Summerset at Monterey Park (Auckland, New Zealand)

Summerset

Investor presentation

Summerset Group Holdings Limited

May 2025

Disclaimer

- This presentation contains certain forward-looking statements with respect to a variety of items. All of these forward-looking statements are based on estimates, projections and assumptions made by Summerset about circumstances and events that have not yet occurred. Although Summerset believes these estimates, projections and assumptions to be reasonable, they are inherently uncertain
- Therefore, reliance should not be placed upon these estimates or forward-looking statements and they should not be regarded as a representation or warranty by Summerset, its directors or officers, or any other person that those forward-looking statements will be achieved or that the assumptions underlying the forward-looking statements will in fact be correct. It is likely that actual results will vary from those contemplated by these forward-looking statements and such variations may be material
- Furthermore, while all reasonable care has been taken in compiling this presentation, Summerset accepts no responsibility for any errors or omissions
- This presentation does not constitute investment advice. For further information please go to www.summerset.co.nz/investor-centre/

Summerset

Welcome

Agenda

1. Summerset today
2. Value creation
3. Track record
4. NTA growth
5. Trading update
6. Summary

Summerset today

About Summerset

Who we are

- **Builds**, **owns** and **operates** integrated retirement villages
- We are the **fastest growing** and **second largest** retirement village operator in New Zealand
- Our existing portfolio **has 6,600+ retirement units and 1,200+ care units**, including 42 units in Australia
- A focus on **broad acre** development
- **Sustainability** is embedded in our business, we are **market leaders** in this space
- NZX and ASX listed **multinational** with operations in **New Zealand** and **Australia** (Victoria and Queensland)

Strong balance sheet and investment capacity

- **Total assets** $8.1b, up 16%
- **Total equity** $3.0b, up 14%
- The business has **no core debt,** with development assets **exceeding net debt** by $318m
- **Undrawn** debt capacity of $784.9m at FY24
- **Disciplined** capital allocation and ability to deliver **sustainable growth** for shareholders
- **Land bank** of over 7,500 units supports **doubling of NTA** over next 10 years

Growing recurring earnings

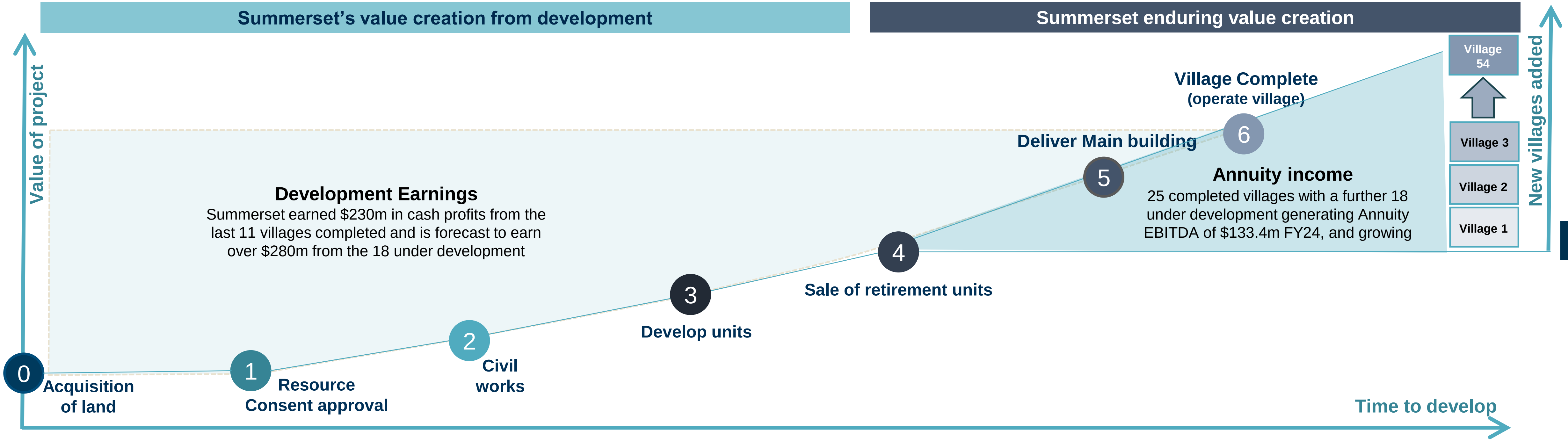
- Record **FY24 underlying profit** of $206.4m, up 8% on FY23 with **improved performance** in both care and village operations
- Record **operating cash flows** of $443.2m, up 11% on FY23
- Record **resales of 650**, 20% up on FY23 – supported by a **strong resale pipeline** as villages mature
- **Embedded value** within portfolio of $1.7b, up 7% on FY23

Why we are confident

- **High demand:** 12% settlement growth over past 12 months, 90% growth over five years
- **Favourable demographics**: Growing market supported by favourable demographics
- **Competition:** High barriers to entry
- **Land bank:** Land bank already supports a decade of sustained growth
- **Proven track record:** NTA growth over 8x in past ten years
- **Customer satisfaction:** Excellent resident satisfaction score of 97%
- **Balance sheet:** No core debt and strong embedded value in place

The path to value creation

Land acquisition to operating retirement villages and care centres



Steps in the development process

- 0 Land acquisition
- 1 Consent approval
- 2 Civil works
- 3 Develop units
- 4 Sale of Retirement units
- 5 Deliver main building
- 6 Village complete (operate village)

Track record of accretive growth

Four distinct areas of value growth

Our unique advantage

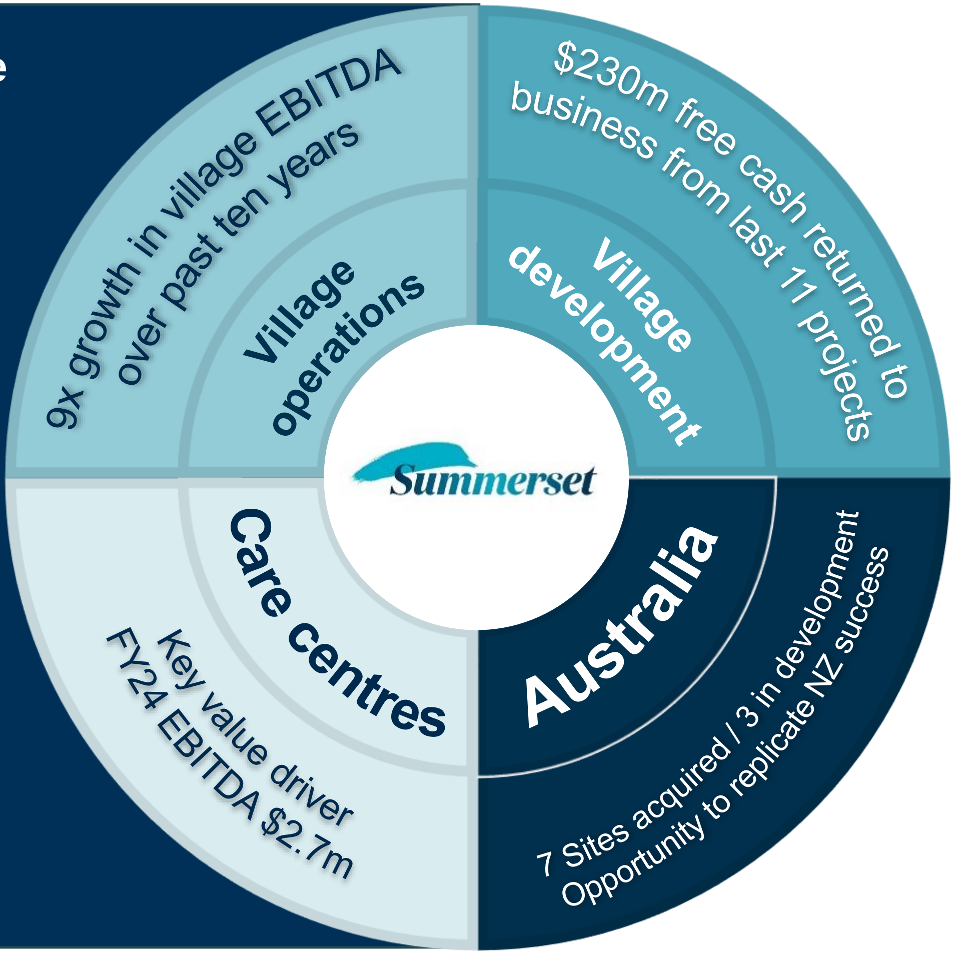
Consistent and structured approach to growing our business

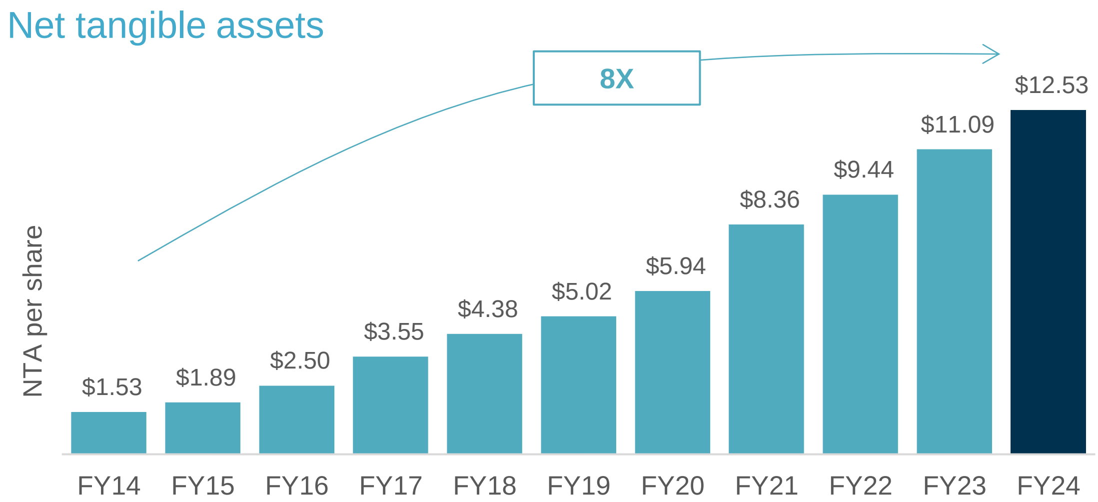
Top quartile staff engagement with deep industry capability

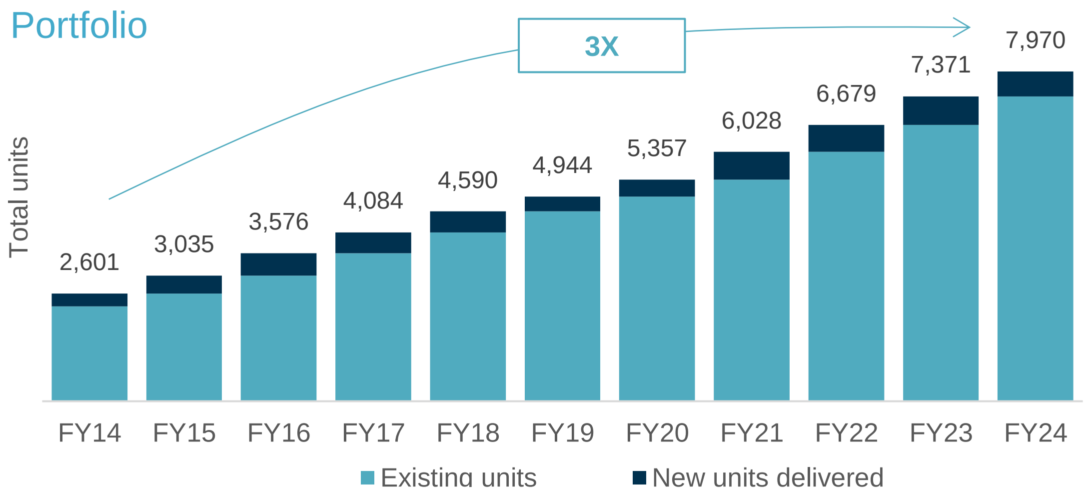
High occupancy and resident satisfaction

Strong balance sheet with no core debt

Investment with discipline



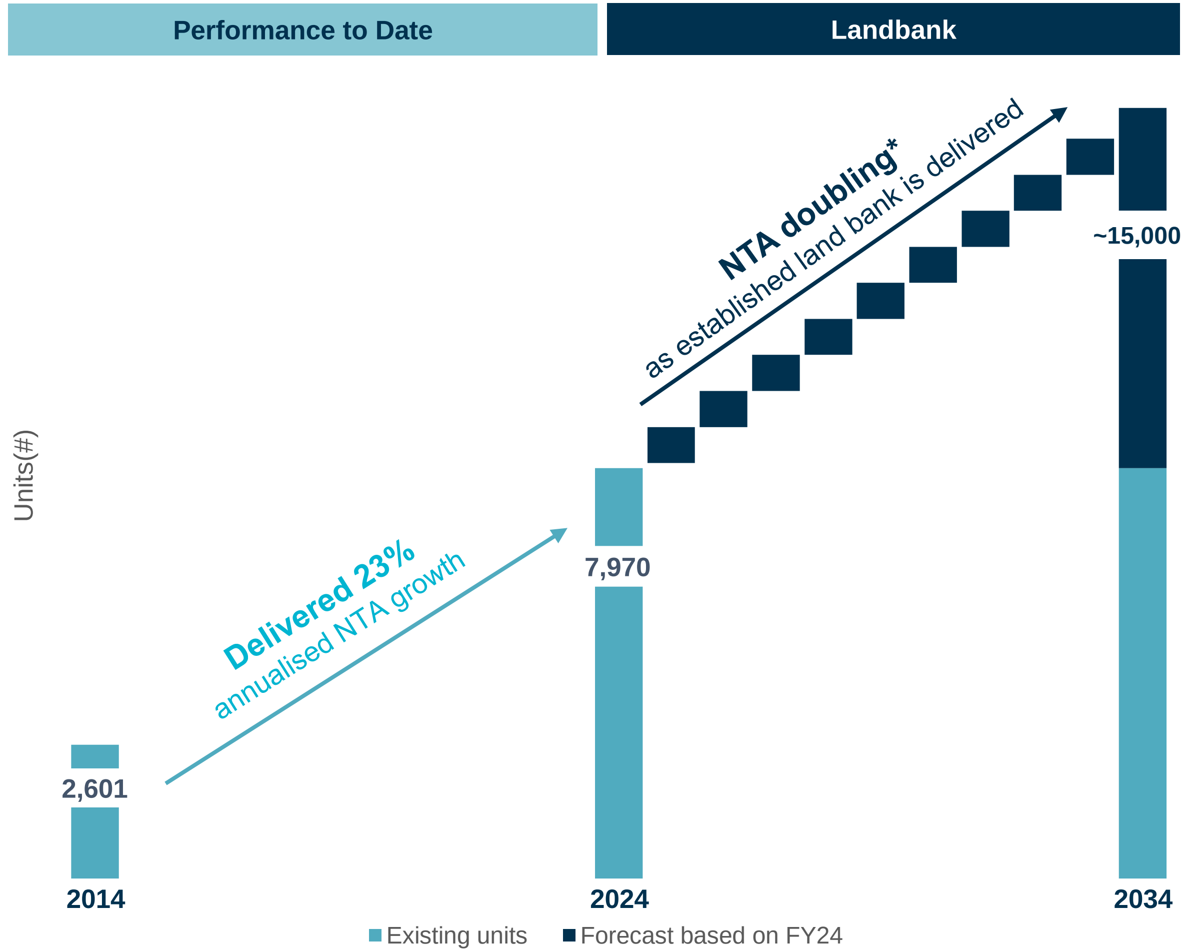




Pathway to future NTA growth

Value unlocked as village cash flows mature and additional units delivered

Village Development	• Development of **new villages** continues • **Significant land bank** already in place • $280m **free cash flow forecast** from 18 villages under construction
Village Operations	• Resales **cash flows increasing** as new villages **sell down** & established ones **mature** • **Embedded value** within portfolio of $1.7b that will unwind as units rollover
Care centres	• **Continuum of care** a key pillar of our model • Financial returns improving by **moving to ORA** • High **occupancy continuing** with supply constrained in New Zealand
Australia	• Ability to **replicate New Zealand** success • One **village open** and two under construction • Land bank of **seven villages**, targeting more • Continuum of care **a strategic advantage** • Opportunity to move to **in house construction and procurement model**, improving returns



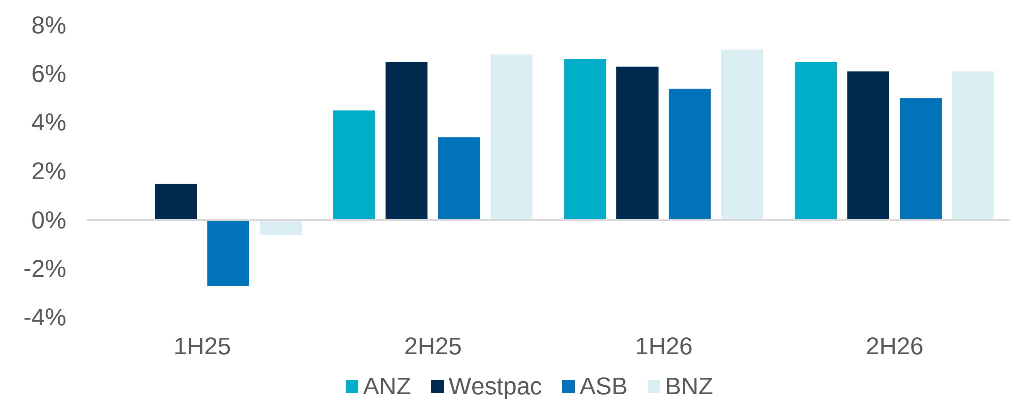
*Forecast based on historical 10 year property cycle NTA growth and FY24 build rates

Q1 Trading update

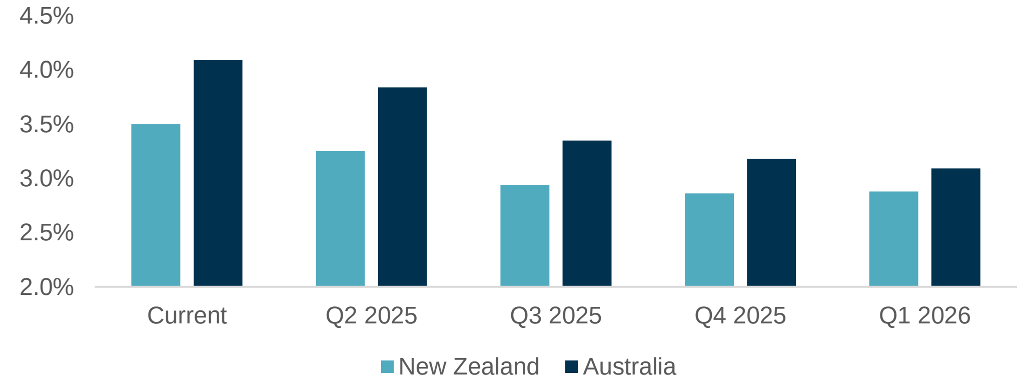
1Q25 settlements 14% higher than same time last year, highest Q1 on record

- Summerset achieved a **31% increase in resales**, new sales were broadly flat year on year
- St Johns was the **top performing village** for the quarter with 16 new units settled, tracking at approximately two sales per week over the past 14 weeks, circa **$4m sales revenue per week** over this period
- As we move through Q2 we have a **solid pipeline** of contracts. Now have almost **500 units under contract**, up from 430 at FY24, which we are working through to settlement
- Positive **residential market signals** - April 2025 sales across NZ **rising 10%** compared to April 2024, with **Auckland seeing a 19% increase** for the first four months relative to last year
- REINZ noted this positive shift is likely influenced by a **lowering in interest rates** and still relatively low house prices, interest rates **expected to decrease further**
- Major NZ banks forecasting NZ **house price inflation** from 2H25
- **Winner** INFINZ 2025 Corporate ESG Award

NZ Banks – House price inflation forecast – annual %



Official cash rate – forecast



Source: ANZ, Westpac, ASB and BNZ publications, REINZ Property Report, Barfoot and Thompson

Summary

Why invest in Summerset

1. **Compelling demographics** in the retirement village and aged care sector, driven by an ageing population and increasing market penetration

2. Well **positioned for growth**. New Zealand's largest retirement village land bank positioning us to double NTA. **Successful track record** of delivering new units, a focus on **broad acre** development

3. **Australia is a substantial opportunity** to replicate the growth and success in NZ with capacity to build over 2,100 units across seven villages. Queensland identified as the next logical step for expansion

4. Strong corporate governance and **experienced management** team with a 25+ year track record of both operational and development capability

5. **Strong balance sheet** with quality assets, a prudent approach to capital allocation and a focus on **positive capital recycling** from developments, and no core debt – investment is for growth