



**Summerset Group Holdings Limited**  
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**23 AUGUST 2022**

**STOCK EXCHANGE ANNOUNCEMENT**

**SUMMERSET GROUP HOLDINGS LIMITED (SNZ) 2022 HALF YEAR RESULT AND  
HALF YEAR REPORT**

The following are attached in relation to Summerset's 2022 half year results and half year report:

- Media release;
- Results presentation;
- Half Year Report (including unaudited financial statements for the six months ended 30 June 2022);
- NZX results announcement form;
- NZX distribution notice (ASX Online Appendix 3A.1 is provided as a separate announcement).

For the purposes of ASX Listing Rule 1.15.3, Summerset confirms that it continues to comply with the NZX Main Board Listing Rules.

**ENDS**

**For enquiries:**

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## **NZX & ASX RELEASE**

**23 August 2022**

### **Summerset HY Results 2022**

#### **SUMMERSET FIRST HALF UNDERLYING PROFIT OF \$82.5M, UP 9.2%**

- Underlying profit for 1H22 of NZ\$82.5m, up 9.2% on 1H21
- Reported (IFRS) profit after tax of NZ\$134.6m
- Total assets of NZ\$5.4 billion, up 22.9% on 1H21
- Gearing ratio of 29.4%
- Three new sites acquired this year across New Zealand and Australia
- 223 new retirement units delivered, our second highest first half ever
- 511 sales for the half
- Development margin of 28.1%
- Interim dividend of NZ10.7 cents per share

Retirement village operator Summerset Group Holdings Limited has announced an underlying profit of \$82.5 million for the six months ended 30 June 2022, a 9.2% increase on the first half of 2021.

Summerset CEO Scott Scoullar said this was an excellent result, particularly considering the disruptions that the arrival of Omicron created in the half.

“Omicron first arrived in our villages in January and our staff have been working extremely hard to keep residents safe. Our residents in the care and memory care centres are at most risk from COVID-19, in order to keep them safe we’ve had to take a more cautious approach than the rest of the country and continuously adjust our pandemic response to ensure we stay ahead of potential issues for our residents.

“The work we’ve done has meant that Summerset has dealt with this Omicron wave exceptionally well. It’s not just our village staff who have had to juggle the complexities of Omicron either, our building sites around the country have been impacted and yet we continue to be on track to meet our building targets.”

Mr Scoullar said that in addition to the Omicron wave, Summerset had responded well to the economic and housing market pressures in New Zealand over the last six months.

“We are continuing to see strong demand for our retirement living offer, prices for our retirement villages are robust in the face of a changing property market. While the residential property market rose significantly over the two years to December 2021, we did not increase our own pricing at the same rate. This provided us with a buffer going into what could be a flat to declining market in the coming months.



"We're not seeing excesses of stock or any changes in demand either, our available retirement units have stayed steady, and demand doesn't appear to be tethered to the property market.

"Enquiry levels remain high, and waitlists are strong and currently we're not seeing any increase in days to sell or settle for people moving into a Summerset home. Our total sales for the half were 511, limited principally by availability of stock."

Summerset reported a development margin of 28.1% up from 21.6%, for the same period last year, exceeding the company's longer-term expectations of development margins in the 20-25% range.

Total assets grew to NZ\$5.4 billion, up 22.9% on the same period last year.

Summerset delivered 223 total units, its second highest first half ever.

"We're on track to deliver approximately 600 units this year. We expect to deliver our new main building at our Kenepuru village in the second half of this year with the first residents moving in early in 2023, said Mr Scoullar.

Summerset has confirmed the purchase of three new sites also, two in New Zealand (Masterton and Rotorua) and one in Australia (Mernda, Victoria).

The New Zealand sites will each offer over 300 units and further boost Summerset's land bank of units, the largest in New Zealand's retirement village sector, and gives Summerset enough secured land to more than double the size of its current New Zealand business.

Mernda is Summerset's sixth Australian site and gives Summerset capacity to build approximately 1,700 units in Victoria.

"We're pleased to continue to find quality sites to grow our business where we'll be able to introduce more New Zealanders and Australians to our retirement village lifestyle.

"We have completed major earthworks at our first Australian village in Cranbourne North. We are working with Major Road Projects Victoria who are developing the road next to our site to sequence our infrastructure work with their work, and last week began civil infrastructure on site," Mr Scoullar said.

The Summerset Board has declared an unimputed interim dividend of NZ10.7 cents per share. The record date will be 6 September 2022, with payment on 19 September 2022.

ENDS

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## **ABOUT SUMMERSET**

- Summerset is one of the leading operators and developers of retirement villages in New Zealand, with 36 villages completed or in development nationwide
- In addition, Summerset has seven proposed sites at Half Moon Bay (Auckland), Milldale (Auckland), Parnell (Auckland), Rotorua (Bay of Plenty), Kelvin Grove (Palmerston North), Masterton (Wairarapa), and Rangiora (Canterbury)
- Summerset also has six properties in Victoria, Australia, bringing the total number of sites to 49
- Summerset provides a range of living options and care services to more than 7,100 residents



# Half year results presentation

Half Year Report 2022

A photograph of a modern, multi-story residential building with a light-colored brick facade and dark-framed windows and balconies. The building is situated on a grassy hillside with a paved walkway and young trees in the foreground. In the background, there are rolling hills and a body of water under a cloudy sky.

*Summerset on the Landing (Kenepuru, Wellington)*

# Agenda

- 01 Our highlights
- 02 Our community
- 03 New Zealand development
- 04 Australia development
- 05 Financial performance
- 06 Business performance
- 07 Appendix



# Our highlights

Half Year Report 2022

# Record underlying profit of \$82.5m up 9% on 1H21

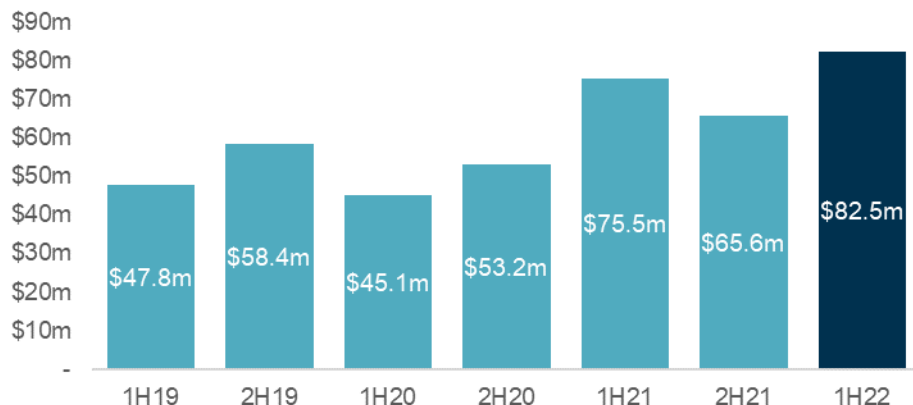
Increase in underlying profit driven by strong performance across our core business functions



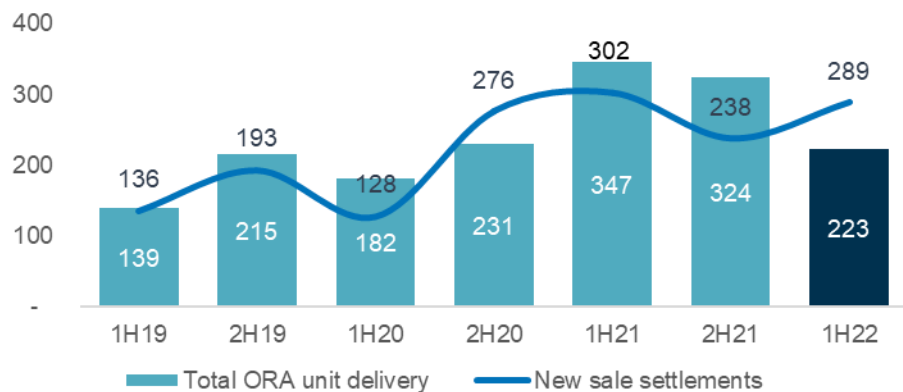
# Record underlying profit of \$82.5m up 9% on 1H21

Continue to see strong demand across our villages, unit pricing remains well placed

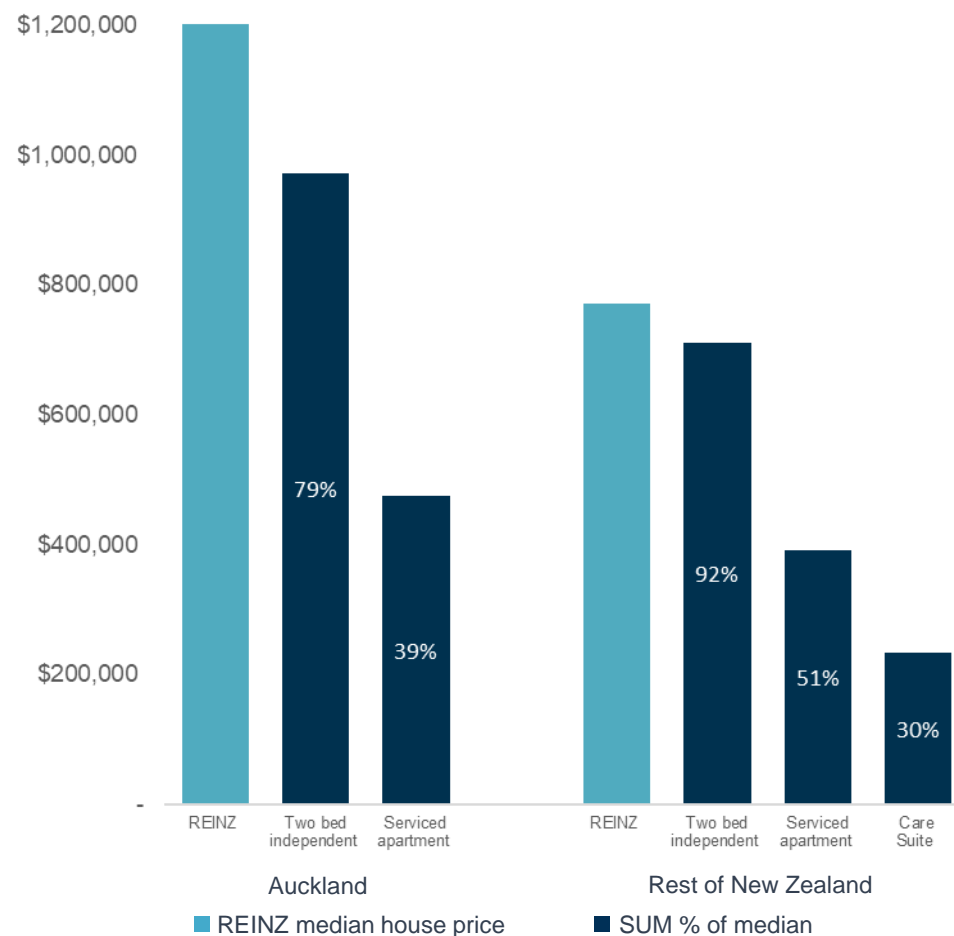
## Underlying profit



## New sale settlements and total ORA unit delivery



## Sales prices vs median house price



Source: REINZ, June 2022, based on Summerset catchments



# 1H22 investor highlights

## Our results at a glance



Record first half underlying profit of \$82.5m, up 9% from \$75.5m in 1H21



Net profit after tax (NZ IFRS) of \$134.6m, down from \$263.8m in 1H21, related to lower fair value movement in investment property



Gearing ratio of 29.4%, up from 28.5% at 1H21



Achieved half year new and resale settlements of 511 total Occupation Rights units



A total of 223 villas delivered in the period across ten villages, a record number of villa deliveries for a six month period



Uncontracted new sale stock down 23% from FY21



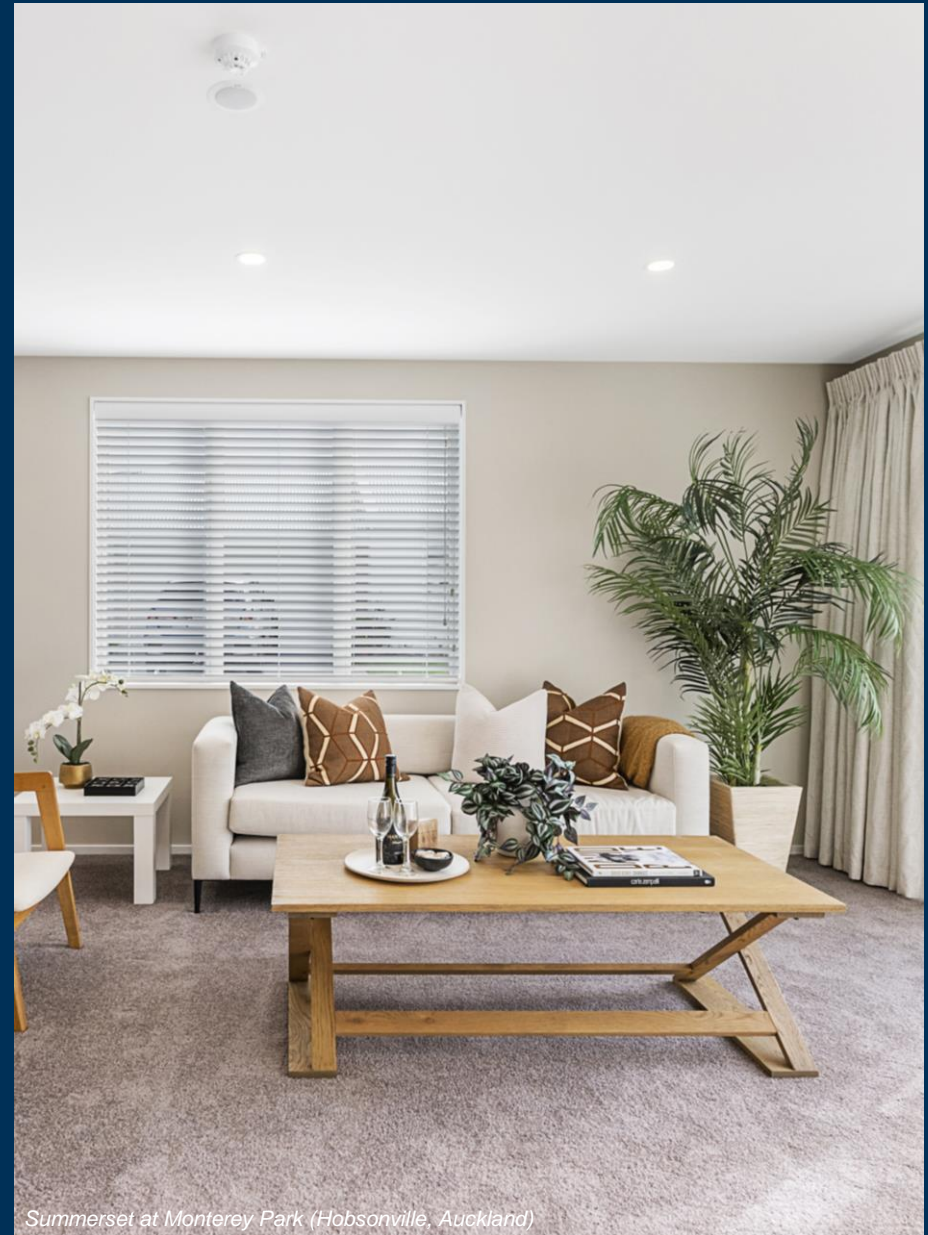
Largest New Zealand land bank for a retirement village operator of 5,646 units and beds (6,947 incl. Australia)



Three new sites acquired, Masterton (Wairarapa), Fairy Springs (Rotorua) and Mernda (Melbourne)



On track to deliver approximately 600 homes in FY22



Summerset at Monterey Park (Hobsonville, Auckland)



# Acquisitions – three new sites announced



**Masterton,  
Wairarapa**



Approximately 235 independent homes



Rest home and hospital-level care



Memory care centre



**Mernda,  
Melbourne**



Approximately 304 independent homes



Rest home and hospital-level care



Memory care centre



**Fairy Springs,  
Rotorua**



Approximately 267 independent homes



Rest home and hospital-level care



Memory care centre





# Our community

Half Year Report 2022



# COVID-19 update

## Protection of staff and residents remains our focus

- We continue to focus on ensuring our residents are well protected against COVID-19
- Our high rates of vaccination, and the vigilance of our staff, enabled us to respond effectively to Omicron
- We held vaccination clinics at each village for all residents to get their COVID-19 booster (incl. second boosters from July)
- Over 95% of residents are fully vaccinated against COVID-19, with 49% of residents already receiving their second booster\*
- As added protection, we also ensured all residents and staff had access to the flu vaccination at each village
- In 1H22 we invested \$3.4m into our COVID-19 response
- To recognise our frontline team's dedication during the Omicron surge we provided a 7% average increase in pay between March and May 2022
- Other measures implemented to restrict the spread of Omicron have included supplying, and 'fit testing' N95 masks for staff, and the use of air purifiers within our care centres
- To support our villages we introduced a Summerset Village Reliever Programme where Head Office staff were trained to step in and assist villages seriously affected by staffing shortages during the height of the Omicron wave



\* Residents are only eligible for COVID-19 Booster 2 six months after receiving Booster 1

# Our residents

## Bringing the best of life to residents every day

- This year we committed to investing \$4.5m in frontline staff and new digital innovations – with a focus on keeping our residents safer and improving their experiences every day
- Developed a number of virtual events which included the “Summerset Sessions” entertainment programme
- Continued the roll out of our Summerset signature exercise class CB Fit, hosting live virtual exercise classes for residents while in restricted COVID-19 levels
- Commenced the roll out of PainChek, a tool that gives a voice to those who cannot reliably verbalise their pain - Summerset is the first aged care provider in New Zealand to use this technology
- Our new Kaitiaki (Wellbeing Assistant) roles continue to expand with 60 people recruited into these roles to support our residents
  - Kaitiaki improve resident independence by providing mobile therapy and also support access and participation in recreational and diversional therapy, especially for residents living with dementia
- Completed bringing our food services in-house, enabling us to improve consistency and develop clear service standards to the benefit of our residents and their guests



### OUR RESIDENTS

Bringing the best of life to our residents every day — resulting in high levels of resident satisfaction





# Lumin – resident portal

Bringing the best of life to residents every day

- Successfully completed Lumin trial at our Kenepuru village, now underway with the roll out of the technology across our villages
- Lumin is a purpose-built platform specifically aimed at assisting our residents and designed to complement life in modern retirement villages
- Lumin will enhance resident experience by streamlining communication and removing manual processes for bookings of activities and meals
- Key features of the portal include:
  - Providing residents access to village communications (village manager announcements)
  - Allows for easy resident communication via video calling and messaging between residents
  - Enables residents to book village activities, events, meals and other services (e.g. hair appointments)
  - Greater building management capability including integration with doorbells, lights and intercom systems
  - Call bell functionality that supports emergency duress with pendants, buttons and remote sensors
  - Provides medication reminders and wellness module including telemedicine



# Our staff

Our staff are key to our success and we are immensely proud of the work they do

- As part of our three year wellbeing strategy and plan we have implemented a range of wellbeing initiatives for staff, a diversity and inclusion plan, and a wellbeing by design process
- Successfully piloted our Diversity Awareness and Inclusion Leadership Programme. This will now be rolled out across the business over the next 12 months
- Continued our core leadership development programmes with increased participation across the business. These now include external courses that focus on talent and succession planning
- Aligned with 'MATES in Construction' to support both mental and physical safety in the construction sector
- Design team recognised as finalists in the Auckland Property People Awards for Best Team and Young Achiever of the Year
- Construction team are finalists in the National Association of Women in Construction Award – Outstanding Achievement in Design



## OUR PEOPLE

People are the heart of Summerset. Our values are:  
**Strong enough to care**  
**One team**  
**Strive to be the best**

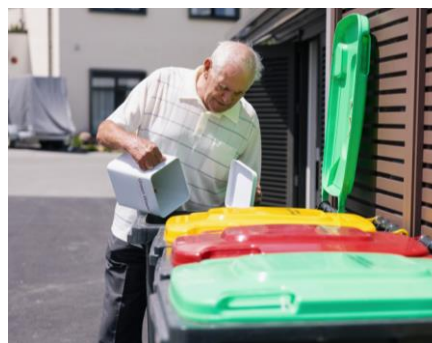




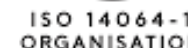
# Our environment

## Environmental performance and sustainability

- This is the final year of our short term carbon reduction target, being a 5% reduction in emissions intensity
- We are on track to achieve this, and also our medium and long term targets which include:
  - Reducing our emissions intensity per square metre by over 60% by 2032
  - Continuing to drive our construction waste avoidance initiative forward
- We are the only retirement village operator in NZ to be carbonzero™ certified and are a member of the Climate Leaders Coalition
- Staff and residents are actively involved in our sustainability initiatives under our “Go Greener” programme
- Undertook the first step of integrating solar panels into existing and developing villages starting with Nelson’s Summerset in the Sun village
- Started to make the switch to electric vehicles (EVs) and continued to introduce EV charging solutions to our villages
- Progressed our innovative new main building design, developed to achieve high levels of sustainability – both operationally and in relation to embodied carbon



### Our sustainability affiliations



Member 2022–2023



**CRAIGS**  
INVESTMENT PARTNERS

# New Zealand development

Half Year Report 2022

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Summerset at Monterey Park (Hobsonville, Auckland)





Summerset at Monterey Park (Hobsonville, Auckland)



Summerset St Johns (Auckland)

## Development activity

### New Zealand summary

- In 1H22 we delivered 223 total units over ten sites, our second highest first half delivery programme ever
- A total of 16 villages in construction across nine regions in New Zealand in 1H22
- Began construction at our Blenheim village in Marlborough
- Good progress made on the four villages which started construction in FY21 – being Lower Hutt, Cambridge, Prebbleton and Waikanae
- On track to deliver the main building at Kenepuru in 2H22 with first residents expected early in 2023
- Construction costs have been tightly managed through our strong procurement and supply agreements
- Lodged plan change for our newly acquired site in Masterton and have reached an out of court agreement with the appellants to our Resource Consent decision at Parnell, this is now with the Court for consideration
- Now have 88% of our NZ land bank fully consented, excluding Masterton and Rotorua (announced today)
- On track to deliver approximately 600 homes in FY22





Summerset Mt Denby (Whangārei)



Summerset Cambridge (Waipā District)



Summerset by the Dunes (Pāpāmoa Beach, Tauranga)



Summerset Rototuna (Hamilton)



# Summerset Palms, Te Awa, Napier



Site progress - Mar 2018



Site acquired



Site progress - Dec 2020



Civils complete, 40 independent homes delivered



Site progress - Jun 2021



68 independent villas delivered, main building construction underway



Site progress - Jun 2022



111 independent villas and show home delivered, main building construction well underway





Summerset at Pōhutukawa Place (Bell Block, New Plymouth)



Summerset Boulcott (Lower Hutt, Wellington)



Summerset Waikanae (Kāpiti Coast)



Summerset Richmond Ranges (Tasman District)



# Summerset on the Landing, Kenepuru



**Site progress - Jun 2019**



Civils started, no independent homes delivered



**Site progress - Jun 2020**



29 independent villas delivered, apartment blocks under construction



**Site progress - Jun 2021**



51 independent villas and 24 apartments delivered, main building under construction



**Site progress - Jun 2022**



82 independent villas and 48 apartments delivered, main building nearing completion





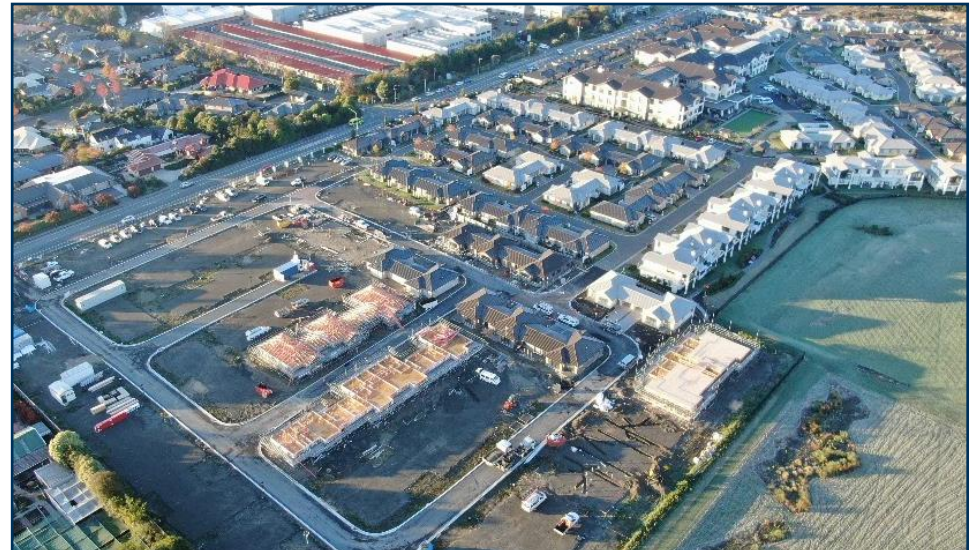
**Summerset Blenheim (Marlborough District)**



**Summerset at Avonhead (Christchurch)**



**Summerset Prebbleton (Selwyn District)**



**Summerset on Cavendish (Casebrook, Christchurch)**



# New Zealand development pipeline

Diversified development pipeline with 23 sites in 1H22, 88% of land bank fully consented\*\*



\* New sites purchased

\*\* Excludes newly purchased sites (Masterton and Rotorua)



# Australia development

Half Year Report 2022



Summerset Cranbourne North (Melbourne)

## Development activity

### Australia summary

- We now have six Australian sites with the recent acquisition of Mernda
- Continue to look for suitable sites around Victoria to complement the existing properties, with a focus on broad acre opportunities
- Our current Australia pipeline gives us excellent capacity to build over 1,700 units (including Mernda)
- Our first retirement village in Cranbourne North has been consented, and we have completed major earthworks onsite. Civil works are now underway and first villas are expected to be available in Q4 2023
- Consenting is also progressing well at our Chirnside Park site, and we have lodged the planning application for Torquay
- Summerset has been approved to provide residential aged care and home care services in Australia





**Artist impression: Summerset Chirnside Park (Melbourne)**



**Artist impression: Summerset Craigieburn (Melbourne)**



**Artist impression: Summerset Oakleigh South (Melbourne)**

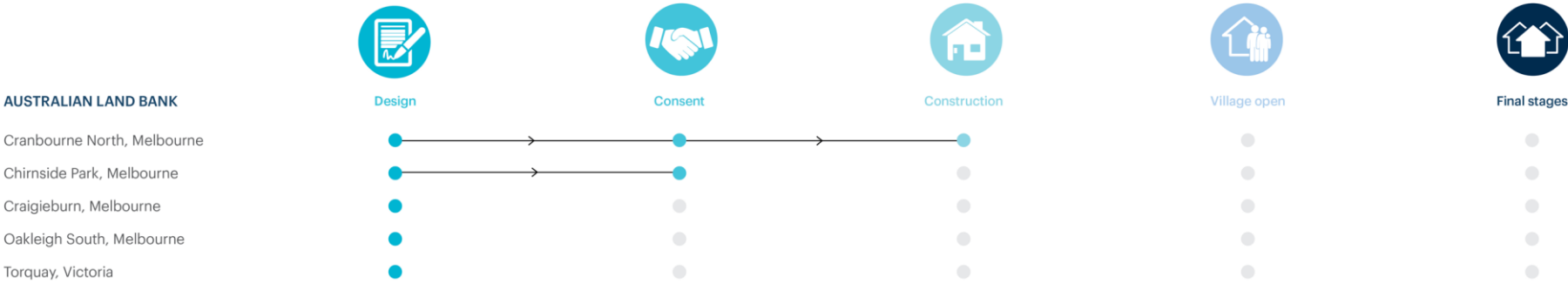


**Artist impression: Summerset Torquay (Victoria)**



# Australia development pipeline\*

Excellent progress made in growing our Australian land bank



\*As at 30 June 2022, excludes Mernda



# Financial performance

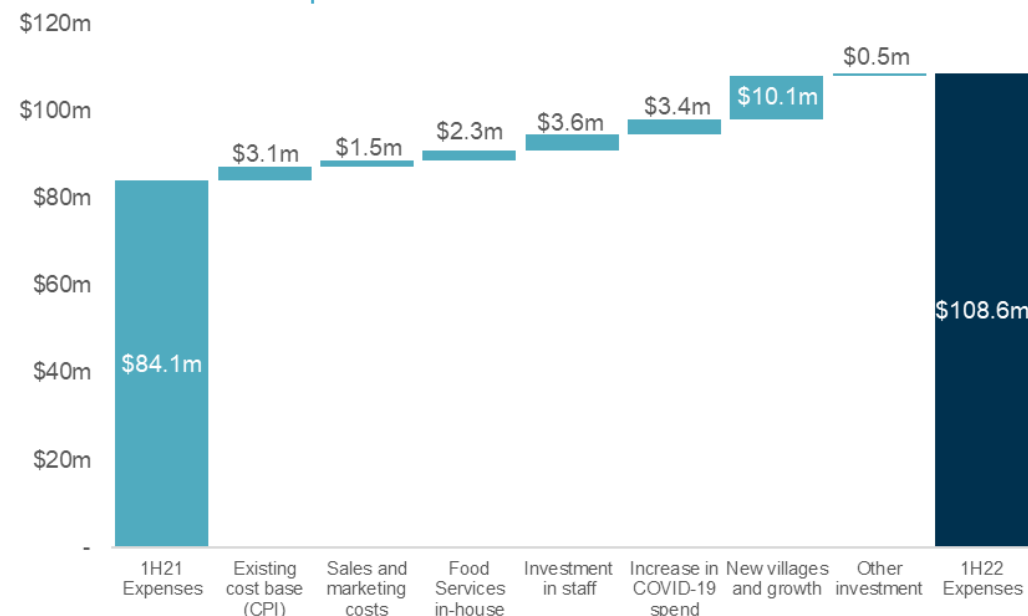
Half Year Report 2022

## Reported profit (IFRS)

- IFRS NPAT of \$134.6m, down from \$263.8m 1H21
- Fair value movement of investment property of \$136.7m, including \$94.9m from new unit deliveries
- Total revenue of \$114.1m, up 20% relative to 1H21
- Key movements in expenses include the following:
  - \$10.1m relating to growth in our developing villages
  - \$3.6m on investment in staff, including new roles, training and development
  - \$2.3m associated with bringing food services in-house
  - \$1.5m on sales and marketing costs, including a nationwide advertising campaign post COVID-19
  - \$0.5m associated with other property related expenditure, Australia and one off initiatives to upgrade our IT systems
  - \$3.4m on COVID-19 related expenditure which included \$1.4m on personal protective equipment and \$1.9m on additional staffing
- The increase in net finance costs mostly relates to the increase in bank facility limit (refinanced October 2021)

NZ\$m	1H22	1H21	Variance	FY21
Total revenue	114.1	94.9	20%	205.3
Reversal of impairment on land & buildings	-	-	-	3.4
Fair value movement of investment property	136.7	260.2	(47%)	537.5
<b>Total income</b>	<b>250.8</b>	<b>355.1</b>	<b>(29%)</b>	<b>746.3</b>
Total expenses	108.6	84.1	29%	190.6
Net finance costs	7.3	5.3	36%	12.0
<b>Net profit before tax</b>	<b>134.9</b>	<b>265.6</b>	<b>(49%)</b>	<b>543.6</b>
Tax expense / (credit)	0.3	1.8	(84%)	(0.0)
<b>Net profit after tax</b>	<b>134.6</b>	<b>263.8</b>	<b>(49%)</b>	<b>543.7</b>

### Movement in total expenses: 1H21 vs 1H22



## Fair value movement

- 1H22 fair value movement of \$136.7m, down 47% on 1H21
- Fair value movement has been driven by:
  - Unit pricing (\$55.4m): Retirement unit price inflation on existing units within the portfolio
  - New units built (\$94.9m): Value of new units delivered in 1H22
  - Stock discount assumptions: Reversal of previous discount applied to stock settled in 1H22 (\$13.0m)
  - Uplift in land bank (\$15.4m): Valuation movement on undeveloped land bank
  - Discount rates (\$2.7m): Change in assumptions used by the valuers
  - Growth rate assumptions (-\$44.8m): Impact of a reduction to short term growth rates within the valuation
- Refer to the appendices (slide 56 and 57) for key assumptions associated with the investment property valuation

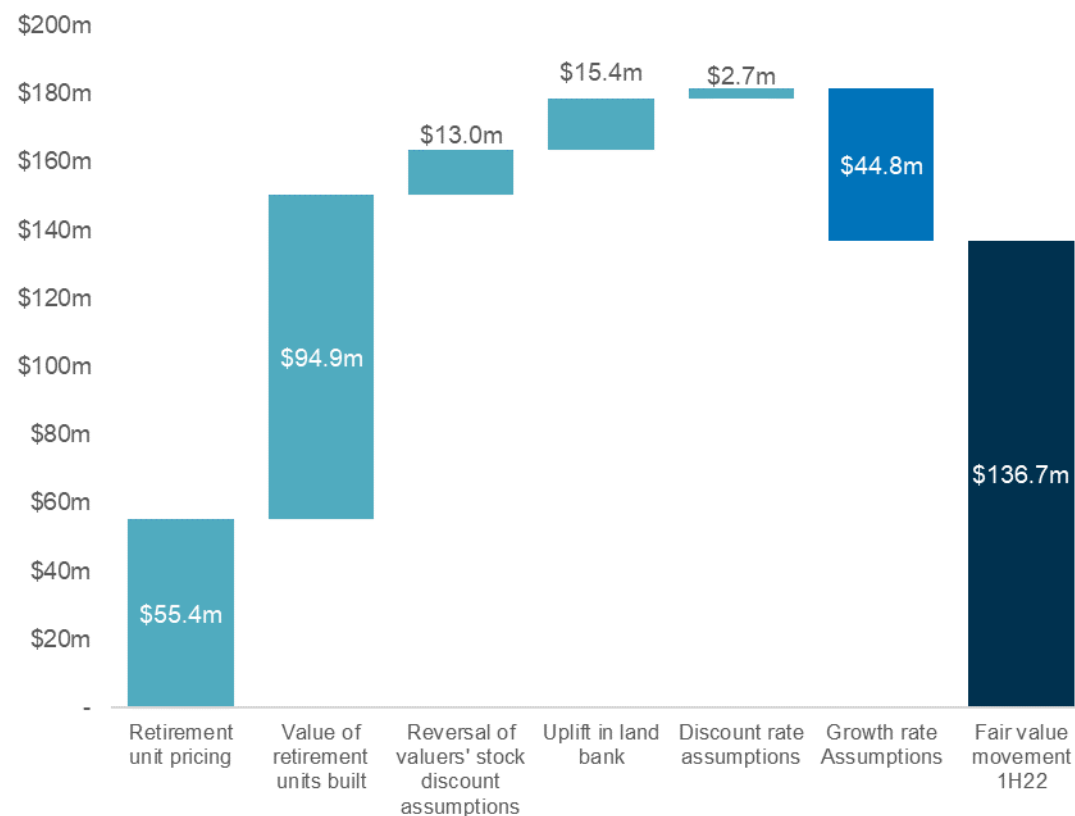
# \$136.7m

Fair value movement

# \$94.9m

Increase from new units delivered

### Fair value movement of investment property 1H22



Note: Fair value movement reflects the movement in villas, apartments and serviced apartments only

## Underlying profit

- Underlying profit of \$82.5m, a six month record and up 9% on 1H21
- Continue to achieve improved performance in operating earnings across our core business functions:
  - Care fees and village services of \$68.7m, up 16%
  - Deferred management fee of \$43.9m, up 24%
  - Realised gain on resales of \$31.9m, up 8%
- Realised development margin of \$52.3m, a 29% increase, average margin of \$181k per unit

# \$82.5m

## Underlying profit

# 9%

## Increase on 1H21 ▲

NZ\$m	1H22	1H21	Variance	FY21
Care fees and village services	68.7	59.5	16%	126.9
Deferred management fees	43.9	35.4	24%	75.2
Realised gain on resales	31.9	29.4	8%	59.9
Realised development margin	52.3	40.7	29%	78.5
Other income & interest received	1.5	0.0	8871%	3.3
<b>Total income</b>	<b>198.3</b>	<b>165.0</b>	<b>20%</b>	<b>343.8</b>
Operating expenses	102.0	79.0	29%	179.0
Depreciation and amortisation	6.6	5.2	28%	11.6
Net finance costs	7.3	5.3	36%	12.0
<b>Total expenses</b>	<b>115.9</b>	<b>89.5</b>	<b>29%</b>	<b>202.6</b>
<b>Underlying profit</b>	<b>82.5</b>	<b>75.5</b>	<b>9%</b>	<b>141.1</b>

Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Underlying profit does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similar financial information presented by other entities. The Directors have provided an underlying profit measure in addition to IFRS profit to assist readers in determining the realised and unrealised components of fair value movement of investment property, impairment and tax expense in the Group's income statement. The measure is used internally in conjunction with other measures to monitor performance and make investment decisions and has been reviewed by Ernst & Young. Underlying profit is a measure which the Group uses consistently across reporting periods. Underlying profit is used to determine the dividend payout to shareholders.

## Cash flows

- Net operating cash flows of \$190.4m, down 14% from \$222.7m at 1H21 primarily due:
  - Slightly lower volumes of new sale settlements compared to 1H21
  - Timing of resale cash flows relating to outgoing residents. This impacted circa 30 additional units relative to 1H21 but is expected to reverse in 2H22 as a high proportion of these units are now contracted and awaiting settlement
  - Increased operating costs relating to COVID-19, new roles and cost pressures
- Investing cash out flows of \$267.0m, up 44% on 1H21, reflect the following:
  - Acquisition of land
  - Main building spend across six sites, including increased spend on two additional sites (Pāpāmoa and Bell Block)
  - Villa stages across 13 sites
- Net financing cash flows of \$104.6m, up \$138.4m on 1H21 driven by higher net proceeds from borrowings

# \$190.4m

Net operating cash flows

# 14%

Decrease on 1H21 ▼

NZ\$m	1H22	1H21	Variance	FY21
Net operating business cash flow	7.4	35.5	(79%)	45.8
Receipts for residents' loans - new sales	183.0	187.2	(2%)	337.6
<b>Net operating cash flow</b>	<b>190.4</b>	<b>222.7</b>	<b>(14%)</b>	<b>383.4</b>
Purchase of land	(66.5)	(23.8)	180%	(72.0)
Construction of new IP & care facilities	(177.4)	(142.1)	25%	(318.3)
Refurb of existing IP & care facilities	(5.5)	(4.1)	33%	(8.5)
Other investing cash flows	(3.8)	(5.6)	(32%)	(9.7)
Capitalised interest paid	(13.8)	(9.8)	42%	(16.5)
<b>Net investing cash flow</b>	<b>(267.0)</b>	<b>(185.4)</b>	<b>44%</b>	<b>(425.0)</b>
Net proceeds from borrowings	122.5	(20.1)	(709%)	67.1
Net dividends paid	(12.2)	(9.8)	25%	(23.7)
Other financing cash flows	(5.6)	(3.9)	44%	(9.2)
<b>Net financing cash flow</b>	<b>104.6</b>	<b>(33.8)</b>	<b>(409%)</b>	<b>34.2</b>

## Balance sheet

- Total assets of \$5.4b, up 23% on 1H21 driven by portfolio growth and the underlying value in our existing villages
- Investment property valuation of \$5.0b, up 22% on 1H21
- Retained earnings are now \$1.7b, up 29% from \$1.3b at 1H21. This continues to positively impact balance sheet strength and company gearing ratios
- Other assets include buildings, which are primarily care centres
- Net tangible assets per share of \$8.91, the highest of all listed operators in the sector

# \$5.4b

Total assets ▲ 23%

# \$1.7b

Retained earnings ▲ 29%

NZ\$m	1H22	1H21	Variance	FY21
Investment property	4,955	4,066	22%	4,580
Other assets	420.0	309.3	36%	343.5
<b>Total assets</b>	<b>5,375</b>	<b>4,375</b>	<b>23%</b>	<b>4,924</b>
Residents' loans	2,008	1,708	18%	1,847
Face value of bank loans & bonds*	896.9	662.7	35%	749.9
Other liabilities	407.4	386.7	5%	402.1
<b>Total liabilities</b>	<b>3,313</b>	<b>2,757</b>	<b>20%</b>	<b>2,999</b>
<b>Net assets**</b>	<b>2,062</b>	<b>1,618</b>	<b>27%</b>	<b>1,925</b>
<b>NTA (cents per share)</b>	<b>891.3</b>	<b>708.0</b>	<b>26%</b>	<b>835.9</b>

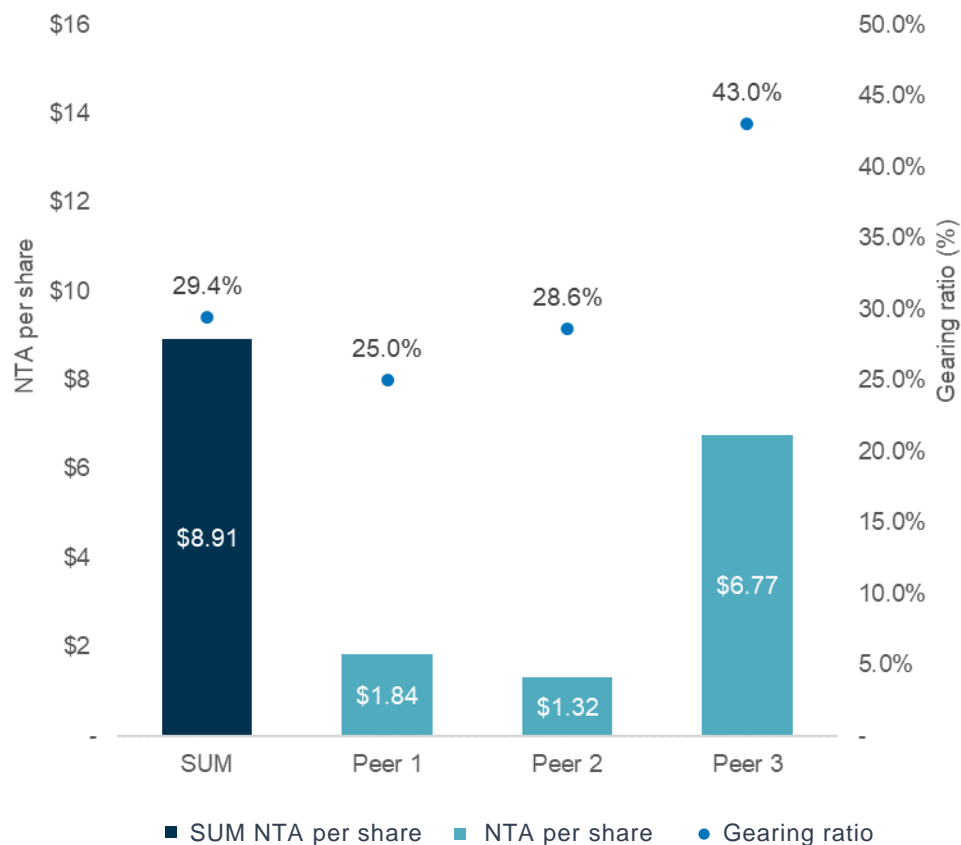
\* Face value of drawn bank debt and retail bonds. Excludes capitalised and amortised transaction costs for loans and borrowing, and fair value movement on hedged borrowings.

\*\* Net assets includes share capital, reserves, and retained earnings

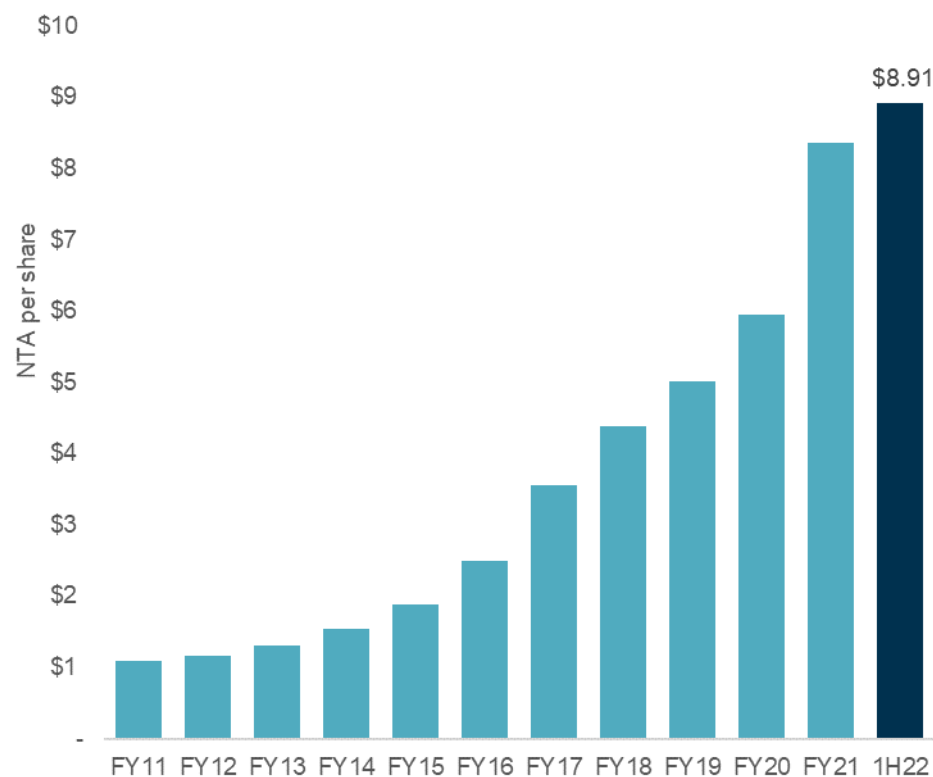
# Net tangible assets

Strong financial disciplines underpinning net tangible assets and gearing

## Net tangible assets and gearing\*



## Summerset net tangible assets per share



\* Peer results based on most recent results presentations and annual or half year reports



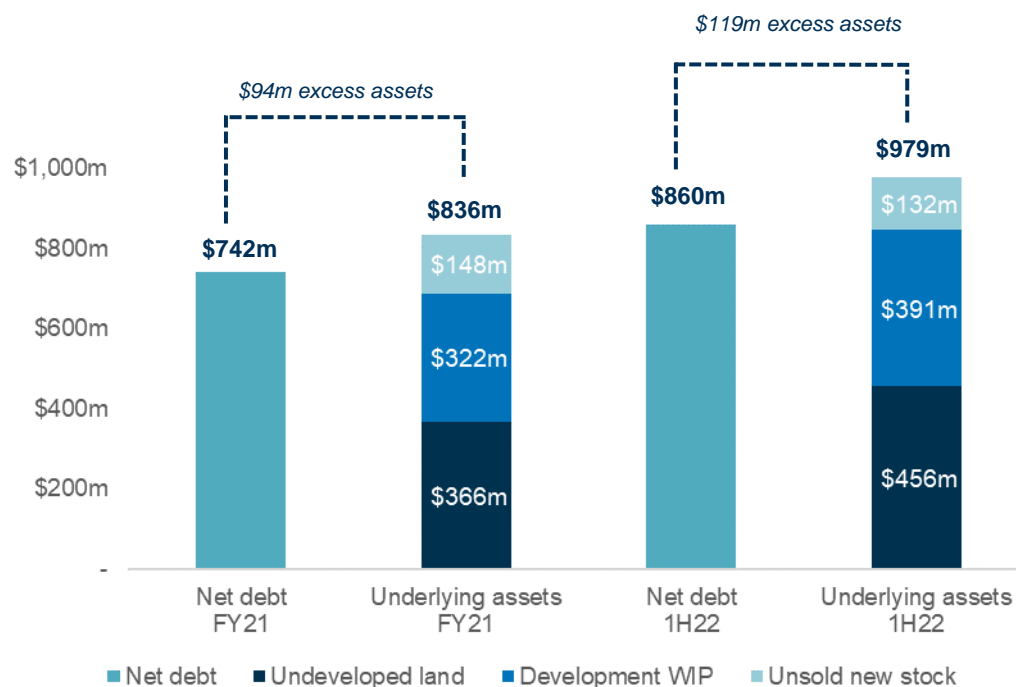
## Gearing ratio

- Net debt of \$860.3m\* as at 30 June 2022, up from \$741.5m\* at FY21
- Uplift in gross debt driven by increased build rate across our developing villages and land settlements in the period
- Gearing ratio of 29.4%, up from 28.5% at 1H21 and 27.8% at FY21
- New Zealand gearing ratio with Australian growth related debt excluded is 23.8%
- Development assets exceed the value of net debt by \$119m, or 14%

# 29.4%

## Gearing ratio

Net debt to underlying assets



	1H22	1H21	Variance	FY21
Gearing ratio (%)**	29.4%	28.5%	3.5%	27.8%
Bank & bond LVR (%)**	32.9%	31.2%	5.4%	29.8%

\* Face value of drawn bank debt and retail bonds. Excludes capitalised and amortised transaction costs for loans and borrowing, and fair value movement on hedged borrowings less cash and cash equivalents

\*\* Gearing ratio calculation (net debt / net debt plus book equity) differs from the Summerset Group's bank and bond LVR covenant (Total debt of the Summerset Group / Property value of the Summerset Group)

# Funding

- Bank facility approximately \$1.2b, with existing \$375.0m of retail bonds
- Total facility (incl. bonds) has an average tenure of 3.2 years
- Bank facility has undrawn capacity at \$634.8m at 1H22
- Increased capacity since October 2021 provides sufficient headroom to fund growth in Australia, in line with previously signalled plans

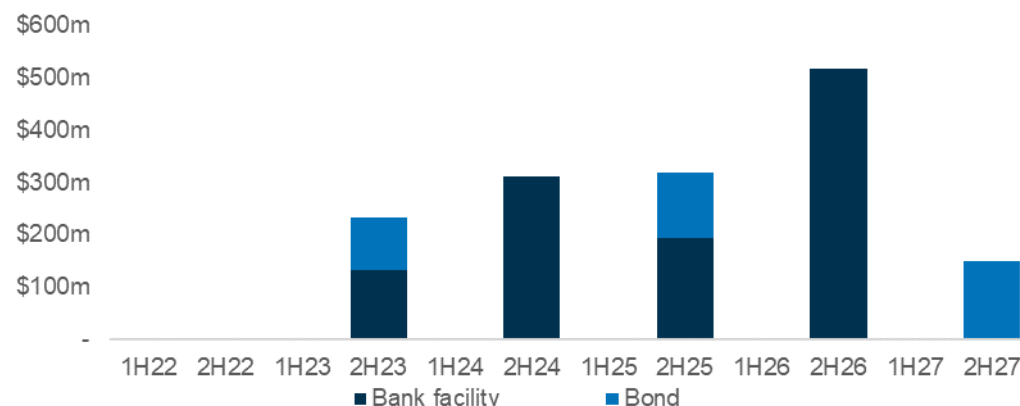
## \$1.2b

Bank facility

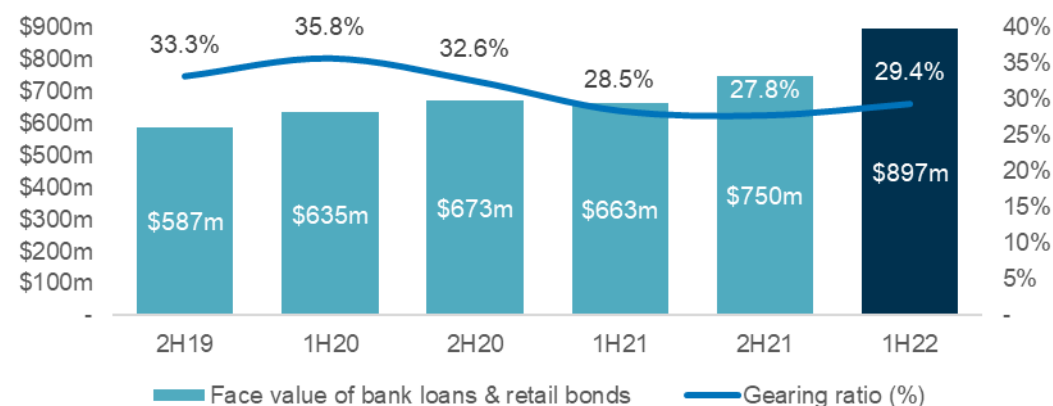
## \$375m

Retail bonds

### Funding maturity profile



### Gross borrowings and gearing



\* Face value of drawn bank debt and retail bonds. Excludes capitalised and amortised transaction costs for loans and borrowing, and fair value movement on hedged borrowings less cash and cash equivalents

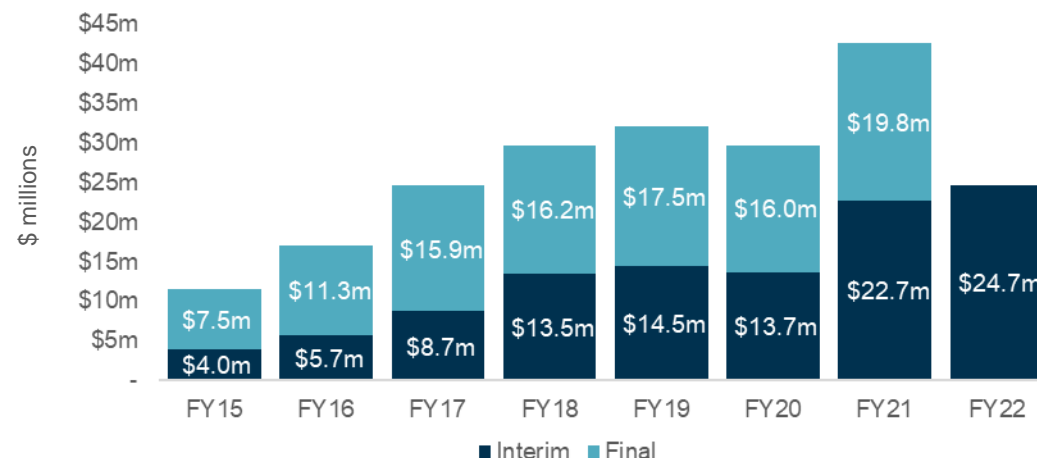
\*\* Gearing ratio calculation (net debt / net debt plus book equity) differs from the Summerset Group's bank and bond LVR covenant (Total debt of the Summerset Group / Property value of the Summerset Group)

# Interim dividend

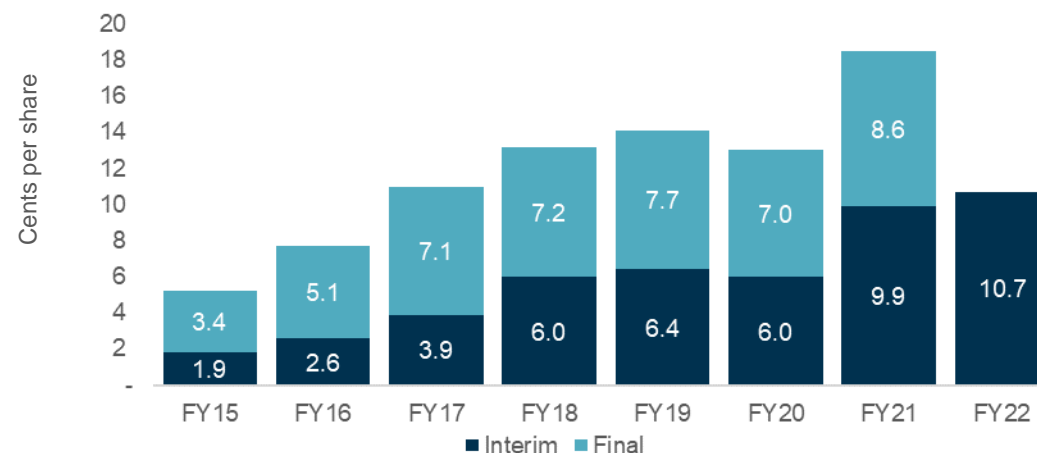
## Declared 1H22 interim dividend of 10.7 cents per share

- The Board has declared an unimputed interim dividend of 10.7 cents per share, being 30% of underlying profit
- This represents a payout for 1H22 of approximately \$24.7m, 30% of 1H22 underlying profit
- The dividend reinvestment plan (DRP) will apply to this dividend enabling shareholders to take shares in lieu of the cash dividend
- A discount of 2% will be applied when determining the price per share of shares issued under the DRP
- Eligible investors wishing to take up the DRP must register by 5.30pm NZT on Wednesday 7 September 2022. Any applications received on or after this time will be applied to subsequent dividends
- The interim dividend will be paid on Monday 19 September 2022. The record date for final determination of entitlements to the interim dividend is Tuesday 6 September 2022
- The dividend policy remains 30% to 50% of underlying profit for the full year period. As previously indicated, dividend payments are likely to continue to be at the bottom end of this range given the growth opportunities present for the business at this time

## Gross dividend payout per year



## Dividend per share



# Business performance

Half Year Report 2022

36



Summerset by the Sea (Katikati, Bay of Plenty)

# Retirement unit delivery

Second highest 1H deliveries of 223 total units

- A total of 223 retirement units delivered in the period across ten villages
- This is the second highest number of first half deliveries for Summerset, and a record number of villa deliveries for a six month period
- The balanced delivery profile continues to highlight our diversified construction programme operating across ten regions in New Zealand
- Expect to welcome our first residents into our Prebbleton village in Q4 2022, marking the opening of our fourth Canterbury village
- Kenepuru main building nearing completion, will include rec and admin areas, serviced apartments, memory care apartments and a care centre
- Kenepuru will be the sixth village to provide our market leading memory care in New Zealand

## 223

Retirement units delivered

## 10

Regions in construction

1H22 unit delivery				Care units			Total units
	Villas	Apartments	Serviced apartments	Memory care apartments	Care suites	Care beds	
Avonhead	22	-	-	-	-	-	22
Bell Block	18	-	-	-	-	-	18
Casebrook	20	-	-	-	-	-	20
Hobsonville	16	-	-	-	-	-	16
Kenepuru	17	-	-	-	-	-	17
Pāpāmoa	26	-	-	-	-	-	26
Richmond	35	-	-	-	-	-	35
Rototuna	21	-	-	-	-	-	21
Te Awa	18	-	-	-	-	-	18
Whangārei	30	-	-	-	-	-	30
<b>Total</b>	<b>223</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>223</b>



# Development margin

Realised development margin of \$52.3m, with a 28% development margin

- Realised development margin of \$52.3m, a record half year result and up 29% from \$40.7m in 1H21
- Development margin of 28%, up from 22% in 1H21 driven by:
  - Further strengthening of margins on villa stages with an average margin of around 35%, up from 28% 1H21 and 31% 2H21
  - A lower weighting to apartment settlements relative to 1H21
  - Fewer Auckland settlements across all unit types
- Expect development margin to normalise next year in line with delivery mix that includes more serviced apartments and care units
- New sales benefitted from a balanced nationwide settlement profile, no more than 28% of new sales coming from a single region
- We are expecting development margin for 2H22 to remain consistent with 1H22

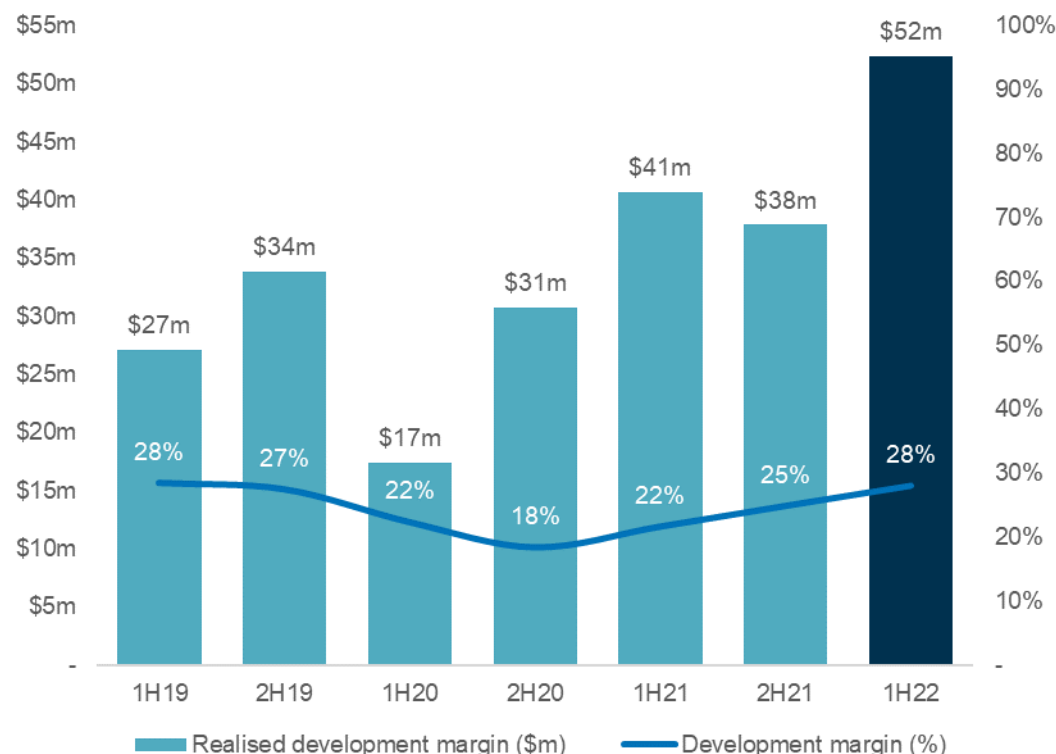
## 28%

Development margin

## \$52.3m

Realised margin ▲ 29%

Realised development margin



# New sales

289 new sales in the period, gross proceeds of \$186.8m

- 289 new sales of Occupation Rights in 1H22, the second highest number for a six month period
- Gross proceeds of \$186.8m, in line with the \$188.0m achieved in 1H21 - the increases in average prices offsetting lower total volumes
- Average gross proceeds per new sale settlement of \$646k, up from \$623k on 1H21 (3.8%)
- Seven regions secured more than 20 settlements each
- Looking ahead, we continue to see strong presales with several stages to be delivered in 2H22 already fully presold

## 289

New sales of  
Occupation Rights

## \$646k

Average gross  
proceeds ▲ 3.8%

New sales	1H22	1H21	Variance	FY21
<b>Gross proceeds (\$m)</b>	<b>186.8</b>	<b>188.0</b>	<b>(1%)</b>	<b>340.3</b>
Villas	182	197	(8%)	335
Apartments	25	47	(47%)	79
Serviced apartments	49	45	9%	92
Memory care apartments	25	7	257%	19
Care suites	8	6	33%	15
<b>Total Occupation Rights</b>	<b>289</b>	<b>302</b>	<b>(4%)</b>	<b>540</b>

# New sales stock

Uncontracted stock levels down 23% from FY21

- Good progress made on selling down new sale stock
- Uncontracted new sale stock of 201 units, down from 262 at FY21 (-23%)
- Uncontracted stock as a % of portfolio of 3.8% is now at the lowest level in five years
- The decline in overall stock has been driven by:
  - Good apartment sales at Ellerslie and Kenepuru
  - The sale of serviced apartments, memory care apartments and care suites at Avonhead, Richmond and Rototuna. Over two thirds of these main building units are now contracted or settled
  - The sell down of remaining serviced apartment stock in Auckland and Katikati
- Increase in villa stock driven by high deliveries in the last two months of 1H22, only 21% of all units delivered in the period remain uncontracted
- Like presales, we continue to maintain strong contracted stock levels on delivered units which positions us well for the remainder of the year

## 201

Uncontracted  
new sale stock

## 3.8%

Percentage of  
uncontracted stock

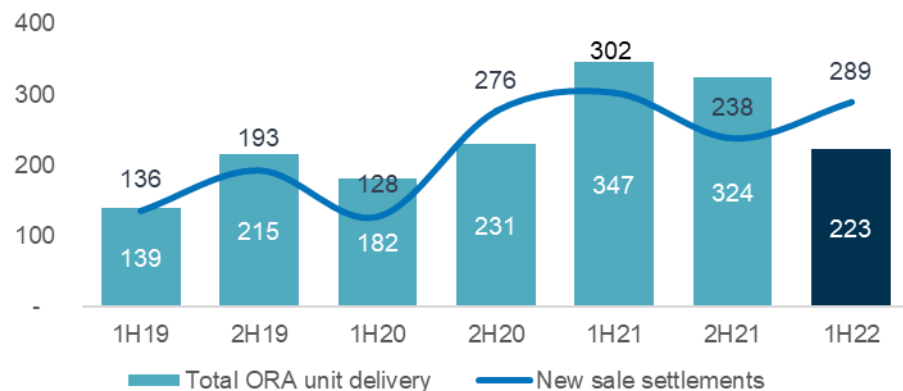
New sales stock	1H22	FY21	1H21
Contracted	113	115	93
Uncontracted	201	262	222
<b>Total new sales stock</b>	<b>314</b>	<b>377</b>	<b>315</b>
Contracted	59	54	48
Uncontracted	64	28	24
<b>Villas</b>	<b>123</b>	<b>82</b>	<b>72</b>
Contracted	18	19	17
Uncontracted	40	64	74
<b>Apartments</b>	<b>58</b>	<b>83</b>	<b>91</b>
Contracted	29	26	21
Uncontracted	64	116	79
<b>Serviced apartments</b>	<b>93</b>	<b>142</b>	<b>100</b>
Contracted	4	15	7
Uncontracted	14	28	28
<b>Memory care apartments</b>	<b>18</b>	<b>43</b>	<b>35</b>
Contracted	3	1	-
Uncontracted	19	26	17
<b>Care suites</b>	<b>22</b>	<b>27</b>	<b>17</b>

Percentage of uncontracted stock calculated off all units sold under Occupation Right Agreement

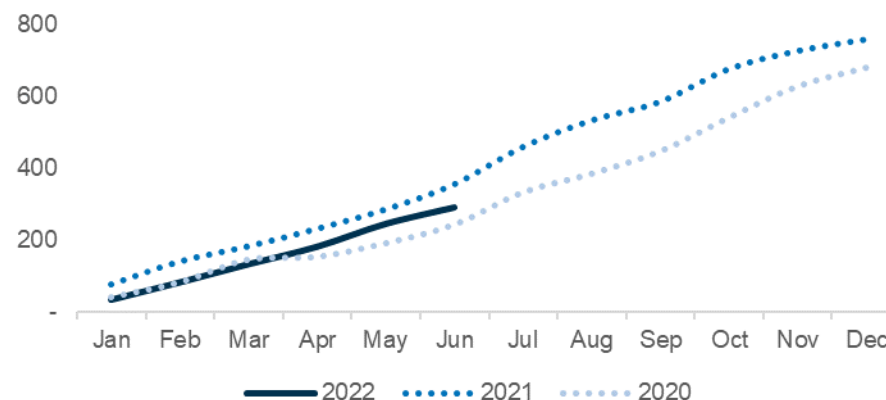


# New sales performance

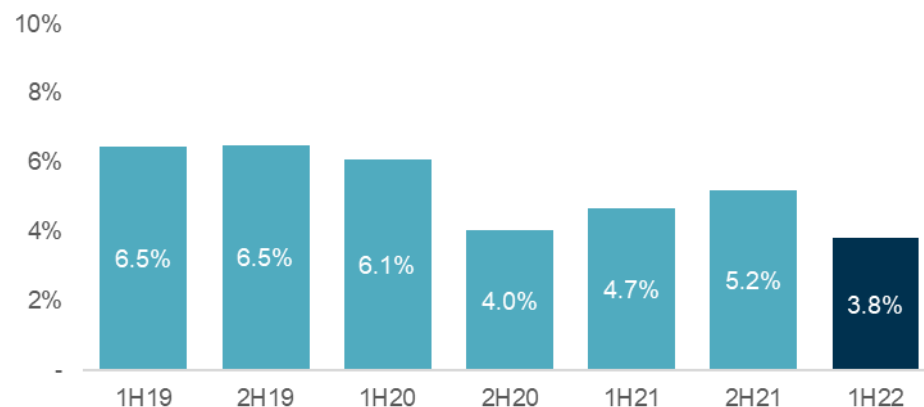
## New sale settlements and total ORA unit delivery



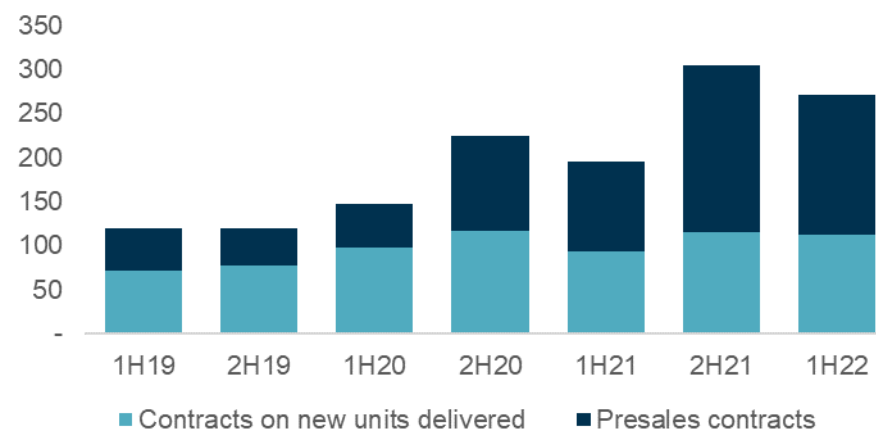
## Annual new sales contracts



## Uncontracted new sales stock as % of portfolio



## Committed new sales pipeline



# Resales

Realised gain of \$31.9m, up 8%, embedded value now \$1.5b

- Total resales of 222 Occupation Rights in 1H22, down from 243 in 1H21, but up from 195 in 2H21
- Gross proceeds per resale settlement of \$557k, up 7% from \$521k in 1H21
- Total gross proceeds of \$123.7m, broadly in line with 1H21 as higher average gross proceeds per unit were offset by lower overall resales
- Realised resale gain of \$31.9m with an average gain per unit of \$144k, up 17% on 1H21
- Realised resale gain of 26%, reflects a higher proportion of resales in developing villages and a higher weighting to serviced and memory care apartments
- Villa margins in existing villages continue to track above 33%

## 222

Resales of Occupation Rights

## \$31.9m

Realised resale gain ▲8%

Resales	1H22	1H21	Variance	FY21
Gross proceeds (\$m)	123.7	126.6	(2%)	231.3
Realised resale gains (\$m)	31.9	29.4	8%	59.9
Realised resale gains (%)	26%	23%	11%	26%
DMF realisation (\$m)	16.2	17.8	(9%)	32.0
Villas	96	125	(23%)	219
Apartments	27	35	(23%)	58
Serviced apartments	92	79	16%	151
Memory care apartments	6	4	50%	10
Care Suites	1	-	-	-
Total Occupation Rights	222	243	(9%)	438

# Embedded value

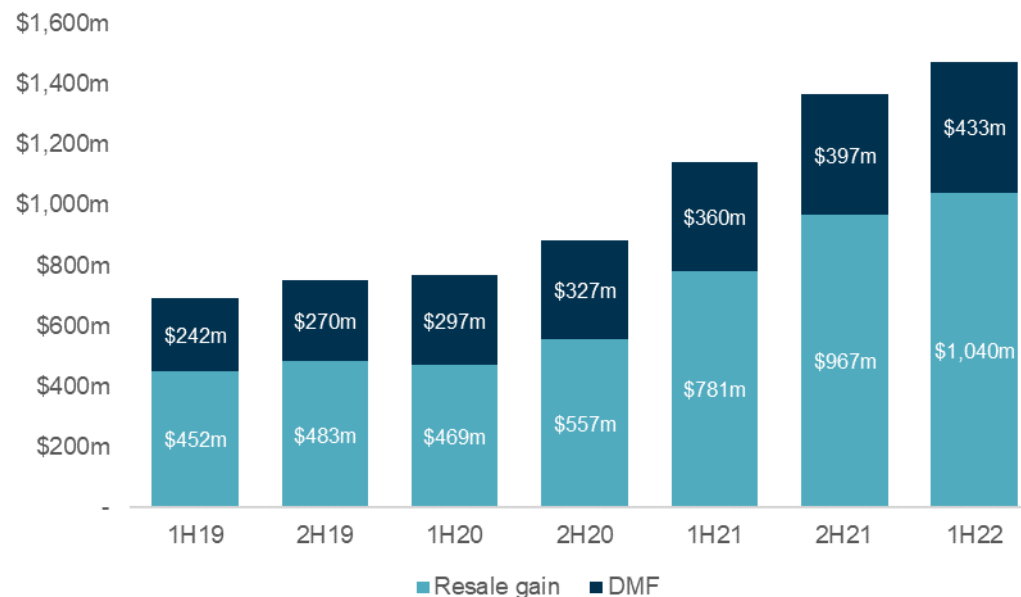
Embedded value now \$1.5b, up 29%

- Total embedded value now \$1.5b, having increased from \$1.1b at 1H21, a 29% uplift
- Embedded value comprised of:
  - \$1.04b resale gains
  - \$0.43b deferred management fees
- Embedded value per unit is now \$278k, up from \$240k at 1H21, which will provide a strong platform for future earnings growth
- Unrealised resale gain per unit now \$197k, compared to \$164k at 1H21

## \$1.5b

Embedded value

Embedded value



	1H22	1H21	Variance	FY21
DMF	\$432.6	\$360.0	20%	\$397.4
Resale gain	\$1,040.4	\$780.9	33%	\$967.3
<b>Embedded value</b>	<b>\$1,473</b>	<b>\$1,141</b>	<b>29%</b>	<b>\$1,365</b>



# Resale stock

Available resale stock remains at low levels

- Resale stock has increased from 198 units at FY21 to 233 units at 1H22 (18%)
- The increase in overall stock driven by a record number of vacated units in the period, up 24% on 1H21
- Almost 40% of units vacated in the period did so in the last two months, impacting 1H22 resales cash flow but providing a good platform for sales in 2H22
- Contracted resale stock of 137 units is the highest number of contracted resale units in Summerset's history
- Waitlist numbers continue to be strong at over 1,300

# 96

Uncontracted  
resale stock

# 1.8%

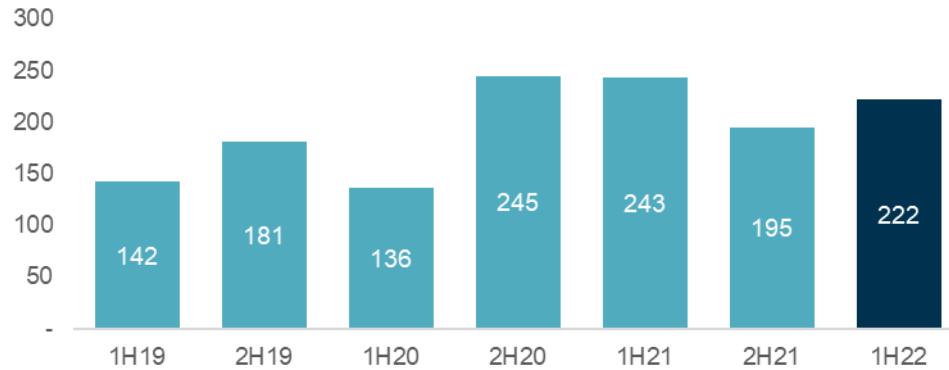
Percentage of  
uncontracted stock

Resale stock	1H22	FY21	1H21
Contracted	137	118	87
Uncontracted	96	80	62
<b>Total resale stock</b>	<b>233</b>	<b>198</b>	<b>149</b>
Contracted	68	52	37
Uncontracted	40	18	8
<b>Villas</b>	<b>108</b>	<b>70</b>	<b>45</b>
Contracted	18	15	12
Uncontracted	12	15	12
<b>Apartments</b>	<b>30</b>	<b>30</b>	<b>24</b>
Contracted	47	48	36
Uncontracted	37	46	41
<b>Serviced apartments</b>	<b>84</b>	<b>94</b>	<b>77</b>
Contracted	4	3	2
Uncontracted	6	1	1
<b>Memory care apartments</b>	<b>10</b>	<b>4</b>	<b>3</b>
Contracted	-	-	-
Uncontracted	1	-	-
<b>Care suites</b>	<b>1</b>	<b>-</b>	<b>-</b>

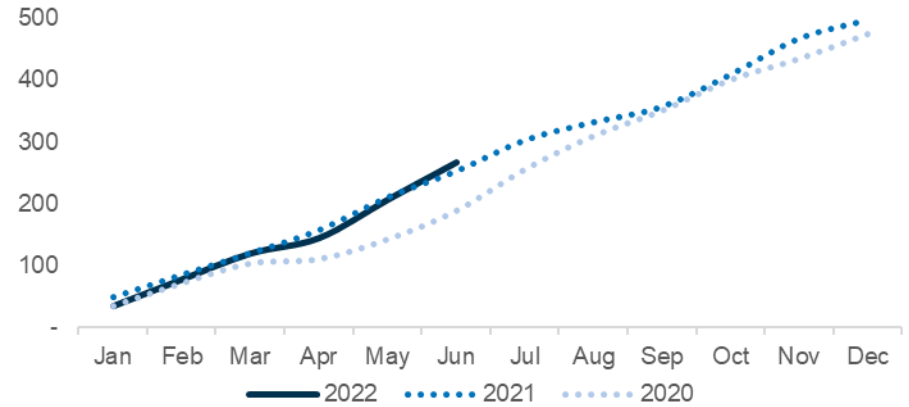
Percentage of uncontracted stock calculated off all units sold under Occupation Right Agreement

# Resale performance

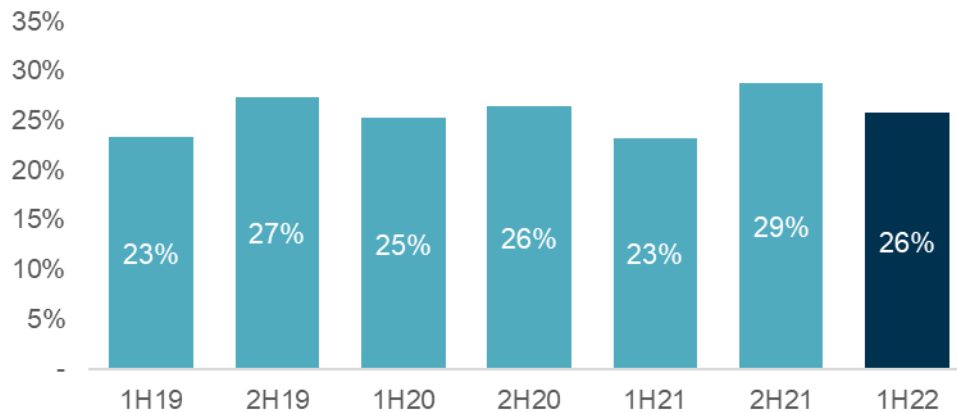
## Resale settlements



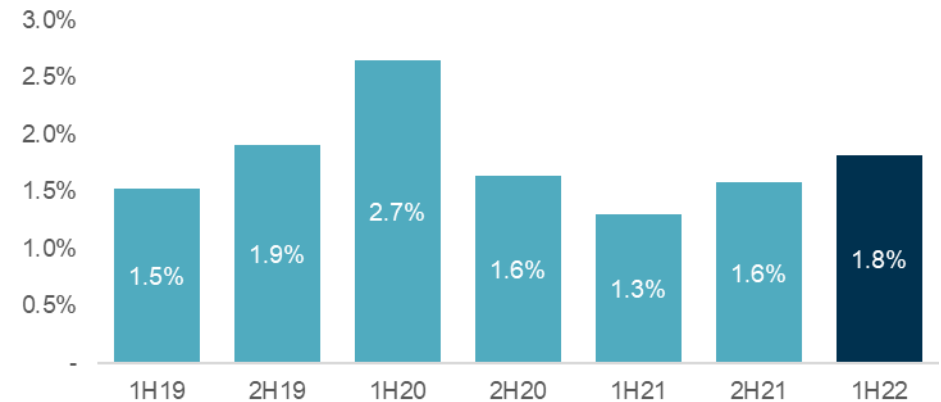
## Annual resale contracts



## Realised resale gain



## Uncontracted resale stock as % of portfolio







# Questions



## Disclaimer

- This presentation may contain projections or forward looking statements regarding a variety of items. Such forward looking statements are based upon current expectations and involve risks and uncertainties
- Actual results may differ materially from those stated in any forward looking statement based on a number of important factors and risks
- Although management may indicate and believe the assumptions underlying the forward looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward looking statements will be realised
- 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

# Appendix

- 01 Summerset overview
- 02 Portfolio and land bank
- 03 Underlying profit reconciliation
- 04 Historical trends
- 05 Fair value movement
- 06 Demographics
- 07 Summerset growth
- 08 Customer profile and occupancy



# Summerset overview

Diversified portfolio throughout New Zealand



Our people

**7,100+**

Residents



Our care

**1,098**

Care units in portfolio



Our portfolio

**5,153**

Retirement units in portfolio

**2,300+**

Staff members

**1,302**

Care units in land bank

**5,645\***

Retirement units in land bank

**\$5.4b**

Total assets





# Portfolio as at 30 June 2022

6,251 total units including 5,153 retirement units and 1,098 care units

Village	Existing portfolio - as at 30 June 2022						Total units and care beds
	Villas	Retirement units Apartments	Serviced apartments	Memory care apartments	Care units Care suites	Care beds	
Whangārei	33	-	-	-	-	-	33
<b>Northland</b>	<b>33</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33</b>
Ellerslie	38	218	57	-	-	58	371
Hobsonville	147	73	52	-	-	52	324
Karaka	182	-	59	-	-	50	291
Manukau	89	67	27	-	-	54	237
Warkworth	202	2	44	-	-	41	289
<b>Auckland</b>	<b>658</b>	<b>360</b>	<b>239</b>	<b>-</b>	<b>-</b>	<b>255</b>	<b>1,512</b>
Hamilton	183	-	50	-	-	49	282
Rototuna	184	-	56	20	7	36	303
Taupō	94	34	18	-	-	-	146
<b>Waikato</b>	<b>461</b>	<b>34</b>	<b>124</b>	<b>20</b>	<b>7</b>	<b>85</b>	<b>731</b>
Katikati	156	-	30	-	-	27	213
Pāpāmoa Beach	76	-	-	-	-	-	76
<b>Bay of Plenty</b>	<b>232</b>	<b>-</b>	<b>30</b>	<b>-</b>	<b>-</b>	<b>27</b>	<b>289</b>
Hastings	146	5	-	-	-	-	151
Havelock North	94	28	-	-	-	45	167
Napier	94	26	20	-	-	48	188
Te Awa	111	-	-	-	-	-	111
<b>Hawke's Bay</b>	<b>445</b>	<b>59</b>	<b>20</b>	<b>-</b>	<b>-</b>	<b>93</b>	<b>617</b>
Bell Block	78	-	-	-	-	-	78
New Plymouth	108	-	40	-	-	52	200
<b>Taranaki</b>	<b>186</b>	<b>-</b>	<b>40</b>	<b>-</b>	<b>-</b>	<b>52</b>	<b>278</b>

# Portfolio as at 30 June 2022

6,251 total units including 5,153 retirement units and 1,098 care units

Village	Existing portfolio - as at 30 June 2022						Total units and care beds
	Villas	Retirement units Apartments	Serviced apartments	Memory care apartments	Care units Care suites	Care beds	
Levin	64	22	-	10	-	41	137
Palmerston North	90	12	-	-	-	44	146
Whanganui	70	18	12	-	-	37	137
<b>Manawatū-Whanganui</b>	<b>224</b>	<b>52</b>	<b>12</b>	<b>10</b>	<b>-</b>	<b>122</b>	<b>420</b>
Aotea	96	33	38	-	-	-	167
Kenepuru	82	48	-	-	-	-	130
Paraparaumu	92	22	-	-	-	44	158
Trentham	231	12	40	-	-	44	327
<b>Wellington-Kāpiti</b>	<b>501</b>	<b>115</b>	<b>78</b>	<b>-</b>	<b>-</b>	<b>88</b>	<b>782</b>
Nelson	214	-	55	-	-	59	328
Richmond	140	-	56	20	17	26	259
<b>Nelson-Tasman</b>	<b>354</b>	<b>-</b>	<b>111</b>	<b>20</b>	<b>17</b>	<b>85</b>	<b>587</b>
Avonhead	140	-	79	20	17	26	282
Casebrook	197	-	56	20	-	43	316
Wigram	159	-	53	-	-	49	261
<b>Canterbury</b>	<b>496</b>	<b>-</b>	<b>188</b>	<b>40</b>	<b>17</b>	<b>118</b>	<b>859</b>
Dunedin	61	20	20	-	-	42	143
<b>Otago</b>	<b>61</b>	<b>20</b>	<b>20</b>	<b>-</b>	<b>-</b>	<b>42</b>	<b>143</b>
<b>Total</b>	<b>3,651</b>	<b>640</b>	<b>862</b>	<b>90</b>	<b>41</b>	<b>967</b>	<b>6,251</b>

# Future development

Largest New Zealand land bank for a retirement village operator of 5,646 units and beds

Village	Landbank – as at 30 June 2022						Total units and care beds
	Villas	Retirement units Apartments	Serviced apartments	Memory care apartments	Care units Care suites	Care beds	
Whangārei	184	-	60	20	27	9	300
<b>Northland</b>	<b>184</b>	<b>-</b>	<b>60</b>	<b>20</b>	<b>27</b>	<b>9</b>	<b>300</b>
Half Moon Bay	-	218	33	20	49	-	320
Hobsonville	16	-	-	-	-	-	16
Milldale	102	124	60	20	27	7	340
Parnell	-	216	36	20	44	-	316
St Johns	11	225	64	-	41	-	341
<b>Auckland</b>	<b>129</b>	<b>783</b>	<b>193</b>	<b>60</b>	<b>161</b>	<b>7</b>	<b>1,333</b>
Pāpāmoa Beach	135	-	60	20	25	11	251
Rotorua	247	-	20	20	10	20	317
<b>Bay of Plenty</b>	<b>382</b>	<b>-</b>	<b>80</b>	<b>40</b>	<b>35</b>	<b>31</b>	<b>568</b>
Cambridge	260	-	60	20	27	9	376
Rototuna	4	-	-	-	-	-	4
<b>Waikato</b>	<b>264</b>	<b>-</b>	<b>60</b>	<b>20</b>	<b>27</b>	<b>9</b>	<b>380</b>
Bell Block	144	-	60	20	25	11	260
<b>Taranaki</b>	<b>144</b>	<b>-</b>	<b>60</b>	<b>20</b>	<b>25</b>	<b>11</b>	<b>260</b>
Te Awa	130	-	56	20	17	26	249
<b>Hawke's Bay</b>	<b>130</b>	<b>-</b>	<b>56</b>	<b>20</b>	<b>17</b>	<b>26</b>	<b>249</b>
Kelvin Grove	240	-	20	20	10	20	310
<b>Manawatū-Whanganui</b>	<b>240</b>	<b>-</b>	<b>20</b>	<b>20</b>	<b>10</b>	<b>20</b>	<b>310</b>
Kenepuru	32	-	86	20	17	26	181
Lower Hutt	46	109	58	14	12	12	251
Masterton	215	-	20	20	10	20	285
Waikanae	217	-	60	20	27	9	333
<b>Wellington-Kāpiti-Wairarapa</b>	<b>510</b>	<b>109</b>	<b>224</b>	<b>74</b>	<b>66</b>	<b>67</b>	<b>1,050</b>



# Future development

Largest New Zealand land bank for a retirement village operator of 5,646 units and beds

Landbank – as at 30 June 2022							
Village	Villas	Retirement units Apartments	Serviced apartments	Memory care apartments	Care units Care suites	Care beds	Total units and care beds
Richmond	128	-	-	-	-	-	128
<b>Nelson-Tasman</b>	<b>128</b>	-	-	-	-	-	<b>128</b>
Blenheim	148	-	60	20	27	9	264
<b>Marlborough</b>	<b>148</b>	-	<b>60</b>	<b>20</b>	<b>27</b>	<b>9</b>	<b>264</b>
Avonhead	23	-	-	-	-	-	23
Casebrook	72	-	-	-	-	-	72
Prebbleton	221	-	60	20	27	7	335
Rangiora	260	-	60	20	27	7	374
<b>Canterbury</b>	<b>576</b>	-	<b>120</b>	<b>40</b>	<b>54</b>	<b>14</b>	<b>804</b>
<b>Total NZ</b>	<b>2,835</b>	<b>892</b>	<b>933</b>	<b>334</b>	<b>449</b>	<b>203</b>	<b>5,646</b>
Chirnside Park	175	-	50	36	36	-	297
Craigieburn	195	-	30	36	36	-	297
Cranbourne North	145	-	50	36	36	-	267
Oakleigh South	44	26	14	16	48	-	148
Torquay	203	-	53	18	18	-	292
<b>Total Australia</b>	<b>762</b>	<b>26</b>	<b>197</b>	<b>142</b>	<b>174</b>	<b>-</b>	<b>1,301</b>
<b>Total NZ and Australia</b>	<b>3,597</b>	<b>918</b>	<b>1,130</b>	<b>476</b>	<b>623</b>	<b>203</b>	<b>6,947</b>

# 1H22 underlying profit reconciliation

## Reconciliation of underlying profit to reported net profit after tax

	1H22	1H21	Variance	FY21
Net profit before tax (IFRS)	134.9	265.6	(49%)	543.6
<b>Net profit after tax (IFRS)</b>	<b>134.6</b>	<b>263.8</b>	<b>(49%)</b>	<b>543.7</b>
Less reversal of impairment on land & buildings	-	-	n/a	(3.4)
Less fair value movement of investment property	(136.7)	(260.2)	(47%)	(537.5)
Add realised gain on resales	31.9	29.4	8%	59.9
Add realised development margin	52.3	40.7	29%	78.5
Add/(less) deferred tax expense/credit	0.3	1.8	(84%)	(0.0)
<b>Underlying profit*</b>	<b>82.5</b>	<b>75.5</b>	<b>9%</b>	<b>141.1</b>

\* Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Underlying profit does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similar financial information presented by other entities. The Directors have provided an underlying profit measure in addition to IFRS profit to assist readers in determining the realised and unrealised components of fair value movement of investment property, impairment and tax expense in the Group's income statement. The measure is used internally in conjunction with other measures to monitor performance and make investment decisions and has been reviewed by Ernst & Young. Underlying profit is a measure which the Group uses consistently across reporting periods. Underlying profit is used to determine the dividend pay out to shareholders.

# Historical trends

Underlying profit 11 year CAGR of 32%

	Half Year Results	11 Year CAGR*	1H22	2H21	1H21	2H20	1H20	FY11 NZX Listed
Operational	New sales of occupation rights	16%	289	238	302	276	128	108
	Resales of occupation rights	12%	222	195	243	245	136	123
	<b>Total sales</b>	<b>14%</b>	<b>511</b>	<b>433</b>	<b>545</b>	<b>521</b>	<b>264</b>	<b>231</b>
	New units delivered**	13%	223	324	347	231	182	122
	Retirement units in portfolio**	13%	5,153	4,930	4,669	4,385	4,195	1,486
	Care units in portfolio***	12%	1,098	1,098	1,035	972	931	327
Financial (NZ\$m)	Total revenue (\$m)	19%	114.1	110.5	94.9	90.4	82.0	33.7
	<b>Net profit after tax (\$m)</b>	<b>46%</b>	<b>134.6</b>	<b>279.9</b>	<b>263.8</b>	<b>229.8</b>	<b>1.0</b>	<b>4.3</b>
	<b>Underlying profit**** (\$m)</b>	<b>32%</b>	<b>82.5</b>	<b>65.6</b>	<b>75.5</b>	<b>53.2</b>	<b>45.1</b>	<b>8.1</b>
	Net operating cash flow (\$m)	22%	190.4	160.7	222.7	174.0	92.8	43.7
	Total assets (\$m)	22%	5,375	4,924	4,375	3,893	3,433	616.9
	Total equity (\$m)	22%	2,062	1,925	1,618	1,355	1,113	233.4
	Interest bearing loans and borrowings (\$m)	26%	886.2	747.0	670.8	687.1	654.8	69.1
	Cash and cash equivalents (\$m)	-	36.6	8.4	19.4	15.8	13.0	9.0
	Gearing ratio (Net D/ Net D+E)	-	29.4%	27.8%	28.5%	32.6%	35.8%	20.5%
	EPS (cents) (IFRS profit)	42%	58.5	122.3	115.9	101.9	0.4	2.4
	NTA (cents)	21%	891.3	835.9	707.3	594.1	491.3	109.3
	Development margin (%)	-	28%	25%	22%	18%	22%	6%

\* Compound annual growth rate

\*\* New units delivered includes all retirement units and care units

\*\*\* Retirement units include villas, apartments and serviced apartments

\*\*\*\* Care units include memory care apartments, care suites and care beds

\*\*\*\*\* Underlying profit differs from NZ IFRS reported profit after tax. The measure has been reviewed by Ernst & Young. Refer to slide 54 for a reconciliation between the two measures, and note 2 of the financial statements for detail on the components of underlying profit



# Fair value movement

## Fair value movement of investment property – key assumptions

Fair value movement of investment property		Value of investment property*	Fair value gain/(loss)	Key valuation assumptions					
Village	Location	NZ\$m	NZ\$m	Discount rate	Growth rate Yr 1	Growth rate Yr 2	Growth rate Yr 3	Growth rate Yr 4	Growth rate Yr 5+
Summerset by the Park	Manukau	167.6	(1.5)	13.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset by the Lake	Taupo	85.6	1.3	15.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset in the Bay	Napier	92.4	(0.8)	13.75%	0.5%	1.0%	2.5%	3.0%	3.5%
Summerset in the Orchard	Hastings	102.3	0.5	14.75%	0.5%	1.0%	2.5%	3.0%	3.5%
Summerset in the Vines	Havelock North	85.4	0.8	14.50%	0.5%	1.0%	2.5%	3.0%	3.5%
Summerset in the River City	Whanganui	42.0	0.5	15.13%	1.0%	1.3%	2.5%	2.8%	3.0%
Summerset on Summerhill	Palmerston North	61.4	0.0	14.50%	1.0%	1.5%	2.5%	3.0%	3.5%
Summerset by the Ranges	Levin	38.9	1.1	14.88%	0.5%	1.3%	2.5%	3.0%	3.5%
Summerset on the Coast	Paraparaumu	77.2	(0.9)	14.25%	1.0%	1.5%	2.5%	2.8%	3.5%
Summerset at Aotea	Aotea	124.6	(1.9)	14.25%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset in the Sun	Nelson	184.6	2.1	13.50%	1.0%	1.5%	2.5%	3.0%	3.5%
Summerset at Bishopscourt	Dunedin	62.6	0.3	14.25%	1.0%	1.5%	2.5%	3.0%	3.5%
Summerset down the Lane	Hamilton	157.3	(2.0)	14.00%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Mountain View	New Plymouth	90.0	0.6	14.50%	1.0%	1.5%	2.5%	2.8%	3.5%
Summerset Falls	Warkworth	221.3	4.9	14.00%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Heritage Park	Ellerslie	370.2	(2.4)	14.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Karaka	Karaka	209.6	(0.1)	13.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Wigram	Wigram	137.9	3.9	13.75%	1.0%	1.5%	2.5%	3.0%	3.5%
Summerset at the Course	Trentham	208.9	1.3	14.00%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset by the Sea	Katikati	132.4	2.3	14.50%	1.0%	1.5%	2.5%	3.0%	3.5%
Total for completed villages		2,652.2	10.1						

\* Value of non land capital work in progress not represented in the above table

# Fair value movement

## Fair value movement of investment property – key assumptions

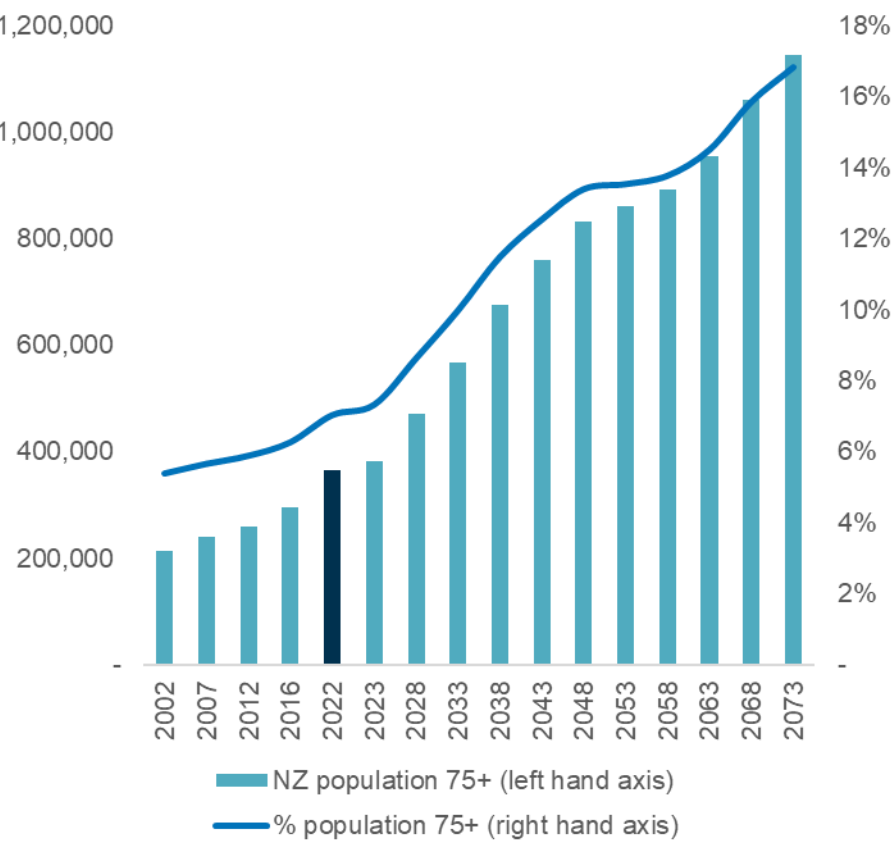
Fair value movement of investment property		Value of investment property*	Fair value gain/(loss)	Key valuation assumptions					
Village	Location	NZ\$m	NZ\$m	Discount rate	Growth rate Yr 1	Growth rate Yr 2	Growth rate Yr 3	Growth rate Yr 4	Growth rate Yr 5+
Summerset at Monterey Park	Hobsonville	310.2	5.6	13.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Rototuna	Rototuna	189.9	11.0	14.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset on Cavendish	Casebrook	180.1	10.3	15.00%	0.0%	1.0%	2.0%	3.0%	3.5%
Summerset Richmond Ranges	Richmond	149.6	16.4	15.00%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Avonhead	Avonhead	157.8	17.8	15.00%	0.0%	1.0%	2.0%	3.0%	3.5%
Summerset on the Landing	Kenepuru	140.6	11.7	15.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Palms	Te Awa	103.1	10.4	15.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset by the Dunes	Papamoa	80.1	15.1	15.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Pohutukawa Place	Bell Block	65.9	5.7	15.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Mount Denby	Whangarei	36.6	8.9	16.25%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset Prebbleton	Prebbleton	13.0	0.3	n/a	n/a	n/a	n/a	n/a	n/a
Summerset Boulcott	Lower Hutt	17.4	0.6	n/a	n/a	n/a	n/a	n/a	n/a
Summerset St Johns	St Johns	44.8	(0.8)	n/a	n/a	n/a	n/a	n/a	n/a
Summerset Waikanae	Waikanae	15.6	(0.2)	n/a	n/a	n/a	n/a	n/a	n/a
Summerset Cambridge	Cambridge	19.9	0.0	n/a	n/a	n/a	n/a	n/a	n/a
Summerset Blenheim	Blenheim	6.5	(0.0)	n/a	n/a	n/a	n/a	n/a	n/a
Total for villages in development		1,531.1	112.6						
Total for proposed villages		380.6	13.9						
Total for all villages		4,563.9	136.7						

\* Value of non land capital work in progress not represented in the above table

# Demographics

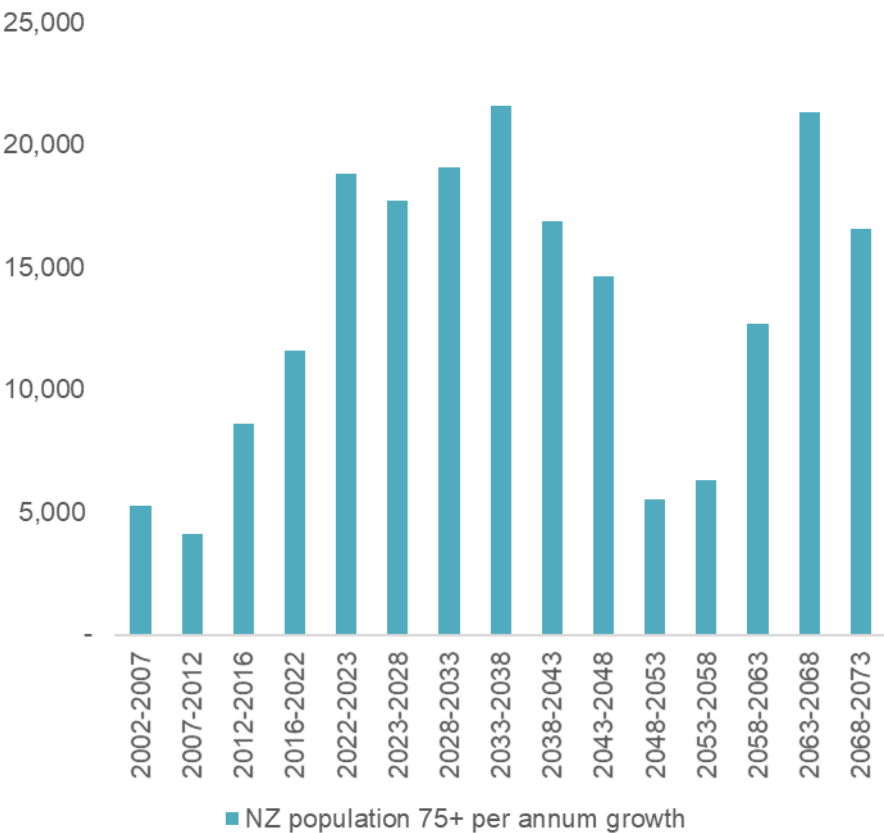
Population over 75 years forecast to grow 214% from 2022 to 2073

Population growth 75 years and over



Stats NZ Data

Per annum population growth 75 years and over



■ NZ population 75+ per annum growth

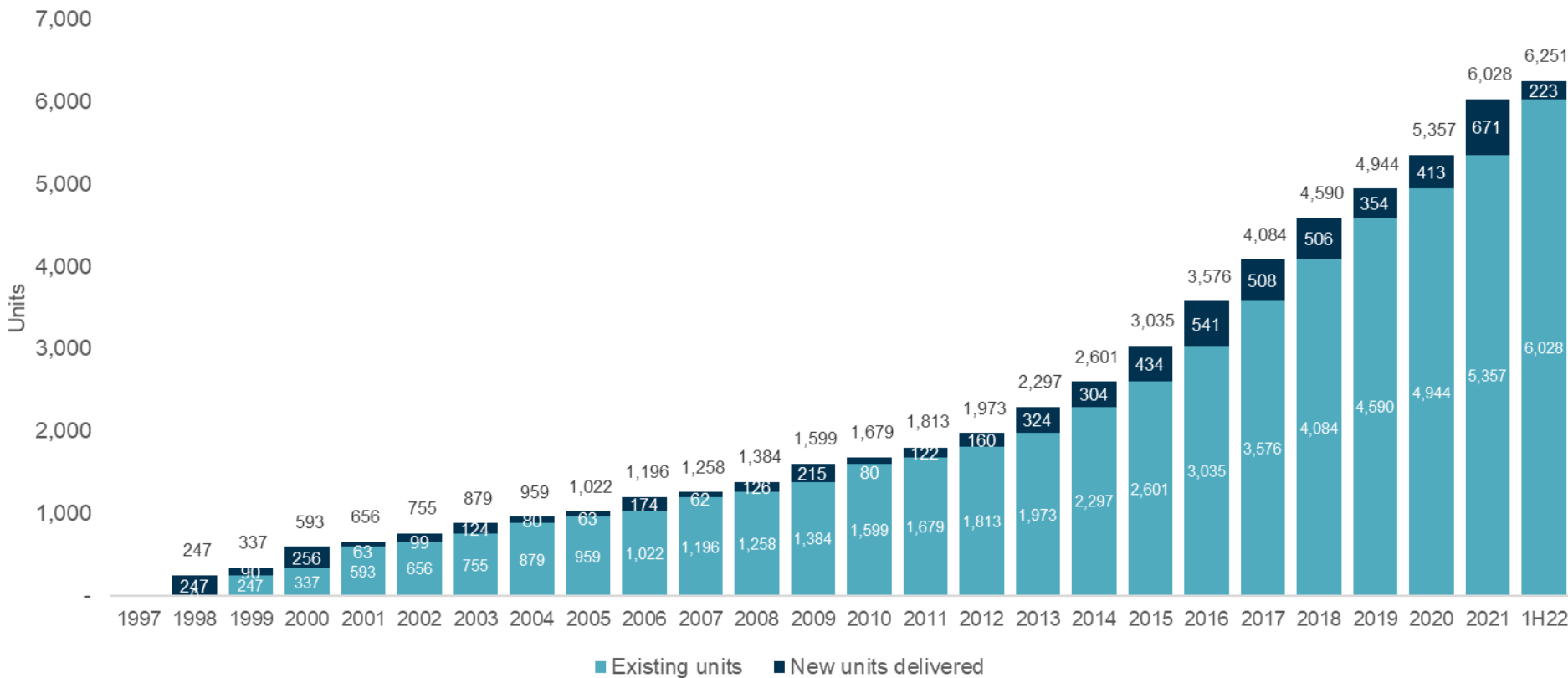
Stats NZ Data



# Summerset growth

25 years of consistent delivery and growth

Summerset build rate

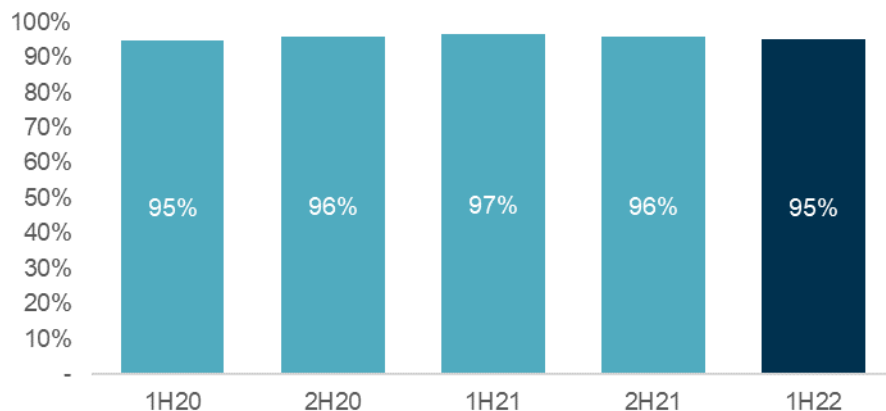


New units delivered includes retirement units, memory care apartments, care suites and care beds

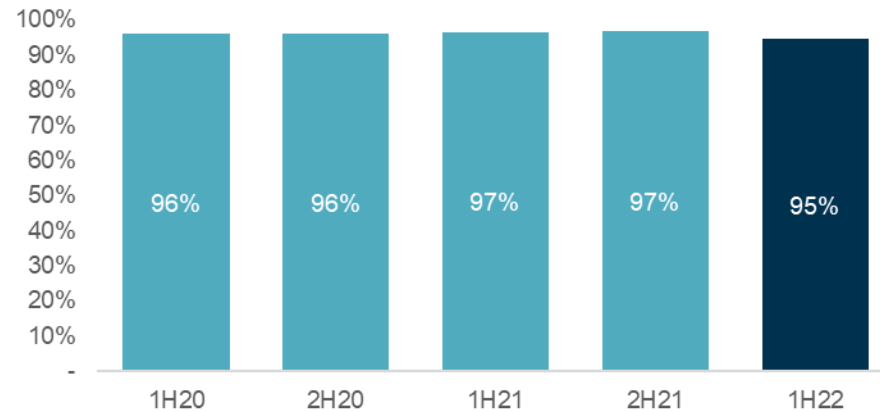
# Customer profile & occupancy

## Occupancy, tenure and resident demographic statistics

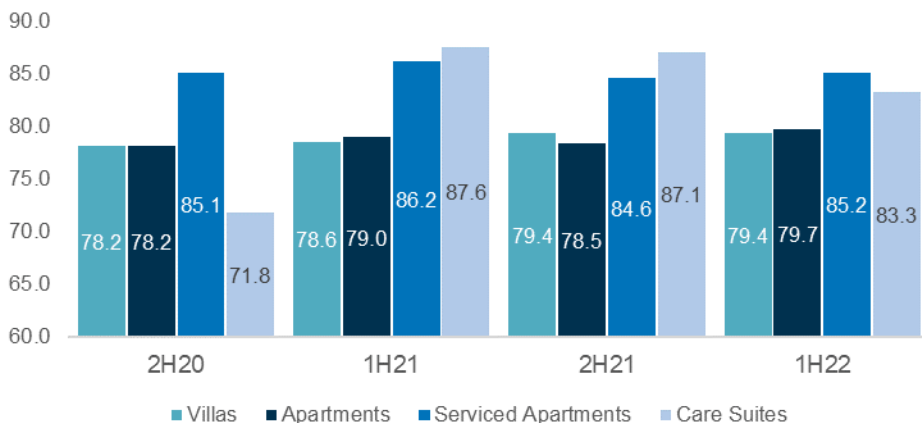
### Occupancy – retirement villages



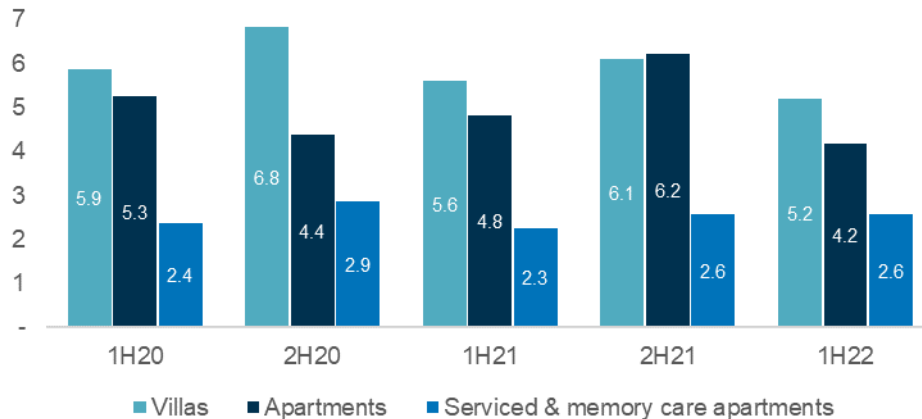
### Occupancy – established care centres



### Average entry age of residents (years)



### Average tenure (years)





# Ngā mihi

**For more information:**

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Chief Financial Officer  
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021 490 251



# Half Year Report

2022







Cover photo: Carl Mize (left) and Muriel Poulsen (right) from Avonhead





Sunsets on the Landing, Kenepuru



## OUR RESIDENTS

Bringing the best of life to our residents every day – resulting in high levels of resident satisfaction.



## OUR ENVIRONMENT

Everyday we focus on:

**Minimising waste**

**Increasing energy efficiency**

**Being more sustainable**





## OUR PEOPLE

People are the heart of  
Summerset. Our values are:

**Strong enough to care**

**One team**

**Strive to be the best**



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# Chair and CEO's report



**Mark Verbiest**  
Chair

Welcome to Summerset's half year report for the six months ended 30 June 2022.

The first six months of the current financial year have seen continued growth for us as a company, despite the arrival of the Omicron and other new COVID-19 variants in our villages. Managing outbreaks of COVID-19 in villages around the country has required significant focus to keep residents, staff and visitors safe.

Despite the challenges, Summerset has had an excellent start to the year and we'd like to take this opportunity to publicly thank our staff, particularly those on the frontline, for the dedication and focus they've shown to bring the best of life to our residents in very trying circumstances.

## **Our performance**

We are pleased to report an underlying profit of \$82.5 million for the six months ended 30 June 2022, an increase of 9.2% over the same period last year. Our IFRS net profit after tax was \$134.6 million for the same period.

We have had a number of achievements over the half year, particularly on the sales and construction side of the business.

We achieved our highest first quarter ever, and second highest quarter ever, with 279 sales of Occupation Rights. The second quarter also remained high with 232 sales.

This is pleasing, particularly during a turbulent six months for New Zealand with Omicron dominating the half.

We delivered 223 new units in the first half and we remain on track to deliver approximately 600 units in 2022. More than 7,100 residents now call our villages home.

The Board has declared an interim dividend of 10.7 cents per share payable on 19 September 2022. This reflects a 30% pay out of underlying profit.

With inflation biting around the country we have tightly managed our construction costs through our good procurement and supply arrangements to greatly reduce any impacts on us.

Despite current economic and residential housing pressures, prices for our retirement villages are holding up very well in the face of a changing property market around the country. Across the portfolio, whilst the residential property market rose significantly over the two years to December 2021, we did not increase our own pricing at the same rate. This provided us with somewhat of a buffer going into what could be a flat to declining market.

Our available stock has stayed steady, and demand doesn't appear to be tethered to the property market. Enquiry levels remain high and waitlists are strong. Currently we are not experiencing any increase in days to sell or settle for prospects moving into a Summerset home.



**Scott Scoullar**  
Chief Executive Officer





Dedicated frontline team members

### Our villages

We continue to focus on ensuring our residents are well protected against COVID-19 and we've had to remain nimble in the face of the Omicron variant which first arrived in our villages in January.

We were pleased that our high rate of vaccination in our villages and the vigilance of our staff has meant that we've responded very well. We held vaccination clinics at each village for all residents to get their COVID-19 booster and flu vaccination, and have commenced the roll out of second COVID-19 booster vaccinations for residents and staff.

With our care and memory care residents at a heightened risk of vulnerability during COVID-19 it was challenging at times for families and friends of residents visiting, and for village residents unable to use all facilities. At times throughout this year we have closed care centres and kept visitors away, other than on compassionate grounds, to protect our residents and staff.

In the first half of 2022 we finished bringing food services in-house which enables us to standardise and align our service across all villages and create efficiencies with food procurement.

Our care business saw occupancy for the first six months of the year at 95% in our developed villages.

Our focus continues to be on providing high quality aged care for our residents already living in our care facilities and offering an ongoing continuum of care for our village residents. However, the aged care sector overall has seen occupancy drop due to the need to temporarily close facilities because of staffing and funding challenges. COVID-19 has only further exacerbated issues in the sector.

The lack of action and funding for aged care has put our sector at a crisis point. Whilst we will never compromise on our own standards of care, with the public funding shortfall we are forced to cross subsidise care costs. This is not an

option for smaller organisations in our sector who are suffering.

### Acquisitions and development

We are on track to deliver approximately 600 homes in 2022. Demand remains strong, with our developed villages maintaining low levels of uncontracted stock and presales continue to track at high levels.

We currently hold enough land to double our current retirement unit portfolio.

In Australia we are pleased to have strengthened our land bank, having acquired a sixth site in Mernda, Victoria.

In New Zealand our development pipeline continues to grow and we're very pleased to announce two further land acquisitions. Our first Wairarapa property in Landsdowne, Masterton is expected to be a drawcard for residents from the wider region and Wellington. Our second site is in Fairy Springs, Rotorua.



Comfortable communal lounge at Summerset Richmond Ranges



# \$82.5m

## Underlying profit

Rotorua's market doesn't currently have the retirement village offering that Summerset provides and we're pleased to have purchased this great site.

Each site will offer over 300 retirement units comprising one-to-three-bedroom independent living villas and cottages as well as a care offering and memory care.

Construction is currently progressing across 16 sites in New Zealand with resource consent for 88% of units in our pipeline (excluding Masterton and Rotorua).

We are pleased to have reached an out of court agreement with the appellants to our Parnell resource consent decision, and that is now with the court for its consideration.

Development and construction is also underway with sites at St Johns and Half Moon Bay in Auckland, Pāpāmoa in Tauranga, Te Awa in Hawke's Bay, Boulcott in Lower Hutt, and Prebbleton in Christchurch. Additionally, the Kenepuru village main building in Porirua will be ready for residents in early 2023.

We have commenced a modernisation programme for our older care centres which will begin with the upgrade of our 20-year-old care centre in Havelock North. The multi-million dollar upgrade will include new care suites with individual ensuites and more open-plan communal resident lounges and dining rooms.

### Australia

We now have six Australian sites with the recent acquisition of a site at Mernda in Victoria giving us capacity to build over 1,700 units.

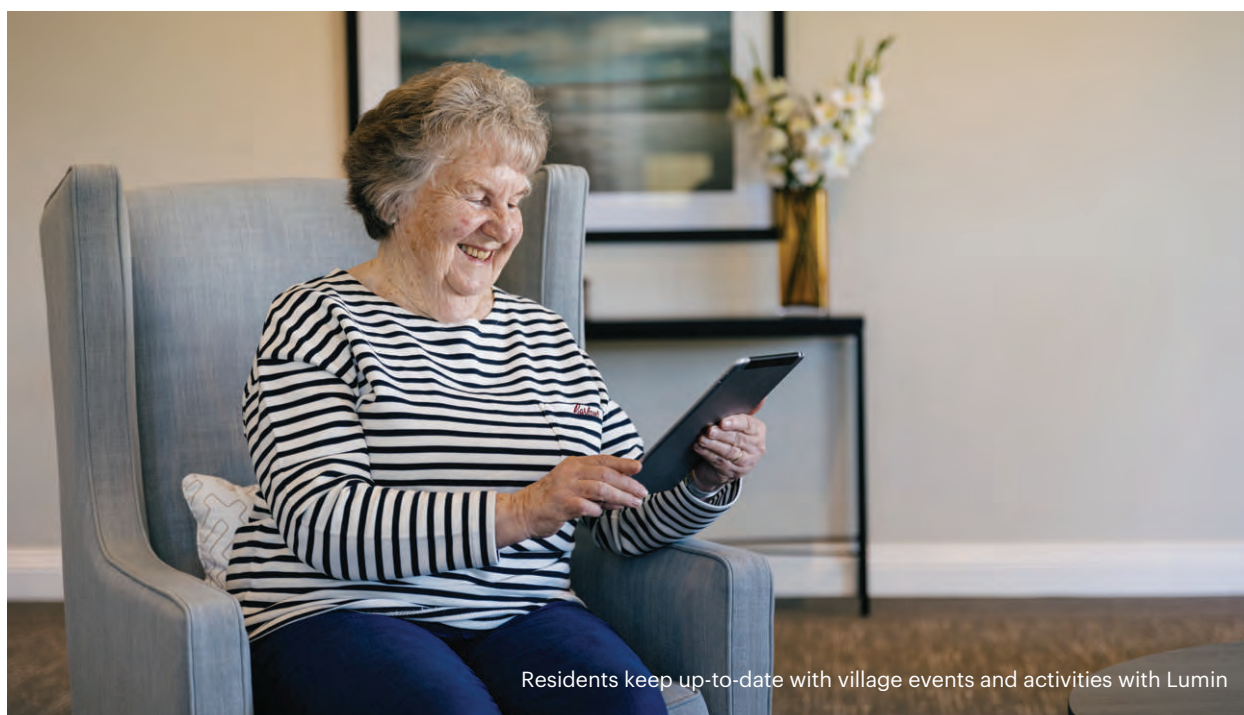
Our first retirement village in Cranbourne North has been consented, and we have completed major earthworks on-site. Major Road Projects Victoria are working on the road next to our site and we're working with them to sequence our work with theirs as they prepare infrastructure along that route which has altered our timelines.

Consenting is progressing well at our Chirnside Park site, and we will look to continuously consent all of our Australian sites so we have a consented land bank ready and waiting for us to move seamlessly from site-to-site as we finish each village.









Residents keep up-to-date with village events and activities with Lumin

## Our people and community

The work we did throughout 2020 and 2021 allowed us to prepare, test and refine our COVID-19 response which was key in our preparedness for the severity and speed at which the virus spread throughout the country in the first half of 2022.

As the country moved down alert levels and settings, we typically took a more cautious approach with our vulnerable care and memory care centre residents, we were cognisant that more relaxed settings would result in more community transmission and we needed to take extra precautions to keep our residents safe. These precautions continue with visitors requiring a negative Rapid Antigen Test (RAT) before entering our care centres and mask wearing a requirement inside our buildings.

COVID-19 put a lot of strain on our staff to keep residents safe. For one thing they have spent much of the year working in personal protective equipment, including N95 masks. While necessary, this is hard work. To recognise our frontline team's

dedication during the Omicron surge we provided a 7% on average increase in pay between March and May 2022. This was something we did last year as well to reflect the high value we place on our people's work.

To give staff a break where we could during the height of the Omicron outbreak, we brought in the Summerset Village Reliever Programme where Head Office staff were trained to step in and assist villages seriously affected by staffing shortages.

Despite the COVID-19 challenges, bringing the best of life to our residents saw us develop several virtual events in our villages. These included the creation and roll out of "Summerset Sessions" – a virtual entertainment programme for our residents, to be enjoyed at home or together in the lounge. The programme included concerts by Will Martin (Summerset Sings), cooking lessons and recipes with New Zealand's original MasterChef, Brett McGregor (Cooking with a MasterChef), interviews with well-known Kiwis hosted by Jude Dobson

(An Interview with...) and our very own variety show created by New Zealand actor, William Kircher (A Summerset World).

We continued the roll out of our Summerset signature exercise class CB Fit, hosting live virtual exercise classes for residents while COVID-19 restrictions were in place.

We also celebrated Matariki by producing a book of residents' creative answers to the question "What does Matariki mean to you"; this included some fantastic poetry, art, essays and photos.

COVID-19 and its impacts have brought to a head some of the other underlying issues in the aged care sector. We have joined forces with providers from around the country and the Aged Care Association of New Zealand (ACANZ) in a group called 'Aged Care Matters' to advocate for realistic government funding in aged care, including the issue of pay parity for aged care nurses.

This is a critical issue for us as a company as we seek to ensure our wider sector is viable. Overall, public funding for care services, including daily care rates, is insufficient to provide the exacting standards of service that are rightly expected of our industry. While we are in a position to continue to provide quality aged care, the same is not always true of the not-for-profit members of our industry, many of whom are having to close their doors or restrict admissions into their facilities. If these smaller operators close it will have serious consequences for our health system.

This is an issue we'll keep raising with the government as we seek to bring some meaningful change and funding to our industry.

### Technology

We committed to investing \$4.5m in frontline staff and new digital innovations this year, not just to keep our residents safer, but also to improve their experiences every day. Some of the changes we've seen in the last six months include:

- Our new Kaitiaki (Wellbeing Assistant) roles have expanded with 60 people recruited into these roles. Residents are responding very positively to the high quality social and wellbeing support they are receiving such as improving independence with mobile therapy and supporting access and participation in recreational and diversional therapy, especially for residents living with dementia.
- Roll out of PainChek®, an app available on smart phones and tablets, that intelligently automates the multidimensional pain assessment process using artificial intelligence and facial recognition technology to identify the presence of pain. PainChek is currently used in

over 1,500 aged care facilities around the world and after conducting a successful trial in 2021, Summerset will be the first aged care provider in New Zealand to use PainChek in our care centres.

- Virtual Reality (VR) which is one way to enhance the quality of life of all Summerset residents with studies showing positive physical, psychological, and emotional outcomes after VR engagement. VR kits have been purchased to be rotated through villages offering residents access to a diverse library of immersive virtual content such as swimming in the Caribbean or visiting the Louvre.
- Successfully trialling Lumin technology in our Kenepuru village and rolling this technology out nationally over the coming year.

Lumin is an in-room communication system that will allow residents to chat, book activities and to hear about what is going on in their village, from the comfort of their home.

### Recognition

We are committed to a workplace culture that promotes and values diversity and inclusiveness in all its dimensions, and that supports, recognises and celebrates our staff. Ways we have done this include:

- We celebrated Caregivers Day (25 March) and International Nurses Day (May 12) throughout the organisation and had an overwhelming response to a 'gratitude wall' where residents,

families and friends were invited to post personal messages of thanks to our team.

- We have aligned with 'MATES in Construction' which is an evidence-based workplace suicide prevention model developed to reduce high suicide rates in the New Zealand construction industry – an industry which loses nearly one person every week to suicide, and construction workers being six times more likely to die from suicide than an accident at work.
- In recognition of International Women's Day we partnered with Dignity NZ, which is a women-owned New Zealand company that wants to end the shame and anxiety of being caught out by a surprise period. They believe period products should be available to anyone, anytime. Summerset has made Dignity products freely available in all staff bathrooms.

We offered our Staff Share Scheme again in 2022. The vesting of the 2019 issue this year saw around 600 staff receive shares.

Summerset is actively involved in our local communities having supported around 160 groups through community engagement. Additionally, Summerset has national sponsorship partnerships with the following organisations:

- New Zealand Symphony Orchestra (NZSO)
- Netball New Zealand
- Wellington Free Ambulance
- Bowls New Zealand
- Dementia New Zealand



Solar Panels at Summerset in the Sun, Nelson

### Our commitment to sustainability

As far as we know, we are the only net carbonzero™ retirement village operator in New Zealand and a signatory of the Climate Leaders Coalition. Summerset has achieved net carbonzero™ status through a combination of carbon emission reduction targets across the business since 2018, and the purchase of carbon credits to offset our emissions for the last three years.

This year (2022) is the final year of our short term target (set in 2018) to reduce our emissions intensity by 5% from our 2017 base year, and we are pleased to report that through our concentrated initiatives, we are on track to exceed this target. A new five-year target will be developed at the end of this year which will link in with our sustainability linked lending performance targets and our longer-term science aligned emissions reduction target.

Our “Go Greener” programme provides all staff and residents with the opportunity to be involved in Summerset’s Sustainability Programme and contribute towards meeting our carbon reduction

targets. Waste reduction, energy efficiency and greener ways to travel are some of our key initiative themes.

Our focus on construction waste reduction aims to avoid landfill and improve diversion rates to recycling. Summerset’s Avonhead construction team have been pushing for innovation in implementing their Waste and Recycling Plan on-site. The target for their waste diversion is 35% and year to date they are sitting at 66% through the site team working alongside build partners and suppliers. Waste diversion is reliant on process and people, and Avonhead is leading best practice by example.

We introduced solar panels on the roof of the standalone club house at our Nelson Summerset in the Sun village. The panels are currently performing very well, heating the outdoor swimming pool and providing electricity to the popular club house. This is our first step in understanding the benefits of solar and how we can integrate solar into both existing villages and the design process for new villages.

We have started to make the switch to electric vehicles (EVs) and bringing EV charging solutions to our villages. We’ve also partnered with Meridian Energy to power our first public EV charging station with the first at Avonhead followed by Rototuna and Kenepuru, with more to come.

Summerset has undergone a full redesign of our Main Building Standard to produce a highly sustainable building which achieves both operational efficiency and a reduction in embodied carbon. The project outcomes can be measured directly against our previous regional main building designs which do not contain these sustainable initiatives. This new design will be used at our Whangārei site which is currently under construction.

We have a commitment to eliminate modern slavery. Our work in Australia legally requires this commitment, but beyond that, it’s the ethical thing to do. Ensuring we have sustainable supply chains is part of our overall sustainability efforts at Summerset.





Dedicated frontline team members

An important part of that is making sure no modern slavery is connected to the goods and services we obtain.

We have updated our Modern Slavery Statement and implemented a new training module to assist staff who procure goods and services understand more about modern slavery and how we can ensure we are not supporting it through our spending.

#### Looking ahead

We have done an excellent job at weathering the COVID-19 waves to date and we hope the worst of that is behind us so we can free up more of our staff to concentrate on bringing the best of life to our residents.

We are optimistic about growth this year and beyond. The core drivers behind why people enter our villages remain and, in a lot of respects, have continued to strengthen. People are looking for support to continue to live their lives. They often also want the security of living in a retirement village.

Our success now and into the future is underpinned by the passion and support of our residents, their families, our staff and our investors. We thank you for all that you contribute towards making Summerset a wonderful place to live and work.

**Mark Verbiest**  
Chair

**Scott Scoullar**  
Chief Executive Officer

23 August 2022

# Snapshot

## Our people

**7,100+**

Residents

**2,300+**

Staff members

## Our care

**1,098**

Care units  
(which includes beds)  
in portfolio

**1,302**

Care units  
(which includes beds)  
in land bank in  
New Zealand and Australia<sup>1</sup>

## Our portfolio

**5,153**

Retirement units

**\$5.4b**

Total assets

**5,645**

Retirement units  
in land bank in  
New Zealand  
and Australia<sup>1</sup>

**37**

Villages completed or  
under development

**511**

Sales of  
Occupation Rights

**11**

Greenfield sites<sup>1</sup>

## Our performance

**\$134.6m**

Net profit after tax

**\$82.5m**

Underlying profit

**\$190.4m**

Operating cash flow



## HIGHLIGHTS





# Half Year Financial Highlights

	1H2022	1H2021	% Change	FY2021
Net profit before tax (NZ IFRS) (\$000)	134,921	265,612	-49%	543,637
Net profit after tax (NZ IFRS) (\$000)	134,639	263,803	-49%	543,664
Underlying profit (\$000) <sup>1</sup>	82,463	75,517	9.2%	141,139
Total assets (\$000)	5,375,178	4,375,175	22.9%	4,923,712
Net tangible assets (cents per share)	891.31	707.28	26.0%	835.93
Net operating cash flow (\$000)	190,440	222,735	-14.5%	383,405

<sup>1</sup> Underlying profit differs from NZ IFRS profit for the period

	1H2022	1H2021	% Change	FY2021
New sales of Occupation Rights	289	302	-4.3%	540
Resales of Occupation Rights	222	243	-8.6%	438
Realised development margin (\$000)	52,337	40,677	28.7%	78,525
Realised gains on resales (\$000)	31,865	29,404	8.4%	59,905
New Occupation Right units delivered	223	321	-30.5%	619

## Non-GAAP Underlying Profit

\$000	1H2022	1H2021	% Change	FY2021
Profit for the period <sup>1</sup>	134,639	263,803	-49%	543,664
Less: fair value movement of investment property <sup>1</sup>	(136,660)	(260,176)	-47%	(537,497)
Less: reversal of impairment of assets <sup>1</sup>	-	-	-	(3,431)
Add: realised gain on resales	31,865	29,404	8.4%	59,905
Add: realised development margin	52,337	40,677	28.7%	78,525
Add/(less): deferred tax expense/(credit) <sup>1</sup>	282	1,809	-84.4%	(27)
<b>Underlying profit</b>	<b>82,463</b>	<b>75,517</b>	<b>9.2%</b>	<b>141,139</b>

<sup>1</sup> Figure has been extracted from the financial statements

Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Refer to Note 2 of the financial statements for definitions of the components of underlying profit.

# Financial statements

## Income Statement

For the six months ended 30 June 2022

	NOTE	6 MONTHS JUN 2022 UNAUDITED \$000	6 MONTHS JUN 2021 UNAUDITED \$000	12 MONTHS DEC 2021 AUDITED \$000
Care fees and village services		68,709	59,498	126,884
Deferred management fees		43,903	35,369	75,174
Other income		1,525	17	3,291
<b>Total revenue</b>		<b>114,137</b>	<b>94,884</b>	<b>205,349</b>
Reversal of impairment of property, plant and equipment		-	-	3,431
Fair value movement of investment property	5	136,660	260,176	537,497
<b>Total income</b>		<b>250,797</b>	<b>355,060</b>	<b>746,277</b>
Operating expenses	3	(101,990)	(78,954)	(179,045)
Depreciation and amortisation expense		(6,614)	(5,160)	(11,555)
<b>Total expenses</b>		<b>(108,604)</b>	<b>(84,114)</b>	<b>(190,600)</b>
<b>Operating profit before financing costs</b>		<b>142,193</b>	<b>270,946</b>	<b>555,677</b>
Finance costs		(7,272)	(5,334)	(12,040)
<b>Profit/(loss) before income tax</b>		<b>134,921</b>	<b>265,612</b>	<b>543,637</b>
Income tax (expense)/credit	4	(282)	(1,809)	27
<b>Profit for the period</b>		<b>134,639</b>	<b>263,803</b>	<b>543,664</b>
Basic earnings per share (cents)	9	58.51	115.91	238.18
Diluted earnings per share (cents)	9	58.36	115.13	236.86

The accompanying notes form part of these financial statements.



## Statement of Comprehensive Income

For the six months ended 30 June 2022

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Profit for the period</b>	<b>134,639</b>	<b>263,803</b>	<b>543,664</b>
Fair value movement of interest rate swaps	21,705	9,754	24,443
Tax on items of other comprehensive income	(6,211)	(2,731)	(6,881)
Gain/(loss) on translation of foreign currency operations	(1,565)	6	222
<b>Other comprehensive income that will be reclassified subsequently to profit or loss for the period net of tax</b>	<b>13,929</b>	<b>7,029</b>	<b>17,784</b>
Net revaluation of property, plant and equipment	-	-	35,783
Tax on items of other comprehensive income	-	-	(10,019)
<b>Other comprehensive income that will not be reclassified subsequently to profit or loss for the period net of tax</b>	<b>-</b>	<b>-</b>	<b>25,764</b>
<b>Total comprehensive income for the period</b>	<b>148,568</b>	<b>270,832</b>	<b>587,212</b>

The accompanying notes form part of these financial statements.

## Statement of Changes in Equity

For the six months ended 30 June 2022

	SHARE CAPITAL	HEDGING RESERVE	REVALUATION RESERVE	RETAINED EARNINGS	FOREIGN CURRENCY TRANSLATION RESERVE	TOTAL EQUITY
	\$000	\$000	\$000	\$000	\$000	\$000
<b>As at 1 January 2021</b>	<b>303,499</b>	<b>(20,267)</b>	<b>34,508</b>	<b>1,037,325</b>	<b>(220)</b>	<b>1,354,845</b>
Profit for the period	-	-	-	263,803	-	263,803
Other comprehensive income for the period	-	7,023	-	-	6	7,029
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>7,023</b>	<b>-</b>	<b>263,803</b>	<b>6</b>	<b>270,832</b>
Dividends paid	-	-	-	(16,032)	-	(16,032)
Shares issued	7,855	-	-	-	-	7,855
Employee share plan option cost	433	-	-	-	-	433
<b>As at 30 June 2021 (unaudited)</b>	<b>311,787</b>	<b>(13,244)</b>	<b>34,508</b>	<b>1,285,096</b>	<b>(214)</b>	<b>1,617,933</b>
Profit for the period	-	-	-	279,861	-	279,861
Other comprehensive income for the period	-	10,539	25,764	-	216	36,519
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>10,539</b>	<b>25,764</b>	<b>279,861</b>	<b>216</b>	<b>316,380</b>
Dividends paid	-	-	-	(22,911)	-	(22,911)
Shares issued	12,747	-	-	-	-	12,747
Employee share plan option cost	365	-	-	-	-	365
<b>As at 31 December 2021 (audited)</b>	<b>324,899</b>	<b>(2,705)</b>	<b>60,272</b>	<b>1,542,046</b>	<b>2</b>	<b>1,924,514</b>
Profit for the period	-	-	-	134,639	-	134,639
Other comprehensive income for the period	-	15,494	-	-	(1,565)	13,929
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>15,494</b>	<b>-</b>	<b>134,639</b>	<b>(1,565)</b>	<b>148,568</b>
Dividends paid	-	-	-	(19,926)	-	(19,926)
Shares issued	9,364	-	-	-	-	9,364
Employee share plan option cost	(85)	-	-	-	-	(85)
<b>As at 30 June 2022 (unaudited)</b>	<b>334,178</b>	<b>12,789</b>	<b>60,272</b>	<b>1,656,759</b>	<b>(1,563)</b>	<b>2,062,435</b>

The accompanying notes form part of these financial statements.

## Statement of Financial Position

As at 30 June 2022

	NOTE	6 MONTHS JUN 2022 UNAUDITED \$000	6 MONTHS JUN 2021 UNAUDITED \$000	12 MONTHS DEC 2021 AUDITED \$000
<b>Assets</b>				
Cash and cash equivalents		36,622	19,362	8,422
Trade and other receivables		63,163	42,512	44,992
Interest rate swaps		18,264	11,577	5,723
Property, plant and equipment		295,106	230,542	277,715
Intangible assets		6,851	5,349	6,664
Investment property	5	4,955,172	4,065,833	4,580,196
<b>Total assets</b>		<b>5,375,178</b>	<b>4,375,175</b>	<b>4,923,712</b>
<b>Liabilities</b>				
Trade and other payables		199,457	195,074	202,257
Employee benefits		21,143	14,716	21,580
Revenue received in advance		151,517	129,860	141,393
Interest rate swaps		6,483	18,396	7,243
Residents' loans	6	2,008,495	1,707,871	1,847,136
Interest-bearing loans and borrowings	7	886,156	670,825	747,015
Lease liability		11,688	13,144	12,638
Deferred tax liability	4	27,804	7,356	19,936
<b>Total liabilities</b>		<b>3,312,743</b>	<b>2,757,242</b>	<b>2,999,198</b>
<b>Net assets</b>		<b>2,062,435</b>	<b>1,617,933</b>	<b>1,924,514</b>
<b>Equity</b>				
Share capital		334,178	311,787	324,899
Reserves		71,498	21,050	57,569
Retained earnings		1,656,759	1,285,096	1,542,046
<b>Total equity attributable to shareholders</b>		<b>2,062,435</b>	<b>1,617,933</b>	<b>1,924,514</b>

*The accompanying notes form part of these financial statements.*

Authorised for issue on 22 August 2022 on behalf of the Board



**Mark Verbiest**  
Director and Chair of  
the Board



**Anne Urlwin**  
Director and Chair of the  
Audit Committee



## Statement of Cash Flows

For the six months ended 30 June 2022

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Cash flows from operating activities</b>			
Receipts from residents for care fees and village services	68,222	60,501	127,045
Interest received	93	17	55
Payments to suppliers and employees	(94,322)	(76,731)	(171,804)
Receipts for residents' loans - new occupation right agreements	183,004	187,205	337,566
Net receipts for residents' loans - resales of occupation right agreements	33,443	51,743	90,543
<b>Net cash flow from operating activities</b>	<b>190,440</b>	<b>222,735</b>	<b>383,405</b>
<b>Cash flows to investing activities</b>			
Sale of investment property	6,335	-	15,201
Payments for investment property:			
- land	(72,836)	(23,788)	(87,164)
- construction of retirement units and village facilities	(157,966)	(126,612)	(285,234)
- refurbishment of retirement units and village facilities	(4,817)	(4,136)	(8,164)
Payments for property, plant and equipment:			
- construction of care centres	(19,385)	(15,482)	(33,084)
- refurbishment of care centres	(677)	-	(380)
- other	(3,517)	(5,425)	(7,980)
Payments for intangible assets	(283)	(196)	(1,725)
Capitalised interest paid	(13,826)	(9,760)	(16,472)
<b>Net cash flow to investing activities</b>	<b>(266,972)</b>	<b>(185,399)</b>	<b>(425,002)</b>
<b>Cash flows from financing activities</b>			
Net (repayments of)/proceeds from borrowings	122,481	(20,128)	67,100
Proceeds from issue of shares	1,633	1,578	4,943
Interest paid on borrowings	(6,306)	(4,654)	(12,407)
Payments in relation to lease liabilities	(946)	(838)	(1,767)
Dividends paid	(12,221)	(9,781)	(23,712)
<b>Net cash flow from/(to) financing activities</b>	<b>104,641</b>	<b>(33,823)</b>	<b>34,157</b>
Net increase/(decrease) in cash and cash equivalents	28,109	3,513	(7,440)
Cash and cash equivalents at beginning of period	8,422	15,817	15,817
Foreign currency translation adjustment	91	32	45
<b>Cash and cash equivalents at end of period</b>	<b>36,622</b>	<b>19,362</b>	<b>8,422</b>

The accompanying notes form part of these financial statements.

## Reconciliation of Operating Results and Operating Cash Flows

For the six months ended 30 June 2022

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Profit for the period</b>	<b>134,639</b>	<b>263,803</b>	<b>543,664</b>
<b>Adjustments for:</b>			
Depreciation and amortisation expense	6,614	5,160	11,555
Reversal of impairment of property, plant and equipment	-	-	(3,431)
Fair value movement of investment property	(136,660)	(260,176)	(537,497)
Finance costs paid	7,272	5,334	12,040
Gain on sale of investment property	(1,336)	-	(3,236)
Income tax expense/(credit)	282	1,809	(27)
Deferred management fee amortisation	(43,903)	(35,369)	(75,174)
Employee share plan option cost	1,315	444	1,459
Other non-cash items	(8)	(197)	431
	<b>(166,424)</b>	<b>(282,995)</b>	<b>(593,880)</b>
<b>Movements in working capital</b>			
Increase in trade and other receivables	(546)	(816)	(1,619)
(Decrease)/increase in employee benefits	(475)	(722)	6,142
Increase/(decrease) in trade and other payables	7,368	5,248	(141)
Increase in residents' loans net of non-cash amortisation	215,878	238,217	429,239
	<b>222,225</b>	<b>241,927</b>	<b>433,621</b>
<b>Net cash flow from operating activities</b>	<b>190,440</b>	<b>222,735</b>	<b>383,405</b>

*The accompanying notes form part of these financial statements.*

# Notes to the financial statements

For the six months ended 30 June 2022

## 1. Summary of accounting policies

The consolidated interim financial statements presented for the six months ended 30 June 2022 are for Summerset Group Holdings Limited (the "Company") and its subsidiaries (collectively referred to as the "Group"). The Group develops, owns and operates integrated retirement villages.

Summerset Group Holdings Limited is registered in New Zealand under the Companies Act 1993 and is an FMC Reporting Entity for the purposes of the Financial Markets Conduct Act 2013. The Company is listed on the New Zealand Stock Exchange (NZX), being the Company's primary exchange, and is listed on the Australian Securities Exchange (ASX) as a foreign exempt listing.

The consolidated interim financial statements have been prepared in accordance with generally accepted accounting practice in New Zealand (NZ GAAP), except for Note 2: Non-GAAP underlying profit, which is presented in addition to NZ GAAP compliant information. NZ GAAP in this instance being New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) as appropriate for profit-oriented entities. These consolidated interim financial statements also comply with NZ IAS 34 – *Interim Financial Reporting* and IAS 34 – *Interim Financial Reporting*, and are prepared in accordance with the Financial Markets Conduct Act 2013.

The consolidated interim financial statements for the six months ended 30 June 2022 are unaudited and have been the subject of review by the auditor, pursuant to NZ SRE 2410 (Revised) *Review of Financial Statements Performed by the Independent Auditor of the Entity*, issued by the External Reporting Board. They are presented in New Zealand dollars, which is the Company's and its New Zealand subsidiaries' functional currency. The functional currency of the Company's Australian subsidiaries is Australian dollars. All financial information has been rounded to the nearest thousand, unless otherwise stated.

These consolidated interim financial statements have been prepared using the same accounting policies as, and should be read in conjunction with, the Group's financial statements for the year ended 31 December 2021.

### Segment reporting

The Group operates in one industry, being the provision of integrated retirement villages. The services provided across all of the Group's villages are similar, as are the type of customer and the regulatory environment. The chief operating decision makers, the Chief Executive Officer and the Board of Directors, review the operating results of the Group as a whole on a regular basis. On this basis, the Group has one reportable segment, and the Group results are the same as the results of the reportable segment. All resource allocation decisions across the Group are made to optimise the consolidated Group's result.

The Group continues to proceed with its expansion into Australia with five sites purchased to date. These sites are either currently being, or will be, developed into retirement villages. To date the expenditure incurred and assets acquired in Australia have been immaterial to the Group and so are not reported as a separate operating segment as at 30 June 2022.



The Ministry of Health is a significant customer of the Group, as the Group derives care fee revenue in respect of eligible government subsidised aged care residents. Fees earned from the Ministry of Health for the period ended 30 June 2022 amounted to \$19.0 million (Jun 2021: \$16.2 million, Dec 2021: \$34.6 million). No other customers individually contribute a significant proportion of the Group revenue. All revenue is earned in New Zealand.

### Comparative information

Comparative information in the Statement of Cash Flows has been updated to reflect the reclassification of \$6.99 million of trade payables in relation to construction invoices from operating cashflows to investing cashflows for the period ended 30 June 2021. There is no such reclassification required for the 31 December 2021 period.

In addition, based on materiality, the foreign exchange movement on the cash balance has been included in the Statement of Cash Flows effective from the current period. For the comparative periods, this foreign exchange movement of \$32k for June 2021 and \$45k for December 2021 has been reclassified from net (repayments of)/proceeds from borrowings to foreign currency translation adjustment.

The impact of these reclassifications on the comparative periods is shown below.

	6 MONTHS JUN 2021 UNAUDITED		6 MONTHS JUN 2021 UNAUDITED
	Reported	Reclass	Reclassified
	\$000	\$000	\$000
<b>Statement of Cash Flows</b>			
Payments to suppliers and employees	(69,745)	(6,986)	(76,731)
Net cash flow from operating activities	229,721	(6,986)	222,735
Payments for investment property: construction of retirement units and village facilities	(133,598)	6,986	(126,612)
Net cash flow to investing activities	(192,385)	6,986	(185,399)
Net (repayments of)/proceeds from borrowings	(20,096)	(32)	(20,128)
Net cash flow (to)/from financing activities	(33,791)	(32)	(33,823)
Net increase/(decrease) in cash equivalents	3,545	(32)	3,513
Foreign currency translation adjustment	-	32	32
<b>Reconciliation of Operating Results and Operating Cash Flows</b>			
Increase in trade and other payables	12,234	(6,986)	5,248
Net cash flow from operating activities	229,721	(6,986)	222,735

	12 MONTHS DEC 2021 AUDITED		12 MONTHS DEC 2021 AUDITED
	Reported	Reclass	Reclassified
	\$000	\$000	\$000
<b>Statement of Cash Flows</b>			
Net (repayments of)/proceeds from borrowings	67,145	(45)	67,100
Net cash flow (to)/from financing activities	34,202	(45)	34,157
Net increase/(decrease) in cash equivalents	(7,395)	(45)	(7,440)
Foreign currency translation adjustment	-	45	45

No other comparatives have been restated or reclassified in the current period.

# Notes to the financial statements (continued)

## 2. Non-GAAP underlying profit

		6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	Ref	\$000	\$000	\$000
Profit for the period		134,639	263,803	543,664
(Less)/add fair value movement of investment property	a)	(136,660)	(260,176)	(537,497)
Add impairment of assets	b)	-	-	(3,431)
Add realised gain on resales	c)	31,865	29,404	59,905
Add realised development margin	d)	52,337	40,677	78,525
Add/(less) deferred tax expense/(credit)	e)	282	1,809	(27)
<b>Underlying profit</b>		<b>82,463</b>	<b>75,517</b>	<b>141,139</b>

Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Underlying profit does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similar financial information presented by other entities. The Directors have provided an underlying profit measure in addition to IFRS profit to assist readers in determining the realised and unrealised components of fair value movement of investment property, impairment and tax expense in the Group's income statement. The measure is used internally in conjunction with other measures to monitor performance and make investment decisions. Underlying profit is a measure that the Group uses consistently across reporting periods. Underlying profit is used to determine the dividend pay-out to shareholders.

This statement presented is for the Group, prepared in accordance with the Basis of preparation: underlying profit described below.

### Basis of preparation: underlying profit

Underlying profit is determined by taking profit for the period determined under NZ IFRS, adjusted for the impact of the following:

- Less fair value movement of investment property: reversal of investment property valuation changes recorded in NZ IFRS profit for the period, which comprise both realised and non-realised valuation movements. This is reversed and replaced with realised development margin and realised resale gains during the period, effectively removing the unrealised component of the fair value movement of investment property.
- Less reversal of impairment on assets / add impairment of assets: remove the impact of non-cash care centre valuation changes recorded in NZ IFRS profit for the period. Care centres are valued annually, with fair value gains flowing through to the revaluation reserve unless the gain offsets a previous impairment to fair value that was recorded in NZ IFRS profit for the period. Where there is any impairment of a care centre, or reversal of a previous impairment that impacts NZ IFRS profit for the period, this is eliminated for the purposes of determining underlying profit.
- Add realised gain on resales: add the realised gains across all resales of occupation rights during the period. The realised gain for each resale is determined to be the difference between the licence price for the previous occupation right for a unit and the occupation right resold for that same unit during the period. Realised resale gains are a measure of the cash generated from increases in selling prices of occupation rights to incoming residents, less cash amounts repaid to vacated residents for the repayment of their refundable occupation right purchased in an earlier period, with the recognition point being the cash settlement. Realised resale gains exclude deferred management fees and refurbishment costs.
- Add realised development margin: add realised development margin across all new sales of occupation rights during the period, with the recognition point being the cash settlement. Realised development margin is the margin earned on the first time sale of an occupation right following the development of a unit. The margin for each new sale is determined to be the licence price for the occupation right, less the cost of developing that unit.

Components of the cost of developing units include directly attributable construction costs and a proportionate share of the following costs:

- Infrastructure costs
- Land cost on the basis of the purchase price of the land
- Interest during the build period
- Head office costs directly related to the construction of units

All costs above include non-recoverable GST

Development margin excludes the costs of developing common areas within the retirement village (including a share of the proportionate costs listed above). This is because these areas are assets that support the sale of occupation rights for not just

the new sale, but for all subsequent resales. It also excludes the costs of developing care centres, which are treated as property, plant and equipment for accounting purposes.

Where costs are apportioned across more than one asset, the apportionment methodology is determined by considering the nature of the cost.

Where a unit not previously sold under occupation right agreement is converted to a unit sold under occupation right agreement, realised development margin recognised on the new sale of these units includes the following costs:

- Conversion costs
- A fair value apportionment reflecting the value of the property immediately prior to conversion

e) Add/(less) deferred tax expense/(credit): reversal of the impact of deferred taxation.

Underlying profit does not include any adjustments for abnormal items or fair value movements on financial instruments that are included in NZ IFRS profit for the period.

### 3. Operating expenses

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
Employee expenses	61,682	46,852	105,621
Property-related expenses	10,105	8,329	18,543
Repairs and maintenance expenses	3,548	3,337	7,118
Other operating expenses	26,655	20,436	47,763
<b>Total operating expenses</b>	<b>101,990</b>	<b>78,954</b>	<b>179,045</b>

### 4. Income tax

Tax expense comprises current and deferred tax, calculated using the tax rate enacted or substantively enacted at balance date and any adjustment to tax payable in respect of prior years. Tax expense is recognised in the income statement, except when it relates to items recognised directly in the statement of comprehensive income, in which case the tax expense is recognised in the statement of comprehensive income.

Deferred tax expense is recognised in respect of temporary differences between the carrying amounts of assets and liabilities in the financial statements and the amounts used for taxation purposes. A deferred tax asset is recognised only to the extent that it is probable it will be utilised. Temporary differences for the initial recognition of assets or liabilities that affect neither accounting nor taxable profit, unless they arise from business combination, are not provided for.

Deferred tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

#### a) Income tax recognised in the income statement

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Tax expense comprises:</b>			
Deferred tax relating to the origination and reversal of temporary differences	282	1,809	(27)
<b>Total tax expense/(credit) reported in income statement</b>	<b>282</b>	<b>1,809</b>	<b>(27)</b>



## Notes to the financial statements (continued)

The prima facie income tax expense on pre-tax accounting profit from operations reconciles to the income tax expense in the financial statements as follows:

	6 MONTHS JUN 2022 UNAUDITED		6 MONTHS JUN 2021 UNAUDITED		12 MONTHS DEC 2021 AUDITED	
	\$000	%	\$000	%	\$000	%
<b>Profit/(loss) before income tax</b>	<b>134,921</b>		<b>265,612</b>		<b>543,637</b>	
Income tax using the corporate tax rate	37,778	28.0%	74,371	28.0%	152,218	28.0%
Capitalised interest	(2,815)	(2.1%)	(2,175)	(0.8%)	(4,722)	(0.9%)
Non-deductible expenses	95	0.1%	95	0.0%	197	0.0%
Non-assessable investment property revaluations	(34,130)	(25.3%)	(72,849)	(27.4%)	(150,339)	(27.7%)
Transfer of investment property to property, plant and equipment	-	0.0%	2,472	0.9%	2,472	0.5%
Other	(646)	(0.5%)	(105)	(0.0%)	100	0.0%
Prior period adjustments	-	0.0%	-	0.0%	47	0.0%
<b>Total income tax expense/(credit)</b>	<b>282</b>	<b>0.2%</b>	<b>1,809</b>	<b>0.7%</b>	<b>(27)</b>	<b>(0.0%)</b>

Total Group tax losses available amount to \$395.7 million at 30 June 2022 (\$111.2 million tax effected) (Jun 2021: \$292.3 million (\$82.0 million tax effected), Dec 2021: \$341.1 million (\$95.8 million tax effected)). There are no unrecognised tax losses for the Group at 30 June 2022 (Jun 2021 and Dec 2021: nil).

### (b) Amounts charged or credited to other comprehensive income

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Tax expense comprises:</b>			
Net gain on revaluation of property, plant and equipment	-	-	10,019
Fair value movement of interest rate swaps	6,211	2,731	6,881
<b>Total tax expense/(credit) reported in statement of comprehensive income</b>	<b>6,211</b>	<b>2,731</b>	<b>16,900</b>

### (c) Amounts charged or credited directly to equity

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b>Tax expense comprises:</b>			
Deferred tax relating to employee share option plans	1,375	(14)	233
<b>Total tax credit reported directly in equity</b>	<b>1,375</b>	<b>(14)</b>	<b>233</b>

### (d) Imputation credit account

There were no imputation credits received or paid during the half year and the balance at 30 June 2022 is nil (Jun 2021 and Dec 2021: nil).

### (e) Deferred tax

Movement in the deferred tax balance comprises:

	BALANCE 1 JAN 2022	RECOGNISED IN INCOME	RECOGNISED DIRECTLY IN EQUITY	RECOGNISED IN OCI*	BALANCE 30 JUN 2022 UNAUDITED
	\$000	\$000	\$000	\$000	\$000
Property, plant and equipment	28,896	(233)	-	-	28,663
Investment property	42,664	8,025	-	-	50,689
Revenue in advance	49,465	8,211	-	-	57,676
Interest rate swaps	(1,001)	-	-	6,211	5,210
Income tax losses not yet utilised	(95,779)	(15,433)	-	-	(111,212)
Other items	(4,309)	(288)	1,375	-	(3,222)
<b>Net deferred tax liability</b>	<b>19,936</b>	<b>282</b>	<b>1,375</b>	<b>6,211</b>	<b>27,804</b>

	BALANCE 1 JAN 2021	RECOGNISED IN INCOME	RECOGNISED DIRECTLY IN EQUITY	RECOGNISED IN OCI*	BALANCE 30 JUN 2021 UNAUDITED
	\$000	\$000	\$000	\$000	\$000
Property, plant and equipment	14,171	3,316	-	-	17,487
Investment property	35,231	3,178	-	-	38,409
Revenue in advance	35,159	6,903	-	-	42,062
Interest rate swaps	(7,882)	-	-	2,731	(5,151)
Income tax losses not yet utilised	(70,309)	(11,679)	-	-	(81,988)
Other items	(3,540)	91	(14)	-	(3,463)
<b>Net deferred tax liability</b>	<b>2,830</b>	<b>1,809</b>	<b>(14)</b>	<b>2,731</b>	<b>7,356</b>

	BALANCE 1 JAN 2021	RECOGNISED IN INCOME	RECOGNISED DIRECTLY IN EQUITY	RECOGNISED IN OCI*	BALANCE 31 DEC 2021 AUDITED
	\$000	\$000	\$000	\$000	\$000
Property, plant and equipment	14,171	4,706	-	10,019	28,896
Investment property	35,231	7,433	-	-	42,664
Revenue in advance	35,159	14,306	-	-	49,465
Interest rate swaps	(7,882)	-	-	6,881	(1,001)
Income tax losses not yet utilised	(70,309)	(25,470)	-	-	(95,779)
Other items	(3,540)	(1,002)	233	-	(4,309)
<b>Net deferred tax liability</b>	<b>2,830</b>	<b>(27)</b>	<b>233</b>	<b>16,900</b>	<b>19,936</b>

\* Other comprehensive income

## Notes to the financial statements (continued)

## 5. Investment property

	6 MONTHS JUN 2022 UNAUDITED \$000	6 MONTHS JUN 2021 UNAUDITED \$000	12 MONTHS DEC 2021 AUDITED \$000
Balance at beginning of period	4,580,196	3,638,760	3,638,760
Additions	235,949	190,220	434,643
Transfer (to)/from property, plant and equipment	-	(23,993)	(18,718)
Disposals	(4,999)	-	(12,034)
Fair value movement	136,660	260,176	537,497
Foreign exchange movement	7,366	670	48
<b>Total investment property</b>	<b>4,955,172</b>	<b>4,065,833</b>	<b>4,580,196</b>

	6 MONTHS JUN 2022 UNAUDITED \$000	6 MONTHS JUN 2021 UNAUDITED \$000	12 MONTHS DEC 2021 AUDITED \$000
Development land measured at fair value <sup>1</sup>	559,021	397,203	485,225
Retirement villages measured at fair value	4,004,875	3,377,720	3,772,522
Retirement villages under development measured at cost	391,276	290,911	322,449
<b>Total investment property</b>	<b>4,955,172</b>	<b>4,065,833</b>	<b>4,580,196</b>

<sup>1</sup> Included in development land is land that was acquired close to balance date and as such was excluded from the valuation of investment property. This land has been accounted for at cost, which has been determined to be fair value due to the proximity of the transaction to balance date. At 30 June 2022 the land at cost was \$60.5 million (Jun 2021: \$64.0 million, Dec 2021: \$95.3 million).

	6 MONTHS JUN 2022 UNAUDITED \$000	6 MONTHS JUN 2021 UNAUDITED \$000	12 MONTHS DEC 2021 AUDITED \$000
Manager's net interest	2,818,499	2,238,086	2,606,955
Plus: revenue received in advance relating to investment property	149,882	129,129	140,192
Plus: liability for residents' loans relating to investment property	1,986,791	1,698,618	1,833,049
<b>Total investment property</b>	<b>4,955,172</b>	<b>4,065,833</b>	<b>4,580,196</b>

The Group is unable to reliably determine the fair value of the non-land portion of retirement villages under development at 30 June 2022 and therefore these are carried at cost. This equates to \$391.3 million of investment property (Jun 2021: \$290.9 million, Dec 2021: \$322.4 million).

The fair value of investment property as at 30 June 2022 was determined by independent registered valuers CBRE Limited ("CBRE NZ") and Jones Lang LaSalle Limited ("JLL") for villages and land in New Zealand and CBRE Valuations Pty Limited ("CBRE AU") for land in Australia. The fair value of the Group's investment property is determined on a semi-annual basis, based on market values, being the estimated amount for which a property could be exchanged on the date of the valuation between a willing buyer and a willing seller in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

As required by NZ IAS 40 - *Investment Property*, the fair value as determined by the independent registered valuer is adjusted for assets and liabilities already recognised on the balance sheet which are also reflected in the discounted cash flow analysis.

To assess the fair value of the Group's interest in each New Zealand village, CBRE NZ and JLL have undertaken a discounted cash flow analysis to derive a net present value. The Group's development land has been valued by CBRE NZ using the direct comparison approach. A desktop valuation was completed as at 30 June 2022.



Each valuer continues to review market conditions in relation to the COVID-19 global pandemic. It is the valuers' view that the direct impacts of COVID-19 on the wider property market are likely to soon diminish as a result of the Omicron outbreak seemingly peaking, high vaccination rates and the reopening of New Zealand's international borders. The most pressing issues now facing the property market both nationally and globally are rising inflation. With these factors in mind, they still advise a degree of caution should be exercised when relying upon the valuation.

Significant assumptions used by CBRE NZ and JLL in relation to the New Zealand investment property include a discount rate of between 13.5% and 16.25% (Jun 2021 and Dec 2021: 13.5% to 16.5%), and a long-term nominal house price inflation rate (growth rate) of between 0% and 3.5% (Jun 2021 and Dec 2021: 0% to 3.5%). Other assumptions used include the average entry age of residents of between 73 years and 89 years (Jun 2021 and Dec 2021: 73 years and 89 years), and the stabilised departing occupancy periods of units of between 3.7 years and 8.9 years (Jun 2021: 3.8 years and 8.9 years, Dec 2021: 3.5 years and 8.8 years).

Sites under development in Australia have been valued separately by CBRE AU under the same methodology as development land in New Zealand.

As the fair value of investment property is determined using inputs that are significant and unobservable, the Group has categorised investment property as Level 3 under the fair value hierarchy in accordance with NZ IFRS 13 – *Fair Value Measurement*.

### Classification between investment property and property, plant and equipment

Each period, the Group assesses the significance of ancillary services provided to residents who occupy accommodation under an occupation right agreement. This assessment is conducted periodically to ensure property types from which the Group expects to derive returns from ancillary services which are significant in the context of overall returns derived by holding that category of property are classified as property, plant and equipment rather than investment property. For the purposes of this assessment the Group considers deferred management fees and that portion of weekly fees revenue that does not give rise to a separate performance obligation for the Group as lease income. In addition to a quantitative assessment, the business model (being the provision of accommodation) is considered when determining the classification of the property as either investment property or property, plant and equipment.

During 2021, memory care apartments and care suites were reclassified from investment property to property, plant and equipment. There are no such reclassifications required in the six months to 30 June 2022.

### Sensitivity analysis to significant changes in unobservable inputs within Level 3 of the hierarchy

To assess the market value of the Group's interest in a retirement village, CBRE NZ and JLL have undertaken a discounted cash flow analysis to derive a net present value.

The sensitivities of the significant assumptions are shown in the table below:

	Adopted value <sup>1</sup>	Discount rate +50 bp	Discount rate -50 bp	Growth rates +50bp	Growth rates -50bp
<b>30 June 2022</b>					
Valuation (\$000)	1,633,375				
Difference (\$000)		(45,645)	49,125	96,065	(88,320)
Difference (%)		(2.8%)	3.0%	5.9%	(5.4%)
<b>30 June 2021</b>					
Valuation (\$000)	1,341,450				
Difference (\$000)		(47,210)	50,345	80,460	(73,920)
Difference (%)		(3.5%)	3.8%	6.0%	(5.5%)
<b>31 December 2021</b>					
Valuation (\$000)	1,574,940				
Difference (\$000)		(55,660)	59,760	92,180	(84,440)
Difference (%)		(3.5%)	3.8%	5.9%	(5.4%)

<sup>1</sup> Completed units excluding unsold stock.

Other key components in determining the fair value of investment property are the average entry age of residents and the average occupancy of units. A significant decrease (increase) in the occupancy period of units would result in a significantly higher (lower) fair value measurement, and a significant increase (decrease) in the average entry age of residents would result in a significantly higher (lower) fair value measurement.

## Notes to the financial statements (continued)

### Security

At 30 June 2022, all investment property relating to registered retirement villages under the Retirement Villages Act 2003 are subject to a registered first mortgage in favour of the Statutory Supervisor to secure the Group's obligations to the occupation right agreement holders.

### 6. Residents' loans

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
Balance at beginning of period	2,276,945	1,872,736	1,872,736
Net receipts for residents' loans - resales of occupation right agreements	14,269	35,911	63,832
Receipts for residents' loans - new occupation right agreements	186,755	188,099	340,377
<b>Total gross residents' loans</b>	<b>2,477,969</b>	<b>2,096,746</b>	<b>2,276,945</b>
Deferred management fees and other receivables	(469,474)	(388,875)	(429,809)
<b>Total residents' loans</b>	<b>2,008,495</b>	<b>1,707,871</b>	<b>1,847,136</b>

### 7. Interest-bearing loans and borrowings

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
	\$000	\$000	\$000
<b><i>Repayable within 12 months</i></b>			
Secured bank loans Floating	-	225,000	-
<b><i>Repayable after 12 months</i></b>			
Secured bank loans Floating	521,894	62,701	374,940
Retail bond - SUM010 4.78%	100,000	100,000	100,000
Retail bond - SUM020 4.20%	125,000	125,000	125,000
Retail bond - SUM030 2.30%	150,000	150,000	150,000
<b>Total loans and borrowings at face value</b>	<b>896,894</b>	<b>662,701</b>	<b>749,940</b>
<b>Transaction costs for loans and borrowings capitalised:</b>			
Opening balance	(5,096)	(3,888)	(3,888)
Capitalised during the period	-	-	(2,194)
Amortised during the period	684	435	986
Closing balance	(4,412)	(3,453)	(5,096)
<b>Total loans and borrowings at amortised cost</b>	<b>892,482</b>	<b>659,248</b>	<b>744,844</b>
Fair value adjustment on hedged borrowings	(6,326)	11,577	2,171
<b>Carrying value of interest-bearing loans and borrowings</b>	<b>886,156</b>	<b>670,825</b>	<b>747,015</b>

The weighted average interest rate for the six months to 30 June 2022 was 2.97% (Jun 2021: 3.05%, Dec 2021: 3.00%). This includes the impact of interest rate swaps. Approximately 40.8% of the floating rate debt principal outstanding is hedged with interest rate swaps at 30 June 2022 (Jun 2021: 47.5%, Dec 2021: 45.0%).

The secured bank loan facility at 30 June 2022 has a limit of approximately NZD\$1,110.0 million (Jun 2021: \$750.0 million, Dec 2021: \$1,110.0 million). Lending of AU\$120.0 million expires in November 2023, lending of NZ\$310.0 million expires in November 2024,

lending of \$NZ50 million and AU\$130 million expires in September 2025 and lending of NZ\$315 million and AU\$185 million expires in September 2026.

The Group has issued three retail bonds. The first retail bond was issued for \$100.0 million in July 2017 and has a maturity date of 11 July 2023. This retail bond is listed on the NZX Debt Market (NZDX) with the ID SUM010. The second retail bond was issued for \$125.0 million in September 2018 and has a maturity date of 24 September 2025. This retail bond is listed on the NZDX with the ID SUM020. The third retail bond was issued for \$150.0 million in September 2020 and has a maturity date of 21 September 2027. This retail bond is listed on the NZDX with the ID SUM030.

## Security

The banks loans and retail bonds rank equally with the Group's other unsubordinated obligations and are secured by the following securities held by a security trustee:

- a first-ranking registered mortgage over all land and permanent buildings owned (or leased under a registered lease) by each New Zealand-incorporated guaranteeing Group member that is not a registered retirement village under the Retirement Villages Act 2003;
- a second-ranking registered mortgage over the land and permanent buildings owned (or leased under a registered lease) by each New Zealand-incorporated guaranteeing Group member that is a registered retirement village under the Retirement Villages Act 2003 (behind a first-ranking registered mortgage in favour of the Statutory Supervisor);
- a first-ranking registered mortgage over all land and permanent buildings owned (or leased under a registered lease) by each Australian-incorporated guaranteeing Group member;
- a General Security Deed, which secures all assets of the New Zealand- incorporated guaranteeing Group members, but in respect of which the Statutory Supervisor has first rights to the proceeds of security enforcement against all assets of the registered retirement villages to which the security trustee is entitled;
- a General Security Deed, which secures all assets of the Australian-incorporated guaranteeing Group members; and
- a Specific Security Deed in respect of each marketable security of Summerset Holdings (Australia) Pty Limited, held by Summerset Holdings Limited.

## 8. Financial Instruments

Exposure to credit, market and liquidity risk arises in the normal course of the Group's business. The Board reviews and agrees on policies for managing each of these risks and there has been no change to the policies presented in the Group's financial statements for the six months ended 30 June 2022. The Group has seen no material change in its exposure to credit, market and liquidity risk as a result of the COVID-19 pandemic, but will continue to monitor the situation.

### Fair values

The carrying amounts shown in the balance sheet approximate the fair value of the financial instruments, with the exception of retail bonds. Two of the three retail bonds, SUM010 and SUM020, are designated in fair value hedge relationships, which means that any change in market interest rates results in a change in the fair value adjustment of that debt. The fair value of retail bonds is based on the price traded at on the NZX market as at balance date. The fair value of interest rate swaps is determined using inputs from third parties that are observable, either directly (i.e. as prices) or indirectly (i.e. derived from prices). Based on this, the Company and Group have categorised these financial instruments as Level 2 under the fair value hierarchy in accordance with NZ IFRS 13 – *Fair Value Measurement*.

## 9. Earnings per share and net tangible assets

### Basic earnings per share

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
Earnings (\$000)	134,639	263,803	543,664
Weighted average number of ordinary shares for the purpose of earnings per share (in thousands)	230,119	227,599	228,256
<b>Basic earnings per share (cents per share)</b>	<b>58.51</b>	<b>115.91</b>	<b>238.18</b>



## Notes to the financial statements (continued)

### Diluted earnings per share

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
Earnings (\$'000)	134,639	263,803	543,664
Weighted average number of ordinary shares for the purpose of earnings per share (diluted) (in thousands)	230,722	229,141	229,525
<b>Diluted earnings per share (cents per share)</b>	<b>58.36</b>	<b>115.13</b>	<b>236.86</b>

### Number of shares (in thousands)

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
Weighted average number of ordinary shares for the purpose of earnings per share (basic)	230,119	227,599	228,256
Weighted average number of ordinary shares issued under employee share plans	603	1,542	1,269
<b>Weighted average number of ordinary shares for the purpose of earnings per share (diluted)</b>	<b>230,722</b>	<b>229,141</b>	<b>229,525</b>

At 30 June 2022, there were a total of 472,310 shares issued under employee share plans held by Summerset LTI Trustee Limited (Jun 2021: 1,403,150, Dec 2021: 788,621 shares).

### Net tangible assets per share

	6 MONTHS JUN 2022 UNAUDITED	6 MONTHS JUN 2021 UNAUDITED	12 MONTHS DEC 2021 AUDITED
Net tangible assets (\$'000)	2,055,584	1,612,584	1,917,850
Shares on issue at end of period (basic and in thousands)	230,624	227,998	229,427
<b>Net tangible assets per share (cents per share)</b>	<b>891.31</b>	<b>707.28</b>	<b>835.93</b>

Net tangible assets are calculated as the total assets of the Group less intangible assets and less total liabilities. This measure is provided as it is commonly used for comparison between entities.

## 10. Dividends

On 23 March 2022, a dividend of 8.6 cents per ordinary share was paid to shareholders (2021: on 22 March 2021 a dividend of 7.0 cents per ordinary share was paid to shareholders and on 20 September 2021 a dividend of 9.9 cents per ordinary share was paid to shareholders).

A dividend reinvestment plan applied to the dividend paid on 23 March 2022 and 688,127 ordinary shares were issued in relation to the plan (2021: 493,015 ordinary shares were issued in relation to the plan for the 22 March 2021 dividend and 608,493 ordinary shares were issued in relation to the plan for the 20 September 2021 dividend).

## 11. Commitments and contingencies

### Guarantees

As at 30 June 2022, NZX Limited held a guarantee in respect of the Group, as required by the NZX Listing Rules, for \$75,000 (Jun 2021 and Dec 2021: \$75,000).

Summerset Retention Trustee Limited holds guarantees in relation to retentions on construction contracts on behalf of the Group. As at 30 June 2022, \$13.0 million was held for the benefit of the retentions beneficiaries (Jun 2021 and Dec 2021: \$10.0 million).

**Capital commitments**

At 30 June 2022, the Group had \$293.5 million of capital commitments in relation to construction contracts (Jun 2021 \$188.9 million, Dec 2021: \$210.5 million).

**Contingent liabilities**

There were no known material contingent liabilities at 30 June 2022 (Jun 2021 and Dec 2021: nil).

## 12. Subsequent events

On 18 July 2022, 167,188 shares were issued to participating employees under Summerset's all staff employee share scheme. The shares are held by Summerset LTI Trustee Limited and vest to participating employees after a three-year period, subject to meeting the criteria of the plan.

On 22 August 2022, the Directors approved an interim dividend of \$24.7 million, being 10.7 cents per share. The dividend record date is 6 September 2022 with a payment date of 19 September 2022.

There have been no other events subsequent to 30 June 2022 that materially impact on the results reported.



## Independent Auditor's Review Report

### To the Shareholders of Summerset Group Holdings Limited ("The Company") and its subsidiaries (together "The Group")

#### Conclusion

We have reviewed the interim financial statements of the Group on pages 16 to 33 which comprise the statement of financial position as at 30 June 2022, and the income statement, statement of comprehensive income, statement of changes in equity and statement of cash flows for the six month period ended on that date, and a summary of significant accounting policies and other explanatory information. Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements on pages 16 to 33 of the Group do not present fairly, in all material respects the financial position of the Group as at 30 June 2022, and its financial performance and its cash flows for the six month period ended on that date, in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting*.

This report is made solely to the Company's shareholders, as a body. Our review has been undertaken so that we might state to the Company's shareholders those matters we are required to state to them in a review report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders as a body, for our review procedures, for this report, or for the conclusion we have formed.

#### Basis for Conclusion

We conducted our review in accordance with NZ SRE 2410 (Revised) *Review of Financial Statements Performed by the Independent Auditor of the Entity*. Our responsibilities are further described in the *Auditor's Responsibilities for the Review of the Financial Statements* section of our report. We are independent of the Group in accordance with the relevant ethical requirements in New Zealand relating to the audit of the annual financial statements, and we have fulfilled our other ethical responsibilities in accordance with these ethical requirements.

Ernst & Young provides other remuneration advisory services to the Group. Partners and employees of our firm may deal with the Group on normal terms within the ordinary course of trading activities of the business of the Group. We have no other relationship with, or interest in, the Group.

#### Directors' Responsibility for the Interim Financial Statements

The Directors are responsible, on behalf of the entity, for the preparation and fair presentation of the interim financial statements in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting* and for such internal control as the Directors determine is necessary to enable the preparation and fair presentation of the interim financial statements that are free from material misstatement, whether due to fraud or error.

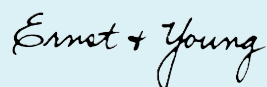
#### Auditor's Responsibilities for the Review of the Interim Financial Statements

Our responsibility is to express a conclusion on the interim financial statements based on our review. NZ SRE 2410 (Revised) requires us to conclude whether anything has come to our attention that causes us to believe that the interim financial statements, taken as a whole, are not prepared in all material respects, in accordance with New Zealand Equivalent to International Accounting Standard 34: *Interim Financial Reporting*.



A review of interim financial statements in accordance with NZ SRE 2410 (Revised) is a limited assurance engagement. We perform procedures, consisting of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing (New Zealand) and consequently do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion on those interim financial statements.

The engagement partner on the review resulting in this independent auditor's review report is Grant Taylor.

The logo for Ernst & Young, featuring the company name in a stylized, cursive script.

Chartered Accountants  
Wellington  
22 August 2022

# Directory

## New Zealand

### Northland

#### Summerset Mount Denby

7 Par Lane, Tikipunga,  
Whangārei 0112  
Phone (09) 470 0282

### Auckland

#### Summerset Falls

31 Mansel Drive,  
Warkworth 0910  
Phone (09) 425 1200

#### Summerset Milldale<sup>1</sup>

Argent Lane, Milldale,  
Wainui 0992  
Phone (0800) 786 637

#### Summerset at Monterey Park

1 Squadron Drive, Hobsonville,  
Auckland 0618  
Phone (09) 951 8920

#### Summerset at Heritage Park

8 Harrison Road, Ellerslie,  
Auckland 1060  
Phone (09) 950 7960

#### Summerset by the Park

7 Flat Bush School Road,  
Flat Bush 2019  
Phone (09) 272 3950

#### Summerset at Karaka

49 Pararekau Road,  
Karaka 2580  
Phone (09) 951 8900

#### Summerset Parnell<sup>1</sup>

23 Cheshire Street, Parnell,  
Auckland 1052  
Phone (09) 950 8212

#### Summerset Half Moon Bay<sup>1</sup>

25 Thurston Place,  
Half Moon Bay,  
Auckland 2012  
Phone (09) 306 1422

#### Summerset St Johns

188 St Johns Road, St Johns,  
Auckland 1072  
Phone (09) 950 7982

### Waikato – Taupō

#### Summerset down the Lane

206 Dixon Road,  
Hamilton 3206  
Phone (07) 843 0157

#### Summerset Rototuna

39 Kimbrae Drive,  
Rototuna North 3210  
Phone (07) 981 7822

#### Summerset by the Lake

2 Wharewaka Road, Wharewaka,  
Taupō 3330  
Phone (07) 376 9470

#### Summerset Cambridge

1 Mary Ann Drive,  
Cambridge 3493  
Phone (07) 839 9482

### Bay of Plenty

#### Summerset by the Sea

181 Park Road,  
Katikati 3129  
Phone (07) 985 6890

#### Summerset by the Dunes

35 Manawa Road,  
Pāpāmoa Beach, Tauranga 3118  
Phone (07) 542 9082

#### Summerset Rotorua<sup>1</sup>

171-193 Fairy Springs Road,  
Rotorua 3010  
Phone (0800) 786 637

### Hawke's Bay

#### Summerset in the Bay

79 Merlot Drive, Greenmeadows,  
Napier 4112  
Phone (06) 845 2840

#### Summerset in the Orchard

1228 Ada Street, Parkvale,  
Hastings 4122  
Phone (06) 974 1310

#### Summerset Palms

136 Eriksen Road,  
Te Awa, Napier 4110  
Phone: (06) 833 5852

#### Summerset in the Vines

249 Te Mata Road,  
Havelock North 4130  
Phone (06) 877 1185

### Taranaki

#### Summerset Mountain View

35 Fernbrook Drive, Vogeltown,  
New Plymouth 4310  
Phone (06) 824 8900

#### Summerset at Pohutukawa Place

70 Pohutukawa Place, Bell Block,  
New Plymouth 4312  
Phone (06) 824 8532

### Manawatū – Wanganui

#### Summerset in the River City

40 Burton Avenue, Wanganui East,  
Wanganui 4500  
Phone (06) 343 3133

<sup>1</sup> Proposed villages

**Summerset on Summerhill**

180 Ruapehu Drive, Fitzherbert,  
Palmerston North 4410  
Phone (06) 354 4964

**Summerset Kelvin Grove<sup>1</sup>**

Stony Creek, Kelvin Grove,  
Palmerston North 4470  
Phone (06) 825 6530

**Summerset by the Ranges**

104 Liverpool Street,  
Levin 5510  
Phone (06) 367 0337

## Wellington

**Summerset Waikanae**

28 Park Avenue,  
Waikanae 5036  
Phone (04) 293 0002

**Summerset on the Coast**

104 Realm Drive,  
Paraparaumu 5032  
Phone (04) 298 3540

**Summerset on the Landing**

1-3 Bluff Road, Kenepuru,  
Porirua 5022  
Phone (04) 230 6722

**Summerset at Aotea**

15 Aotea Drive, Aotea,  
Porirua 5024  
Phone (04) 235 0011

**Summerset at the Course**

20 Racecourse Road, Trentham,  
Upper Hutt 5018  
Phone (04) 527 2980

**Summerset Lower Hutt**

1 Boulcott Street,  
Lower Hutt 5010  
Phone (04) 568 1442

**Summerset Masterton<sup>1</sup>**

Landsdowne  
Masterton 5871  
Phone (06) 370 1792

## Nelson – Tasman

**Summerset in the Sun**

16 Sargeson Street, Stoke,  
Nelson 7011  
Phone (03) 538 0000

**Summerset Richmond Ranges**

1 Hill Street North, Richmond,  
Tasman 7020  
Phone (03) 744 3432

## Marlborough

**Summerset Blenheim**

183 Old Renwick Road, Springlands,  
Blenheim 7272  
Phone (03) 520 6042

## Canterbury

**Summerset Rangiora<sup>1</sup>**

141 South Belt, Waimakariri,  
Rangiora 7400  
Phone (03) 364 1312

**Summerset at Wigram**

135 Awatea Road, Wigram,  
Christchurch 8025  
Phone (03) 741 0870

**Summerset at Avonhead**

120 Hawthornden Road, Avonhead,  
Christchurch 8042  
Phone (03) 357 3202

**Summerset on Cavendish**

147 Cavendish Road, Casebrook,  
Christchurch 8051  
Phone (03) 741 3340

**Summerset Prebbleton**

578 Springs Road,  
Prebbleton 7604  
Phone (03) 353 6312

## Otago

**Summerset at Bishopscourt**

36 Shetland Street, Wakari,  
Dunedin 9010  
Phone (03) 950 3102

## Australia

### Victoria

**Summerset Cranbourne North**

98 Mannavue Boulevard,  
Cranbourne North VIC 3977  
Phone (1800) 321 700

**Summerset Torquay<sup>1</sup>**

Grossmans Road and Briody Drive,  
Torquay VIC 3228  
Phone (1800) 321 700

**Summerset Chirnside Park<sup>1</sup>**

266-268 Maroondah Hwy,  
Chirnside Park VIC 3116  
Phone (1800) 321 700

**Summerset Craigieburn<sup>1</sup>**

1480 Mickleham Road,  
Craigieburn VIC 3064  
Phone (1800) 321 700

**Summerset Oakleigh South<sup>1</sup>**

52 Golf Road,  
Oakleigh South VIC 3167  
Phone (1800) 321 700



# Company Information

## Registered offices

### New Zealand

Level 27, Majestic Centre,  
100 Willis Street, Wellington 6011,  
New Zealand

PO Box 5187,  
Wellington 6140

Phone: +64 4 894 7320

Email: [reception@summerset.co.nz](mailto:reception@summerset.co.nz)

[www.summerset.co.nz](http://www.summerset.co.nz)

### Australia

Deutsche Bank Place,  
Level 4, 126 Phillip Street,  
Sydney, NSW, 2000  
Australia

### Auditor

Ernst & Young

### Solicitor

Russell McVeagh

### Bankers

ANZ Bank New Zealand Limited  
Australia and New Zealand Banking Group Limited  
Bank of New Zealand  
National Australia Bank  
Commonwealth Bank of Australia  
Westpac New Zealand Limited  
Westpac Banking Corporation  
Industrial and Commercial Bank of China Limited  
Bank of China (New Zealand) Limited

### Statutory Supervisor

Public Trust

### Bond Supervisor

The New Zealand Guardian Trust  
Company Limited

### Share Registrar

Link Market Services,  
PO Box 91976, Auckland 1142,  
New Zealand

Phone: +64 9 375 5998

Email: [enquiries@linkmarketservices.co.nz](mailto:enquiries@linkmarketservices.co.nz)

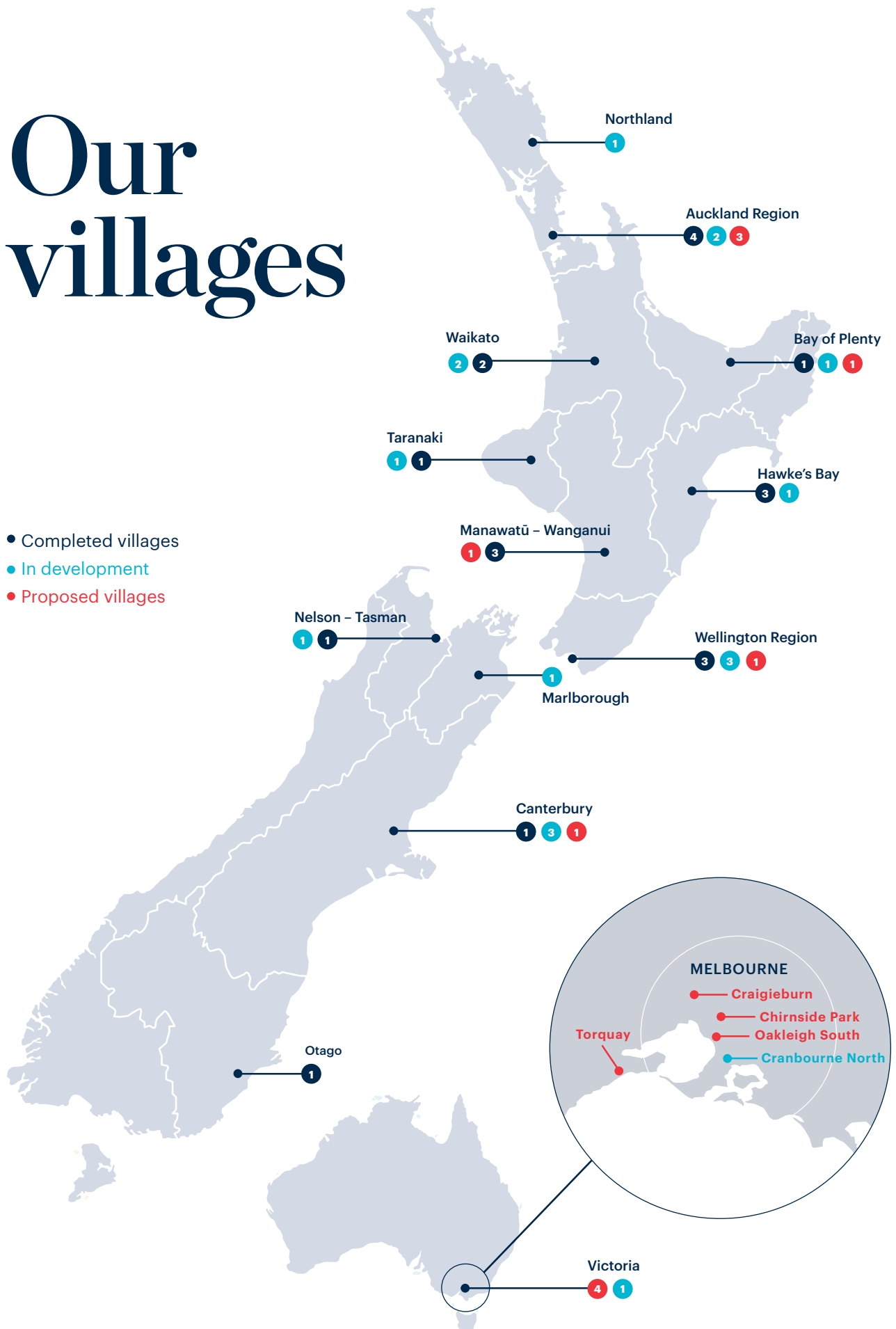
### Directors

Mark Verbiest  
Dr Marie Bismark  
Stephen Bull  
Venasio-Lorenzo Crawley  
Gráinne Troute  
Anne Urlwin  
Dr Andrew Wong

### Company Secretary

Robyn Heyman

# Our villages











[summerset.co.nz](http://summerset.co.nz)  
[summerset.com.au](http://summerset.com.au)

# Results announcement

(for Equity Security issuer/Equity and Debt Security issuer)

Results for announcement to the market		
Name of issuer	Summerset Group Holdings Limited	
Reporting Period	6 months to 30 June 2022	
Previous Reporting Period	6 months to 30 June 2021	
Currency	NZD	
	Amount (000s)	Percentage change
Revenue from continuing operations	\$114,137	20.3%
Total Revenue	\$114,137	20.3%
Net profit/(loss) from continuing operations after tax	\$134,639	-49.0%
Total net profit/(loss) after tax	\$134,639	-49.0%
Underlying profit*	\$82,463	9.2%
Interim Dividend		
Amount per Quoted Equity Security	\$0.107 per Ordinary Share	
Imputed amount per Quoted Equity Security	Not imputed	
Record Date	6 September 2022	
Dividend Payment Date	19 September 2022	
	Current period	Prior comparable period
Net tangible assets per Quoted Equity Security	\$8.91	\$7.07
A brief explanation of any of the figures above necessary to enable the figures to be understood	<p>See also other attached documents (half year report, media release, results presentation and distribution notice).</p> <p>* Underlying profit is a non-GAAP measure and differs from NZ IFRS profit for the period. Underlying profit does not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similar financial information presented by other entities. The Directors have provided an underlying profit measure in addition to IFRS profit to assist readers in determining the realised and unrealised components of fair value movement of investment property, impairment and tax expense in the Group's income statement. The measure is used internally in conjunction with other measures to monitor performance and make investment decisions. Underlying profit is a measure which the Group uses consistently across reporting periods. Underlying profit is used to determine the dividend pay-out to shareholders.</p>	



Authority for this announcement	
Name of person authorised to make this announcement	Robyn Heyman
Contact person for this announcement	Robyn Heyman
Contact phone number	027 506 5562
Contact email address	robyn.heyman@summerset.co.nz
Date of release through MAP	23 August 2022

Unaudited financial statements accompany this announcement.



NEW ZEALAND'S EXCHANGE  
TE PAEHOKO O AOTEAROA

## Distribution Notice

Please note: all cash amounts in this form should be provided to 8 decimal places, including zeros (ie 0.01001000)

Section 1: Issuer information				
Name of issuer	Summerset Group Holdings Limited			
Financial product name/description	Ordinary Shares			
NZX ticker code	SUM			
ISIN (If unknown, check on NZX website)	NZSUME0001S0			
Type of distribution (Please mark with an X in the relevant box/es)	Full Year		Quarterly	
	Half Year	X	Special	
	DRP applies	X		
Record date	06/09/2022			
Ex-Date (one business day before the Record Date)	05/09/2022			
Payment date (and allotment date for DRP)	19/09/2022			
Total monies associated with the distribution <sup>1</sup>	\$24,745,227.24200000			
Source of distribution (for example, retained earnings)	Retained earnings			
Currency	NZD			
Section 2: Distribution amounts per financial product				
Gross distribution <sup>2</sup>	\$0.10700000			
Gross taxable amount <sup>3</sup>	\$0.10700000			
Total cash distribution <sup>4</sup>	\$0.10700000			
Excluded amount (applicable to listed PIEs)	\$0.00000000			
Supplementary distribution amount	\$0.00000000			
Section 3: Imputation credits and Resident Withholding Tax <sup>5</sup>				
Is the distribution imputed	No imputation			

<sup>1</sup> Continuous issuers should indicate that this is based on the number of units on issue at the date of the form

<sup>2</sup> "Gross distribution" is the total cash distribution plus the amount of imputation credits, per financial product, before the deduction of Resident Withholding Tax (RWT).

<sup>3</sup> "Gross taxable amount" is the gross distribution minus any excluded income.

<sup>4</sup> "Total cash distribution" is the cash distribution excluding imputation credits, per financial product, before the deduction of RWT. This should *include* any excluded amounts, where applicable to listed PIEs.

<sup>5</sup> The imputation credits plus the RWT amount is 33% of the gross taxable amount for the purposes of this form. If the distribution is fully imputed the imputation credits will be 28% of the gross taxable amount with remaining 5% being RWT. This does not constitute advice as to whether or not RWT needs to be withheld.

If fully or partially imputed, please state imputation rate as % applied <sup>6</sup>	N/A	
Imputation tax credits per financial product	N/A	
Resident Withholding Tax per financial product	\$0.035310000	
<b>Section 4: Distribution re-investment plan (if applicable)</b>		
DRP % discount (if any)	2%	
Start date and end date for determining market price for DRP	07/09/2022	13/09/2022
Date strike price to be announced (if not available at this time)	14/09/2022	
Specify source of financial products to be issued under DRP programme (new issue or to be bought on market)	New issue	
DRP strike price per financial product	TBA	
Last date to submit a participation notice for this distribution in accordance with DRP participation terms	07/09/2022	
<b>Section 5: Authority for this announcement</b>		
Name of person authorised to make this announcement	Robyn Heyman	
Contact person for this announcement	Robyn Heyman	
Contact phone number	+64 27 506 5562	
Contact email address	robyn.heyman@summerset.co.nz	
Date of release through MAP	23/08/2022	

<sup>6</sup> Calculated as (imputation credits/gross taxable amount) x 100. Fully imputed dividends will be 28% as a % rate applied.