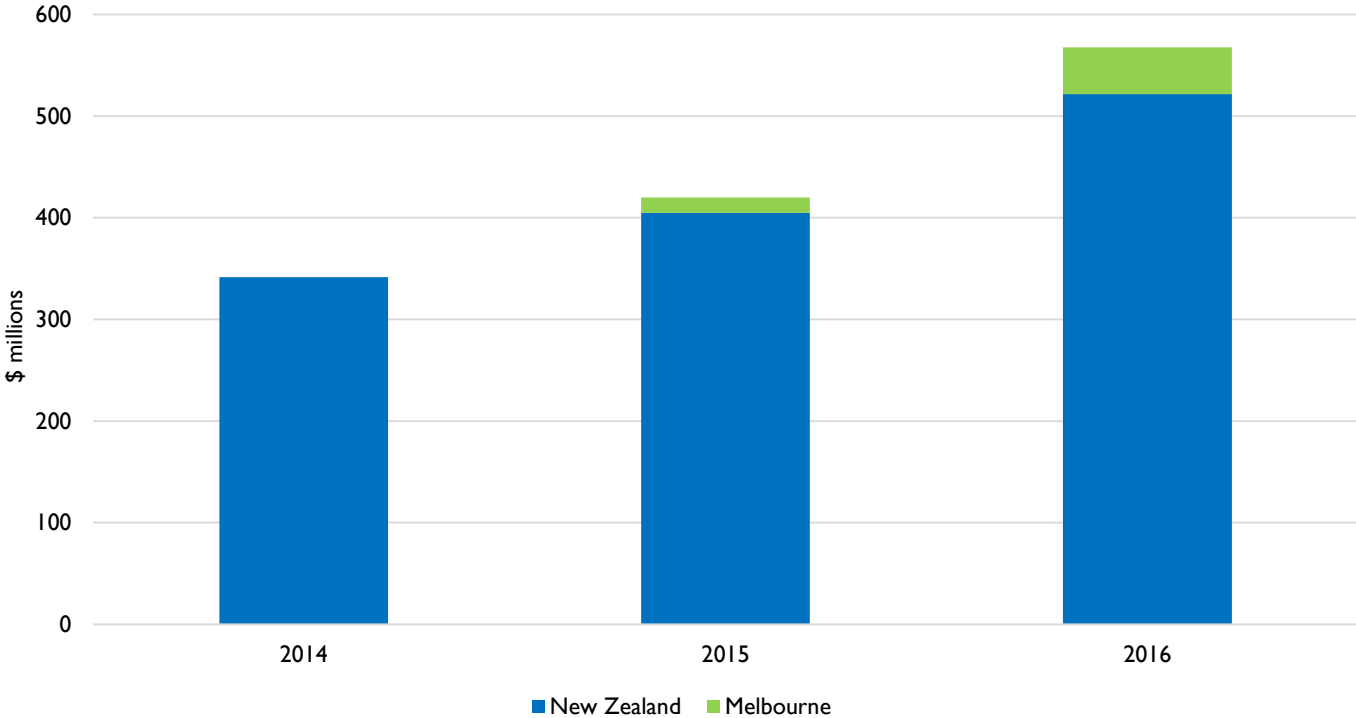




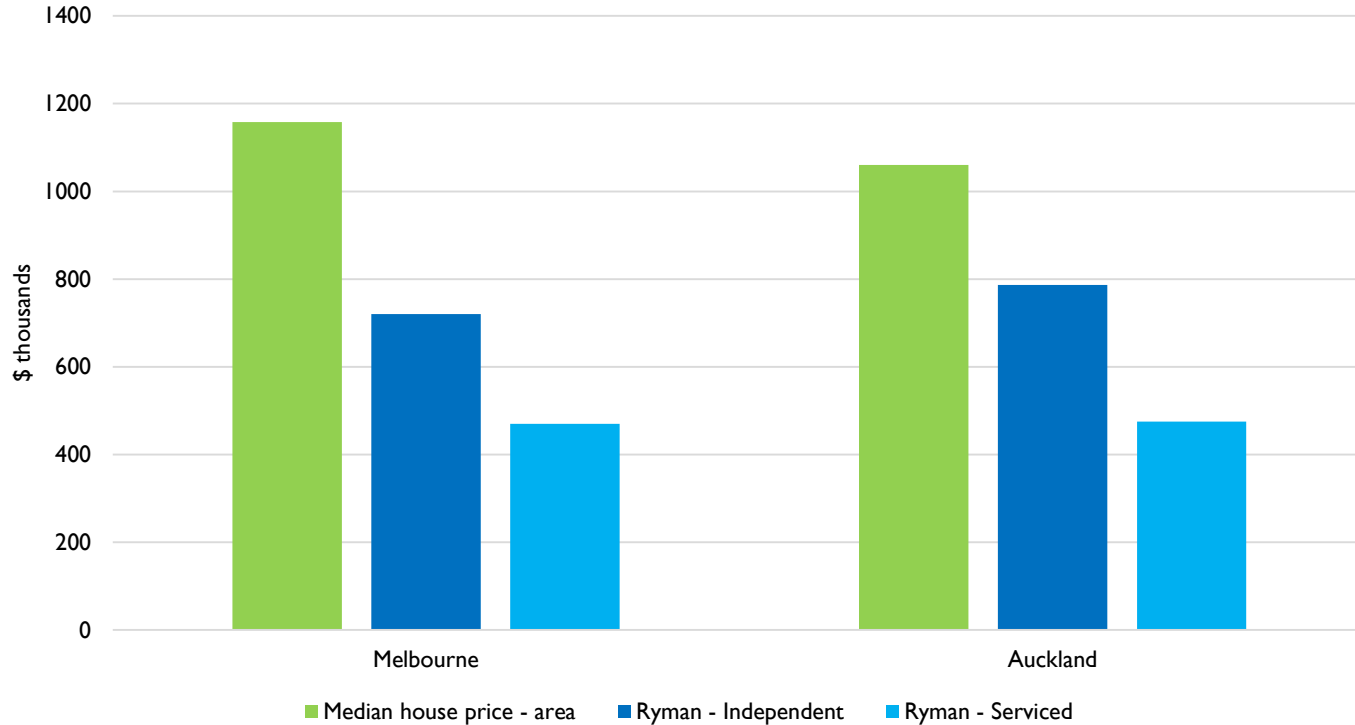
Development margin



Resales bank

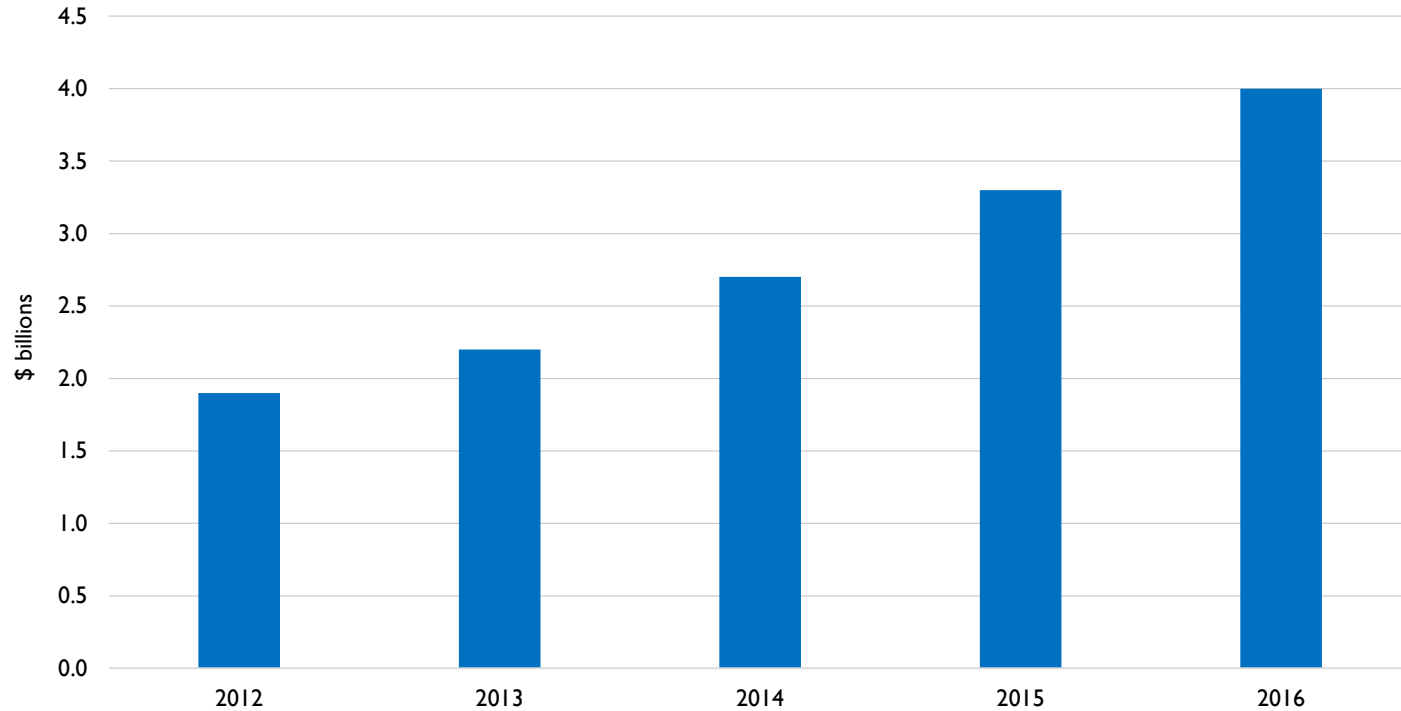


Sales pricing vs median house price

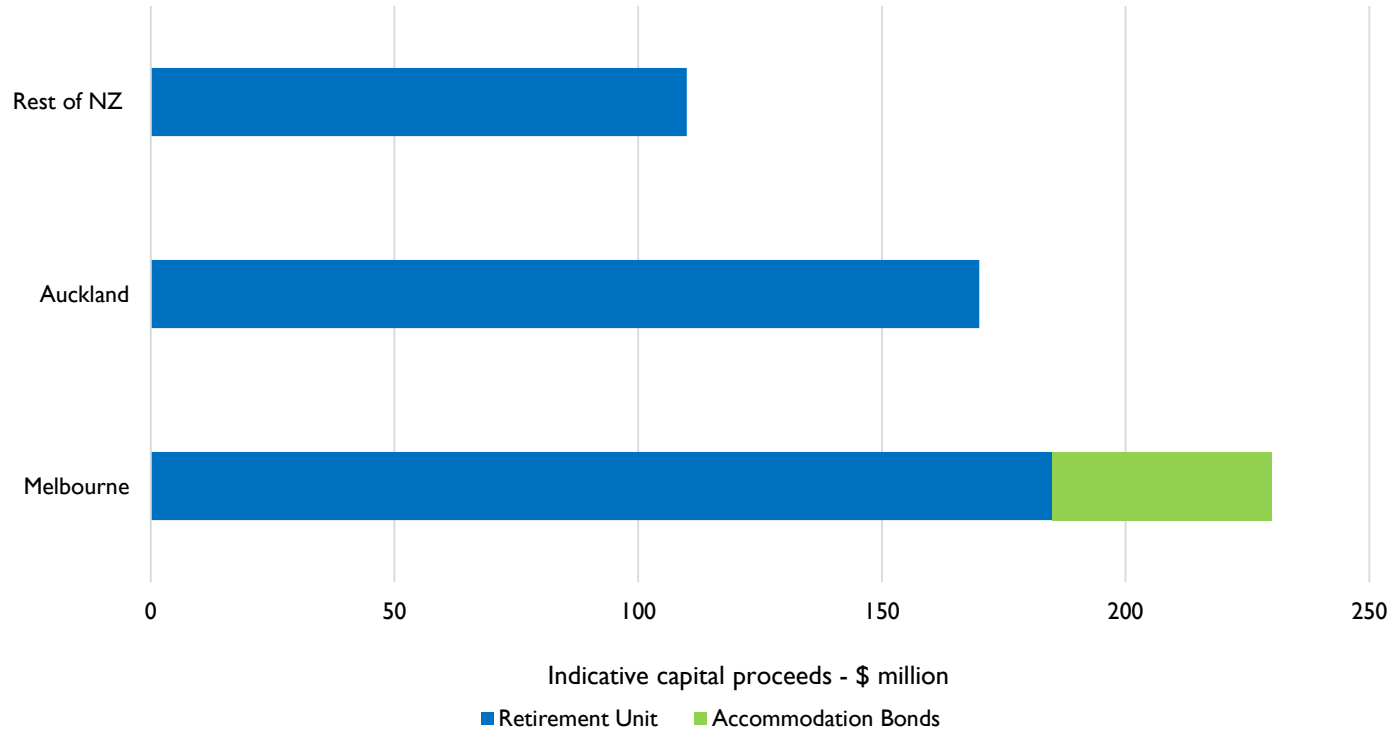




Total assets have doubled in 4 years



Building higher value villages





Long term capital efficiency

\$25m raised at IPO in 1999

Invested \$2.1bn in portfolio since

With no fresh capital

Dividends of \$500m paid since float

Self-funded growth

Conservative bank debt





*my*RYMAN

It's all about people



CHARLES UPHAM



RETIREMENT VILLAGE

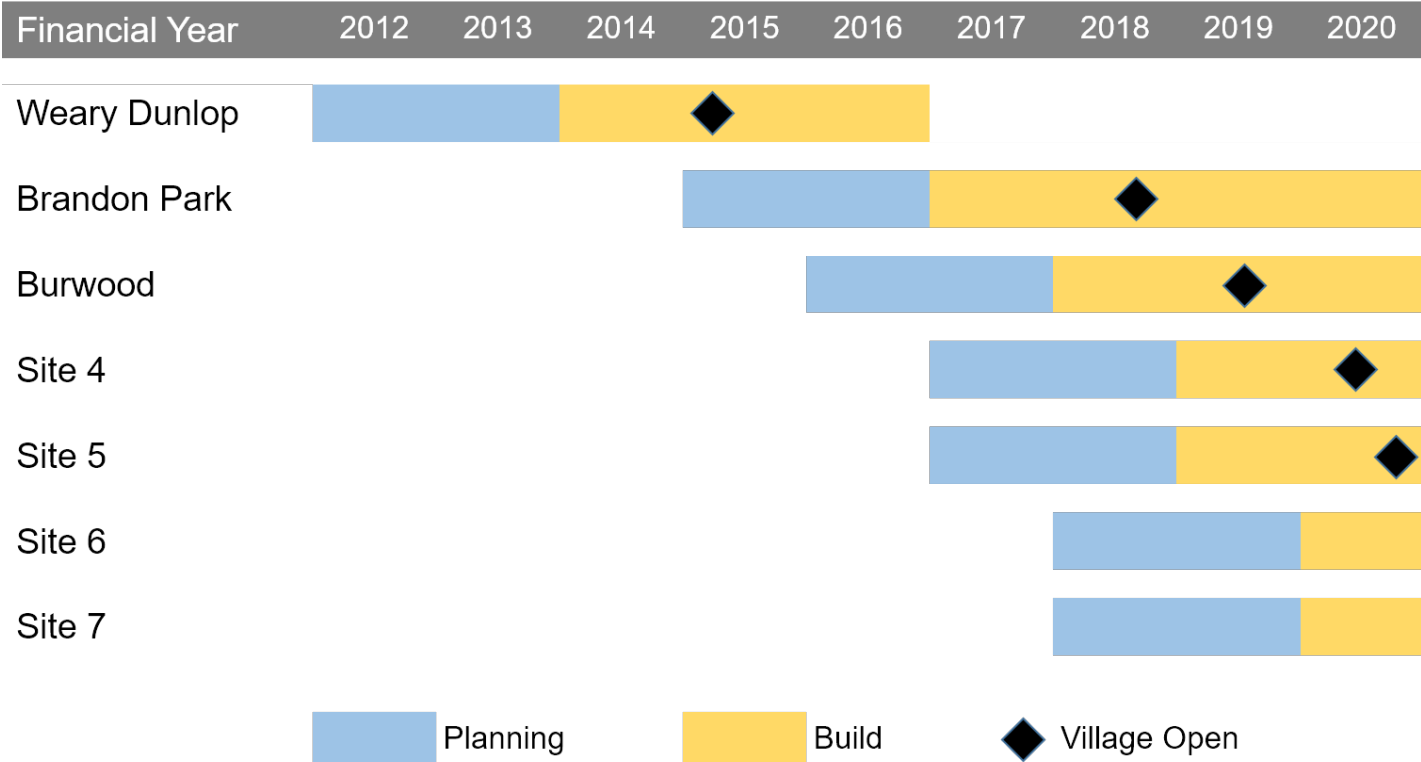
"He performed a series of remarkable exploits, showing outstanding leadership, tactical skill and utter indifference to danger"







Village rollout - Melbourne





Brandon Park, Melbourne





Appendices





Appendix I: Reported profit

Underlying Profit	\$157.7m
Taxation Expense	\$0.0m
Unrealised revaluations of RV units	+\$151.6m
Deferred tax expense	<u>-\$3.9m</u>
Reported Net Profit	\$305.4m

Appendix 2: Statistics



Sales of Occupation Rights

		Full year Mar-16	Full year Mar-15
Existing units	Independent	297	300
	Serviced	393	330
		690	630

New units	Independent	400	407
	Serviced	118	138
		518	545

Portfolio and Build Rate

Retirement village units	Independent	3,688	3,300
	Serviced	1,699	1,492
		5,387	4,792
	<i>Units built</i>	595	585

Aged Care Beds		3,121	2,807
	<i>Beds built</i>	314	290

Total Portfolio		8,508	7,599
	<i>Total build</i>	909	875

Appendix 3: Margin



		Full year Mar-16	Full year Mar-15
		\$000s	\$000s
New Sales			
	Reference		
Realised Fair Value movement – new RV units	(Note 3)	62,396	61,597
Sale of occupation rights – new RV units	(Key statistics)	226,215	249,096
Gross development margin %		28%	25%
Resales			
Realised Fair Value movement – existing RV units	(Note 3)	60,613	50,312
Sale of occupation rights – existing RV units	(Key statistics)	272,901	236,795
Gross resales margin %		22%	21%

Appendix 4: Asset base

		Hospital	Special Care	Resthome	Serviced	Independent	Total
Woodcote	Christchurch	-	-	49	7	18	74
Essie Summers	Christchurch	41	24	30	58	22	175
Margaret Stoddart	Christchurch	-	-	41	25	20	86
Frances Hodgkins	Dunedin	-	-	51	32	42	125
Rowena Jackson	Invercargill	70	26	61	46	103	306
Malvina Major	Wellington	90	-	30	59	117	296
Ngaio Marsh	Christchurch	81	-	30	40	119	270
Shona McFarlane	Lower Hutt	59	-	20	50	130	259
Rita Angus	Wellington	49	-	20	50	99	218
Hilda Ross	Hamilton	68	40	43	51	167	369
Grace Joel	Auckland	77	-	20	80	69	246
Princess Alexandra	Napier	60	24	24	54	70	232
Jane Winstone	Wanganui	30	-	39	50	54	173
Anthony Wilding	Christchurch	80	33	35	50	110	308
Edmund Hillary	Auckland	114	30	50	60	373	627
Julia Wallace	Palmerston North	43	21	20	50	111	245
Ernest Rutherford	Nelson	49	25	20	75	124	293
Jean Sandel	New Plymouth	39	33	39	62	157	330
Jane Mander	Whangarei	60	32	20	71	183	366
Evelyn Page	Orewa	60	37	20	66	248	431
Yvette Williams	Dunedin	57	30	3	32	-	122
Kiri Te Kanawa	Gisborne	46	15	34	62	65	222
Bob Owens	Tauranga	40	40	40	79	218	417
Diana Isaac	Christchurch	40	40	40	79	256	455
Charles Fleming	Waikanae	40	40	40	79	201	400
Bruce McLaren	Auckland	41	40	42	74	192	389
Bob Scott	Petone	40	40	34	89	56	259
Bert Sutcliffe	Birkenhead	40	40	40	81	6	207
Possum Bourne	Pukekohe	-	40	40	37	69	186
Charles Upham	Rangiora	-	-	-	-	89	89
Weary Dunlop	Melbourne	30	20	32	51	200	333
Current Units & Beds		1,444	670	1,007	1,699	3,688	8,508

Appendix 5: Land bank



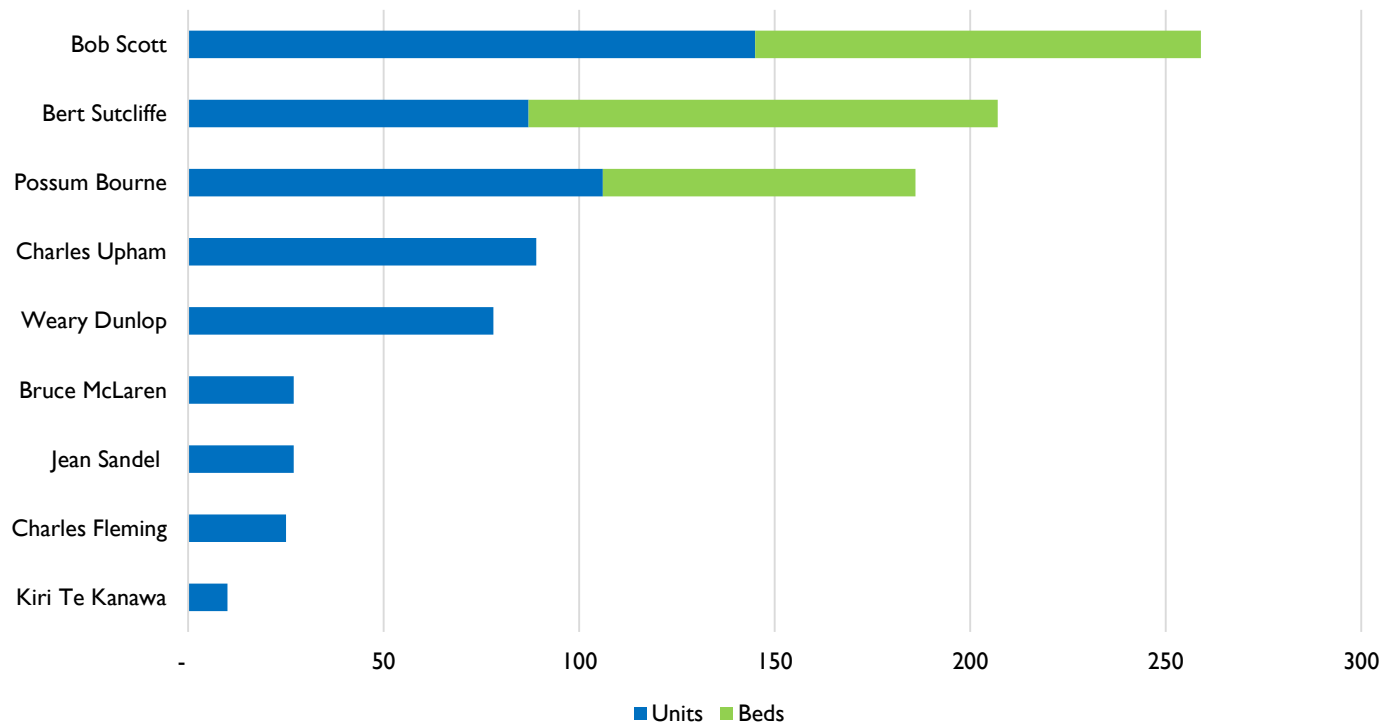
		Hospital	Special Care	Resthome	Serviced	Independent	Total
(as at 31 March 2016)							
Existing Sites							
Princess Alexandra	Napier	-	-	-	-	2	2
Jean Sandel (extn)	New Plymouth	-	-	-	-	69	69
Kiri Te Kanawa	Gisborne	-	-	-	32	20	52
Bob Scott	Wellington	-	-	-	-	198	198
Birkenhead	Auckland	-	-	-	-	239	239
Pukekohe	South Auckland	40	-	-	45	184	269
Greenlane	Auckland	41	41	37	83	113	315
Rangiora	Canterbury	40	40	40	93	116	329
		121	81	77	253	941	1,473
New Sites							
Devonport	Auckland	40	40	40	78	196	394
Tropicana	Auckland	42	42	40	90	330	544
Newtown	Wellington	28	20	28	46	55	177
River Road	Hamilton	40	40	40	80	211	411
Site A	TBA	35	20	16	66	53	190
		185	162	164	360	845	1,716
New Zealand Landbank		306	243	241	613	1,786	3,189
Australia							
Brandon Park	Melbourne	66	66	67	100	322	621
Burwood East	Melbourne	40	40	40	78	163	361
		106	106	107	178	485	982
Total Landbank		412	349	348	791	2,271	4,171



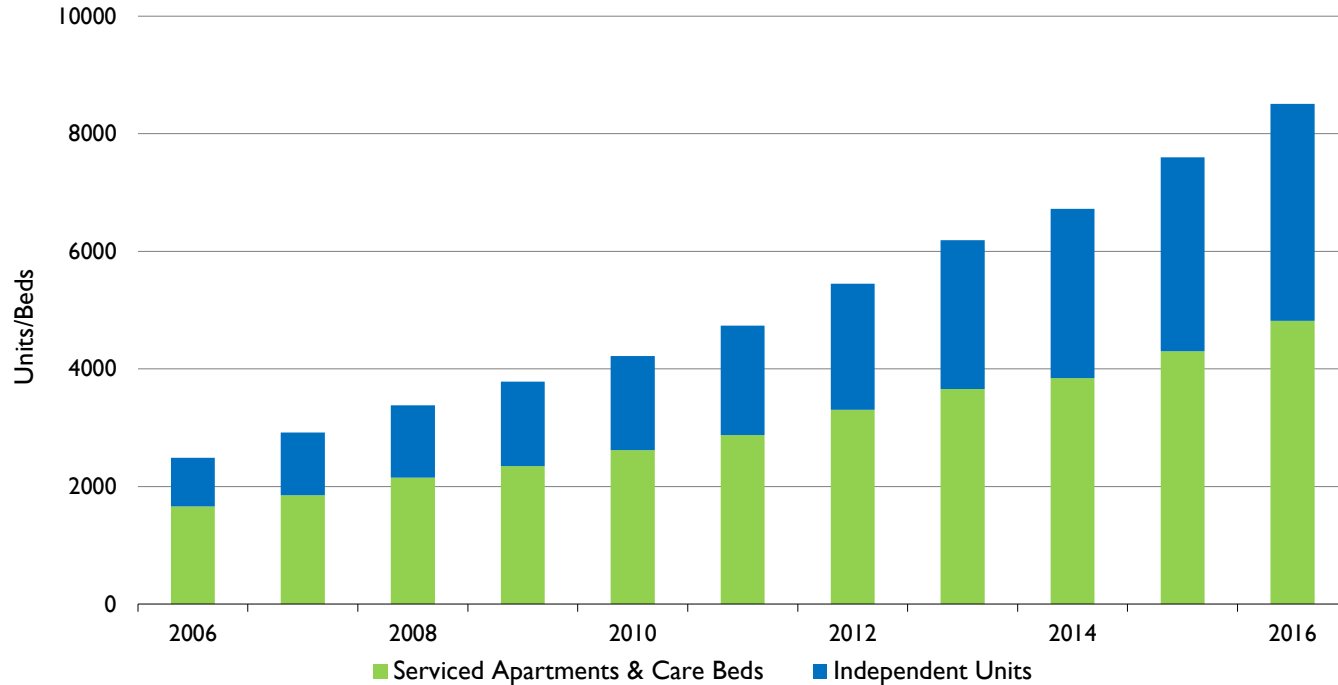
Appendix 6: Cash management fees

		Full year Mar-16	Full year Mar-15
		\$000s	\$000s
	Reference		
Accrued Management Fees – Opening	(Note 4) and PY financials	191,679	163,327
Less: Accrued Management Fees – Closing	(Note 4)	-227,154	-191,679
Movement in Accrued Management Fees		-35,475	-28,352
Plus: DMF income	Income statement	50,632	43,397
Plus: Revenue in advance movement	(Note 2)	4,951	4,799
Plus: GST / accommodation credit adjustment	Not disclosed	1,822	1,130
Plus: Movement in resident loan	Not disclosed	2,080	1,448
Cash Management Fees		24,010	22,422

Appendix 7: Units and beds built – FY16

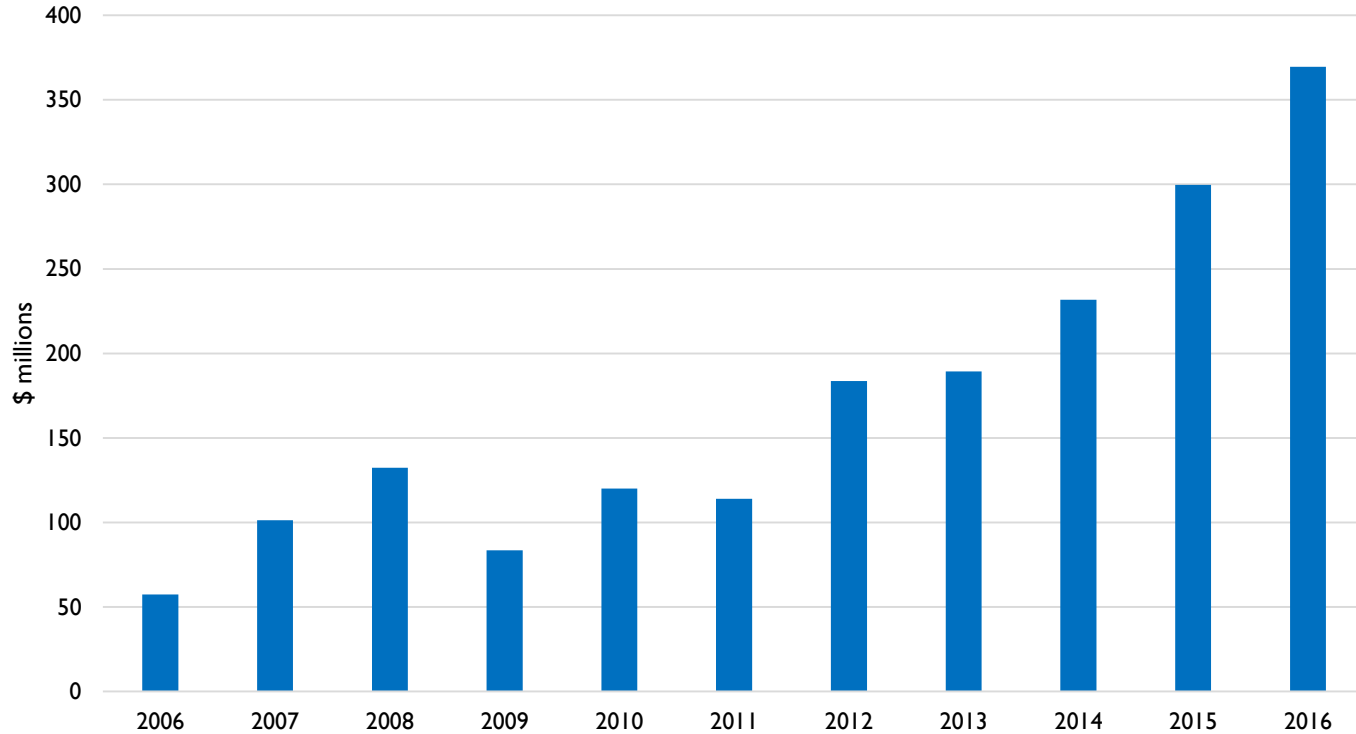


Appendix 8: Retirement Village Portfolio



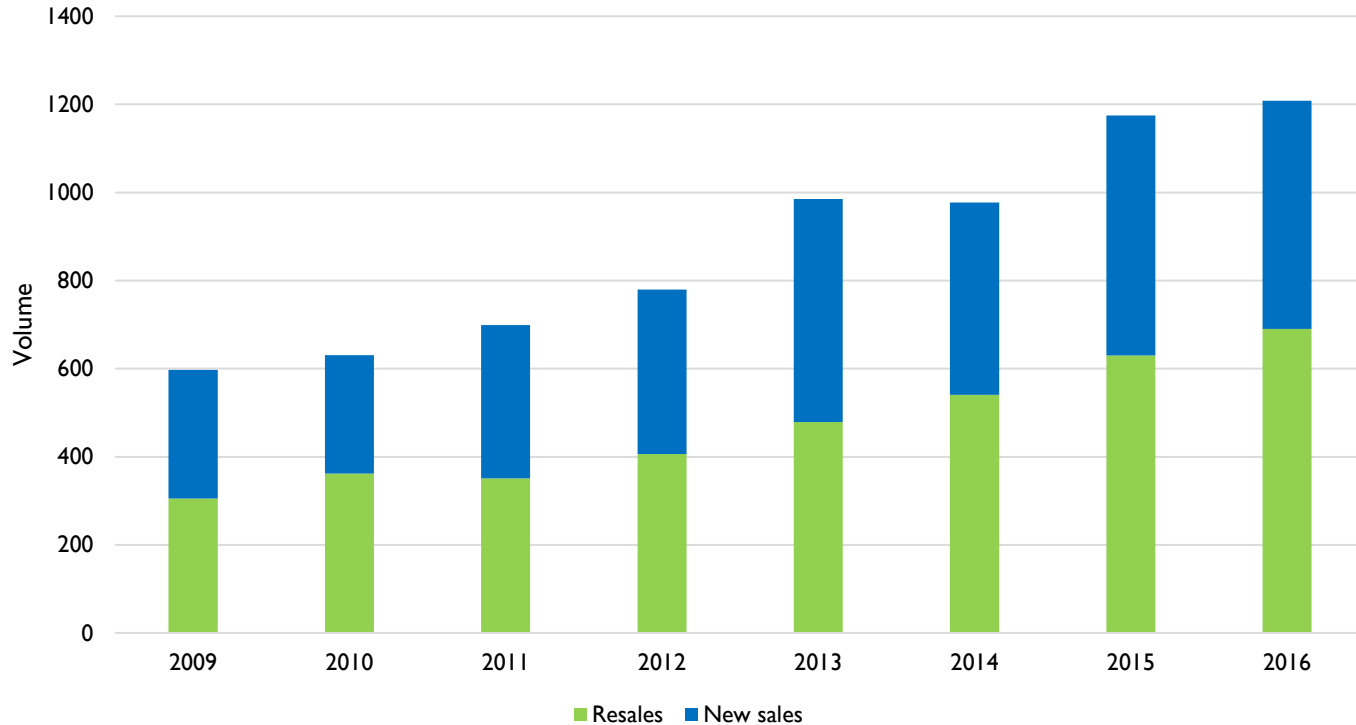


Appendix 9: Investing cash flows

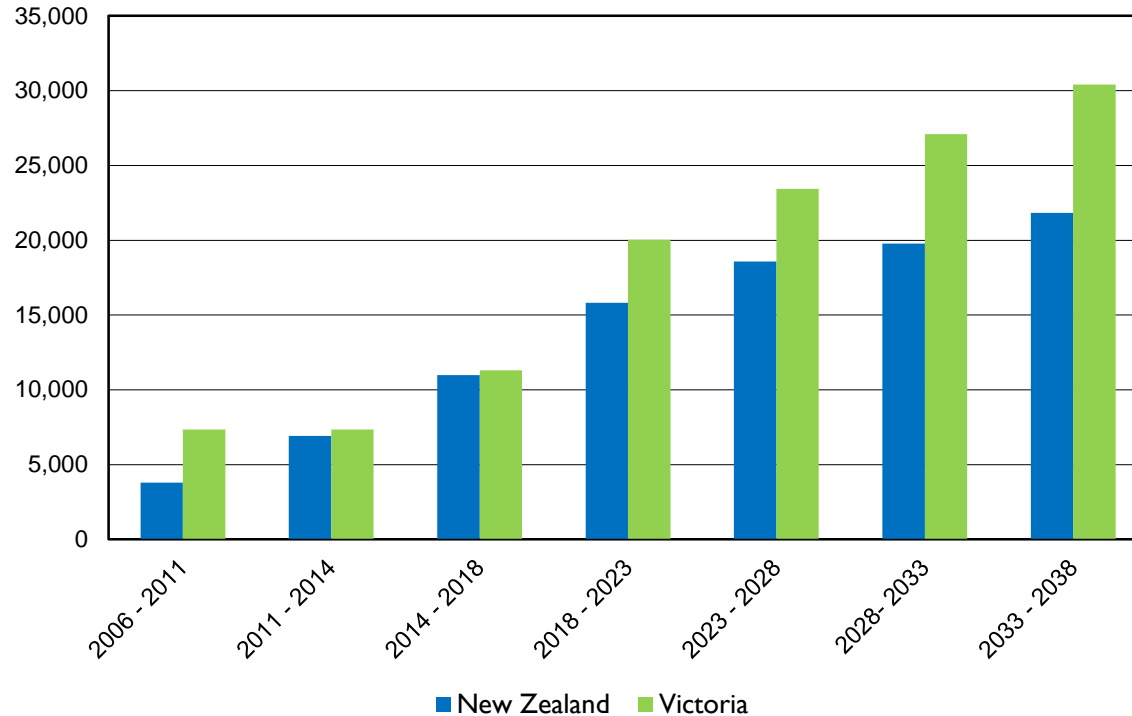




Appendix 10: Occupation rights sales volume



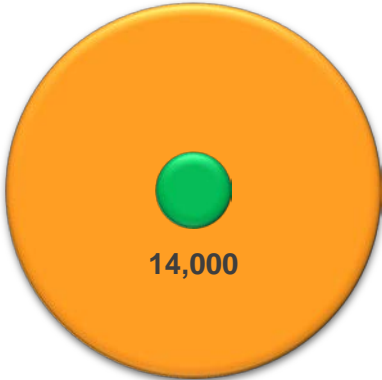
Appendix I I: Population growth 75+



Appendix 12: 2020 – our share of 75+ market

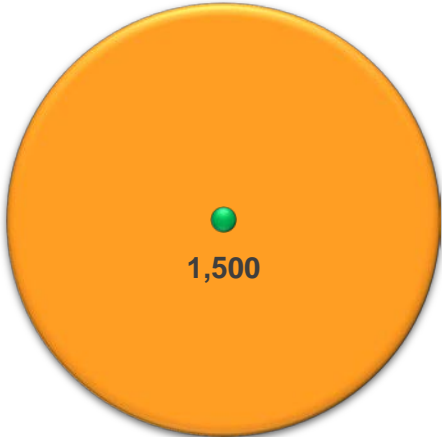


New Zealand



350,000

Victoria



467,000

● 75+ Population

● Ryman

Appendix 13: Our share of 75+ market



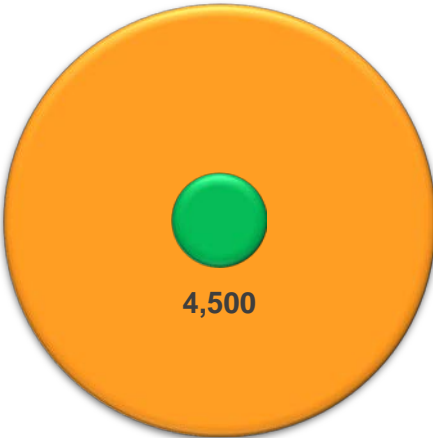
Auckland only

2015



75,000

2020



95,000

● 75+ Population ● Ryman