



MEDIA RELEASE
29 November 2021

OCEANIA DELIVERS IMPROVED PERFORMANCE DESPITE COVID-19 BACKDROP

Oceania today announced unaudited proforma Underlying Earnings before interest, tax, depreciation and amortisation (EBITDA) of \$36.5m for the six month period ended 30 September 2021, a 19.7%, (\$6.0m) increase on the six month period ended 30 September 2020¹.

Highlights:

- A 19.7% increase (\$6.0m) in unaudited [proforma] underlying EBITDA compared to the six month period ended 30 September 2020.
- Aged care business continued to perform well throughout the period despite COVID-19 disruptions.
- Sales volumes (for both independent living apartments and villas, as well as care suites) being 10.6% ahead of the six month period ended 30 September 2020, despite ongoing COVID-19 lockdown restrictions.
- Completion of the acquisition of Waterford (Hobsonville Point, Auckland) in April 2021 and a resource consent for 50 independent living apartments and a basement carpark has been secured.
- The completion of 49 apartments at Eden (Auckland) in April 2021 and eight villas at Gracelands (Hastings) in September 2021.
- 545 units (apartments, villas and care suites) under construction as at 30 September 2021.
- Oceania's total assets are now \$2.1b, representing 9.7% growth since 31 March 2021.
- Entry into a conditional sale and purchase agreement to acquire land adjacent to our Franklin site.
- Completion of a heavily oversubscribed retail bond offer in August 2021, raising \$100m.
- Appointment of Rob Hamilton and Peter Dufaur as independent Directors.
- Appointment of Andrew Buckingham as Group General Manager Property & Development.

¹ On 21 April 2020 the Group claimed, and received payment of, a COVID-19 wage subsidy totalling \$1.8m. This amount has subsequently been repaid in full on 18 May 2021 and as a result has been excluded from proforma results in this media release. This proforma adjustment increases underlying EBITDA and underlying NPAT in relation to the six month period to 30 September 2021 by \$1.8m and reduces the underlying EBITDA and underlying NPAT position in relation to the six month period to 30 September 2020 by \$1.8m.



OCEANIA

- Interim dividend of 2.1 cents per share (not imputed) announced (30 November 2020: 1.3 cents). This will have a record date of 6 December 2021 and will be paid on 20 December 2021. The Dividend Reinvestment Plan will apply to this dividend.

As a result of Oceania previously changing its balance date to 31 March, the comparative trading performance noted below is reported on the basis of the six month period to 30 September 2021 compared to the six month period to 30 September 2020:

30 September 2021 unaudited non-GAAP six months trading measures vs six months to 30 September 2020

\$m's	6 months to 30 September 2021	6 months to 30 September 2020	Growth	
			\$m	%
Underlying EBITDA (6 v 6 proforma)	36.5	30.5	6.0	19.7%
Underlying NPAT (6 v 6 proforma)	27.5	22.5	5.0	22.2%
Sales	230	208	22	10.6%
Occupancy	92.5%	91.1%		

Statutory measures for the six month period to 30 September 2021 are reported below compared to the six month period to 30 November 2020.

30 September 2021 unaudited GAAP six month statutory measures vs six months to 30 November 2020

\$m's	6 months to 30 September 2021	6 months to 30 November 2020	Growth	
			\$m	%
Operating Revenue (6 v 6 stat)	113.9	103.9	10.0	9.6%
Reported NPAT (6 v 6 stat)	36.9	24.8	12.1	48.8%
Operating Cashflow (6 v 6 stat)	52.5	74.5	(22.0)	(29.5%)
Total Assets (Sept v March stat)	2,064.3	1,882.2	182.1	9.7%
Dividend (cents per share)	2.1	1.3		

Oceania CEO Brent Pattison advised that “Oceania has continued to provide a safe, vibrant and well connected community for our residents despite the extended Governmental restrictions and costs associated with COVID-19. The business has responded well through high levels of vaccination, regular communications with staff, residents and their families, as well as a significant investment in surveillance, including declarations, online bookings and saliva testing.”

Oceania has been working with Government officials and Ministry of Health representatives with regard to health policy. Oceania has also taken an industry leadership position in



OCEANIA

calling for our Auckland residents to be allowed to reconnect with their loved ones safely. Oceania remains well-prepared to manage any infections that occur at its sites, with industry-leading infection control policies and a highly experienced clinical team.

Mr Pattison explained that “Prior to the Alert Level Four lockdown being announced on 17 August 2021, sales volumes were strong and development activities were progressing well. The extended lockdowns, particularly in the Auckland region, have temporarily impacted Oceania’s sales, delayed building works and have added direct costs associated with COVID-19.”

Village sales have remained strong throughout the period, despite ongoing COVID-19 restrictions. In the six months to 30 September 2021, there was a total of 102 independent living (apartment and villa) sales, comprising 57 new sales and 45 resales. This is an increase of 25.9% from the six month period ended 30 September 2020.

Oceania’s total assets increased to \$2.1 billion, up 9.7% (\$182.1m) on 31 March 2021, primarily due to significant capital expenditure and the acquisition of the Waterford and Franklin sites during the period.

“We have continued to make good progress with the execution of our development pipeline during the six month period to 30 September 2021, despite the challenges presented by the COVID-19 lockdown restrictions. As at 30 September 2021, there were 545 units under construction across New Zealand.” said Mr Pattison.

The appointment of Andrew Buckingham as Group General Manager Property & Development is a strategic appointment that will further enhance Oceania’s performance in this area.

Oceania’s total funding positions the company well for future growth. A heavily oversubscribed seven year retail bond issue of \$100m in September 2021, following a capital raise of \$100m undertaken in March/April 2021, and Oceania’s inaugural seven year retail bond issue in October 2020.

Oceania Chair Liz Coutts noted “We were delighted to have welcomed Rob Hamilton and Peter Dufaur to the Board as independent Directors during September 2021. They bring an extensive range of skills and we are looking forward to them making a significant contribution to the future performance and growth of Oceania.”

Mrs Coutts advises the Board declared an interim dividend of 2.1 cents per share (unimputed) (30 November 2020: 1.3 cents). The record date for the dividend is 6 December 2021 and the payment date is 20 December 2021. The Dividend Reinvestment Plan will apply to the dividend payable on 20 December 2021 at a discount of 2.5% to the volume weighted average price of shares sold on the NZX Main Board over the period of the five trading days starting on 3 December 2021.

ENDS

For all enquiries, please email investor@oceaniahealthcare.co.nz or phone 0800 333 688