



FY23 Results Presentation

August 2023



eureka
GROUP HOLDINGS

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FY23 Highlights

FY23 Highlights

Revenue and earnings growth driven by strong resident demand, rental growth and property valuations

\$36.4m

Revenue

22% FY22



Like-for-like revenue
growth 10%

\$12.6m

Underlying EBITDA¹

19% FY22



Like-for-like village
EBITDA growth 13%

\$19.2m

Profit after tax

134% FY22



EBITDA growth and
property valuation uplift

45.0 cents

NTA per share

18% FY22



Whole-of-portfolio
valuation completed

6.97 cps

EPS

100% FY22



1.34 cps

FY23 dividends

6% FY22



32.1%

Gearing

40.8% FY22

\$25.3m
Valuation uplift

\$2.8m FY22

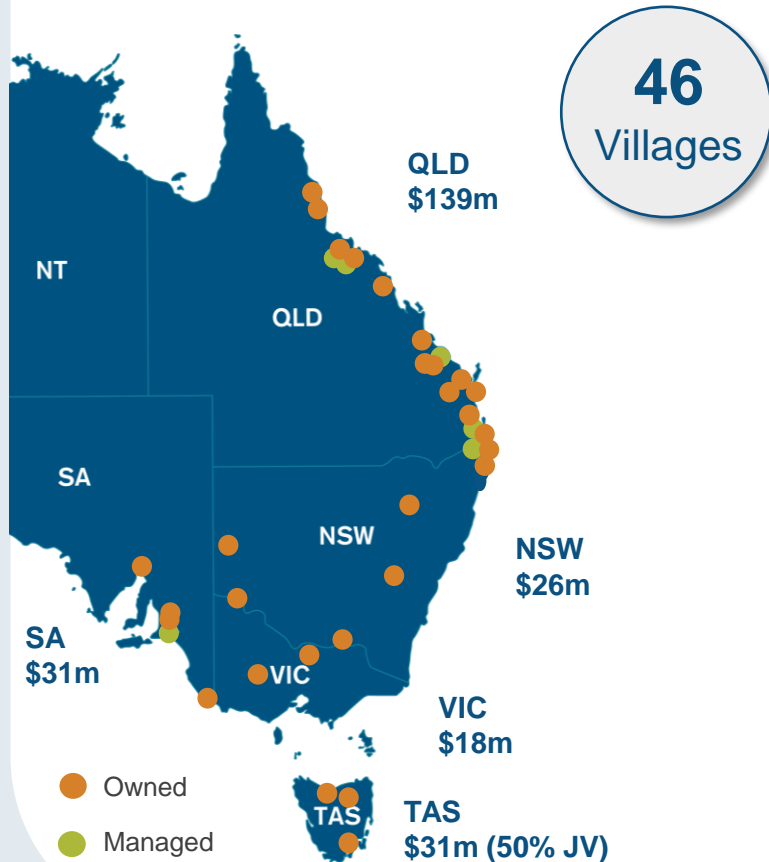
Includes independent valuations
on 29 properties in FY23

1. Refer Definitions on page 30. Underlying EBITDA growth of 19% achieved despite no current year contribution from Lismore which was impacted by a severe flood event in 2H22. Prior year contribution was \$0.60m.

Portfolio Summary

Eureka operates a pure play, specialist strategy of providing affordable seniors rental accommodation

GEOGRAPHIC OVERVIEW



PORTFOLIO SNAPSHOT

2,551
Units under management
2,507 units FY22

99%
Occupancy
98% FY22

340 units²
Owned development pipeline

\$229m
Investment property value¹
\$172m FY22

8.3%
WACR³
9.4% FY22

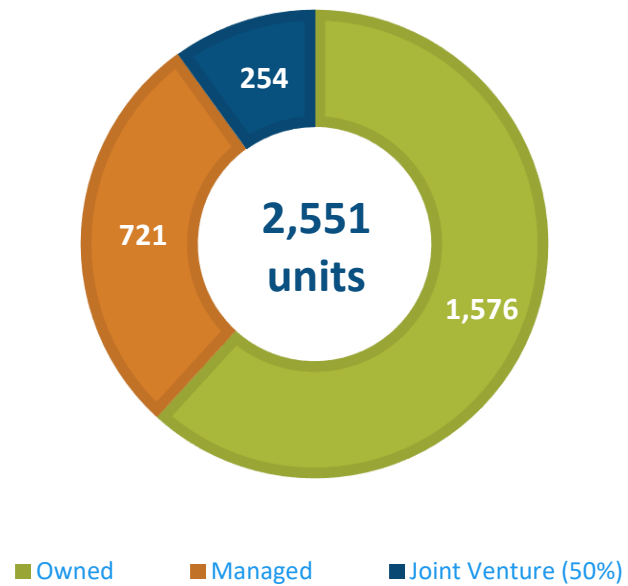
>95%
Rent underpinned by government pension and rent assistance

1. Includes 50% share of investment properties held in JV. Refer slide 17
2. Owned sites with development potential consistent with Eureka's develop to hold strategy
3. Refer Definitions on page 30

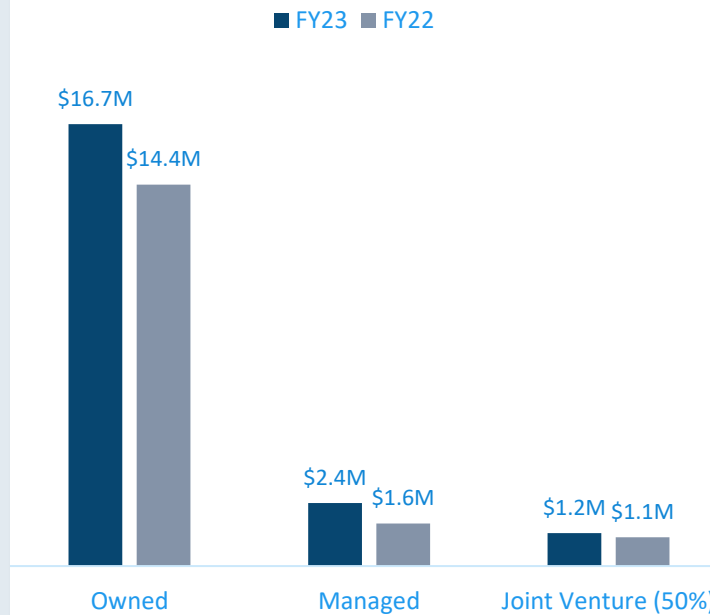
Segment information

Solid contributions from all segments

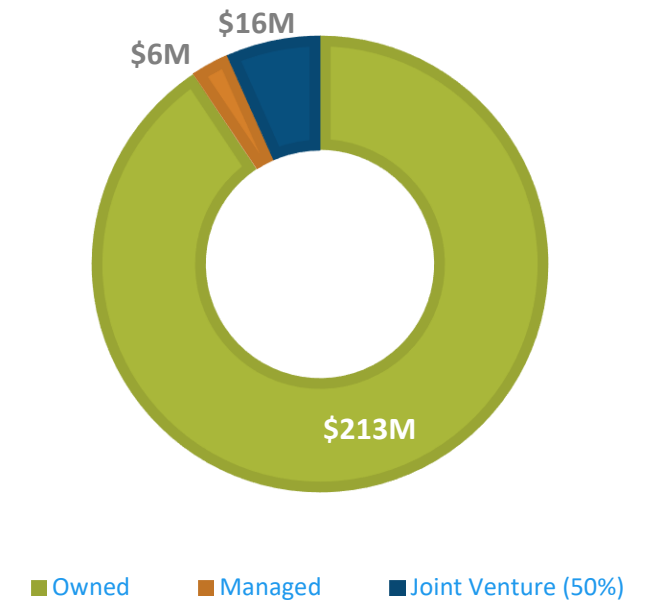
Unit numbers at 30 June 2023



Village contributions¹ (excluding revaluations)

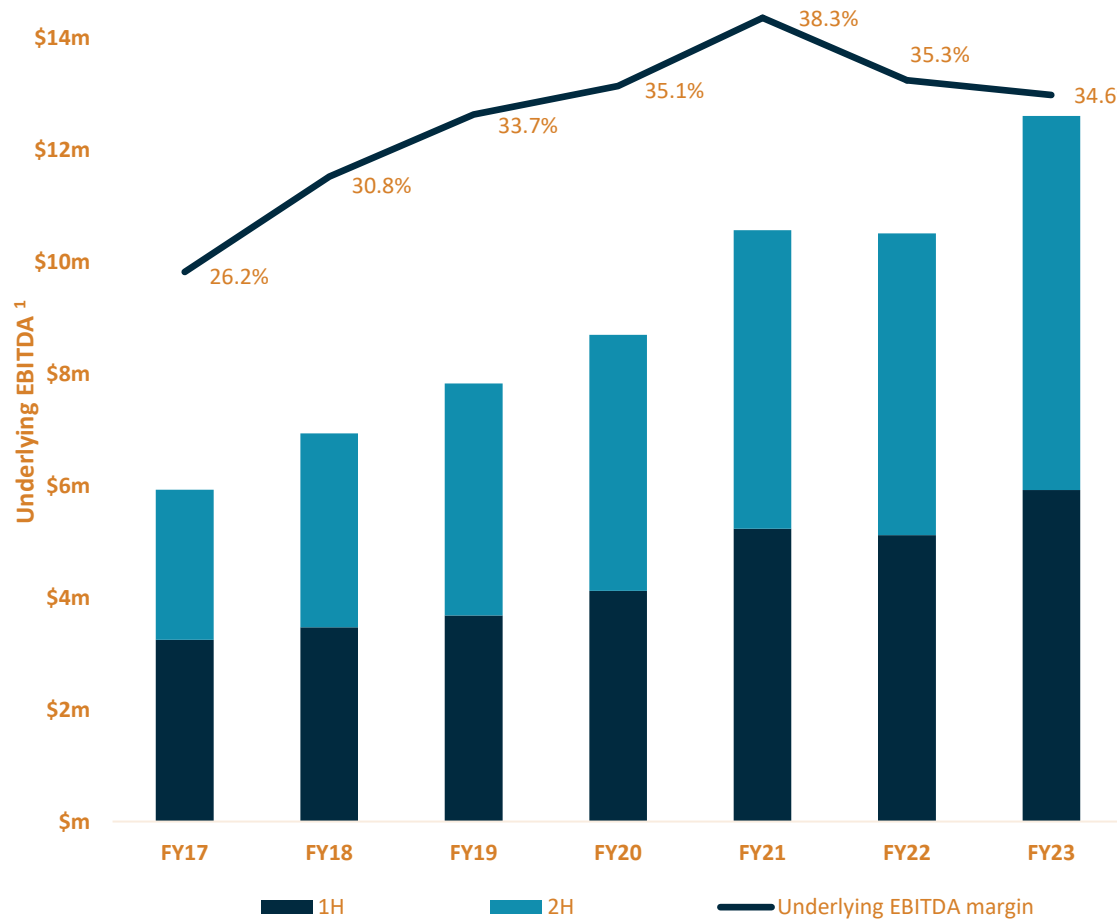


Asset values at 30 June 2023



Underlying EBITDA¹

Continued Underlying EBITDA growth, with margins expected to improve



- **FY23 underlying EBITDA of \$12.6m**

- FY23 acquisitions and full year contribution from FY22 acquisitions underpinned growth in FY23 underlying EBITDA, alongside organic growth

- Underlying EBITDA margin of 34.6%. Loss of the Lismore village in the 2022 flood event impacted underlying EBITDA margin in FY23 by -0.7%

- Revenue growth offset impact of inflation on wages and energy costs, with rising energy costs also partly mitigated by solar program

- Essential investment in people and resources reduced the underlying EBITDA margin in FY22 and FY23 as a prerequisite to delivering growth. Key management appointments were made in FY23

- **Underlying EBITDA margin expected to improve in FY24 through organic growth, acquisitions and economies of scale**

Key achievements

Eureka has a sound financial base, a sustainable business model and significant growth opportunities

Strong results	✓	<ul style="list-style-type: none">• 22% revenue growth and 19% underlying EBITDA growth, reflecting strong resident demand, rental growth and asset acquisitions• Maintained high portfolio occupancy during the year and achieved 99% at year end
Portfolio value uplift	✓	<ul style="list-style-type: none">• Independent valuations undertaken on majority of assets, uplift of \$25.3m• Valuation uplift during the year driven by increased village earnings and capitalisation rate compression
Acquisitions and developments	✓	<ul style="list-style-type: none">• Acquisition of 3 villages (Tamworth, Horsham and Eagleby) delivered 151 additional units• Acquired 37 units in managed villages as part of the individual unit acquisition strategy, improving the return on those units• Disposed of two lower performing managed villages comprising 91 units• 51-unit Brassall development is well-progressed, with stage one (10 homes) completed and fully leased in August 2023
Capital management	✓	<ul style="list-style-type: none">• Successful \$28.2m Entitlement Offer in November 2022• Gearing reduced from 40.8% at 30 June 2022 to 32.1% at 30 June 2023
Resident-first approach	✓	<ul style="list-style-type: none">• Resident first approach to ensure sense of belonging and community to extend tenure• Community room upgrades across 20 villages nearing completion• Roll-out of solar energy program continues with 13 villages completed and a further 7 in CY2023, reducing resident power bills
Strengthened management team	✓	<ul style="list-style-type: none">• Key senior leadership appointments completed across real estate, operations and technology

Sustainability

Resident first philosophy enhances resident experience, creating sustainable value for shareholders

	Initiatives	Achievements	Targets / Focus
Environment <i>Developing an environmental program to reduce the impact of operations on the environment</i>	Solar power Commitment to energy conservation through a continuation of village solar programs Energy efficiency NABERS energy standards to be implemented into the portfolio through the ESG framework	<ul style="list-style-type: none"> Implemented solar power at 13 villages FNQ building resilience and storm readiness 	<ul style="list-style-type: none"> Solar power to be implemented in a further 7 villages in CY2023, reducing village and resident power bills Remove single use plastic containers by FY24 Brassall development incorporates energy efficient design
Social <i>A nationally important provider of essential social infrastructure</i>	Resident first Empowering the well-being and independence of residents in a safe, secure and active village where residents can age in place Community connections Key part of social infrastructure, supporting the wellbeing of residents and the broader communities in which villages are located	<ul style="list-style-type: none"> Resident first approach to ensure sense of belonging and community to extend tenure Resident health and wellbeing talks covering a range of topics including sleep and diet Technology programs for residents Security enhancement through installation of security gates at most villages Community room upgrades across 20 villages 	<ul style="list-style-type: none"> CCTV and wi-fi installation commencing across all villages in FY24 Enhance customer value proposition to improve resident welfare, safety and physical and mental wellbeing Improve employee value proposition to engage staff, retain talent and ensure staff welfare
Governance <i>Established framework to proactively consider and action ESG initiatives</i>	Board governance Experienced leadership and management team with expertise in property, financial management, governance and health Ethical practices Integrated ESG plan established with advice from an independent social impact consultant	<ul style="list-style-type: none"> Established a 4-year ESG framework and action plan Risk management framework of policies, legislative and regulatory compliance and reporting 	<ul style="list-style-type: none"> Implement preferred technology systems across all business units Cyber security upgrade Climate change – resilience planning



About Eureka

A scaled, affordable build-to-rent seniors living portfolio

Upside from organic growth, acquisition and targeted development strategy

Who is Eureka?



Eureka operates a pure play, specialist build-to-rent strategy of providing affordable independent seniors rental accommodation and currently owns a \$229m portfolio of geographically diversified property assets (including assets held in joint venture)



Nationally important provider of essential social infrastructure operating with a resident first philosophy which enhances resident experience, creating sustainable value across the platform



Eureka services the growing ageing population who are under-funded for retirement and highly reliant on government pension assistance that underpins revenue (>95% pension based)



Led by an exceptional, customer-focused management team with intimate knowledge of the sector, resulting in an accelerated turnaround of the platform since 2018



Eureka's strategy is supported by an identified acquisition and development pipeline



Eureka's build-to-rent portfolio is well positioned

A leading provider of affordable accommodation within the seniors living spectrum

	Residential home	Government social housing	Land lease communities	Seniors rental 'Eureka'	Retirement village	Aged care
	Community-based independent living				Care services available	Advanced care services
Operator characteristics	Provision of services	Facilities development and asset ownership	Facilities development and asset ownership	Facilities development and asset ownership	Facilities development and asset ownership	Combination of facilities and service provision
Typical age	All	50+	70+	70+	70+	80+
Rental assistance available?	✓	✓	✓	✗	✗	✓
Key features	<ul style="list-style-type: none"> Mixed resident demographic Very limited availability with long waiting lists No social / community engagement Does not include meal service 	<ul style="list-style-type: none"> Site agreement model whereby residents own a manufactured home on rented land Community style living and facilities Few additional services Upfront capital commitment and ongoing rent 	<ul style="list-style-type: none"> Community style living and facilities, including meal service in a majority of villages All inclusive headline rental price Simple Residential Tenancy Agreement No entry or exit fees Significant level of autonomy and independence Safe and secure villages 	<ul style="list-style-type: none"> Increased services, including care Residents generally pay an entry contribution equivalent to unit purchase price Significant ongoing fees Deferred management fee model in some instances 	<ul style="list-style-type: none"> Little independence, significant levels of care Homes staffed with nurses and other healthcare professionals Typically charge daily care fees and upfront refundable accommodation bond 	
Caters for	<ul style="list-style-type: none"> Means tested Only available to lowest socio-economic demographic 	<ul style="list-style-type: none"> Those seeking to release capital by selling their residential home 	<ul style="list-style-type: none"> Retirees receiving government pension Seniors ageing in place independently 	<ul style="list-style-type: none"> Elderly retirees who have typically sold their main residence and can afford lifestyle arrangements Residents are typically independent 	<ul style="list-style-type: none"> Elderly people who require significant levels of care 	

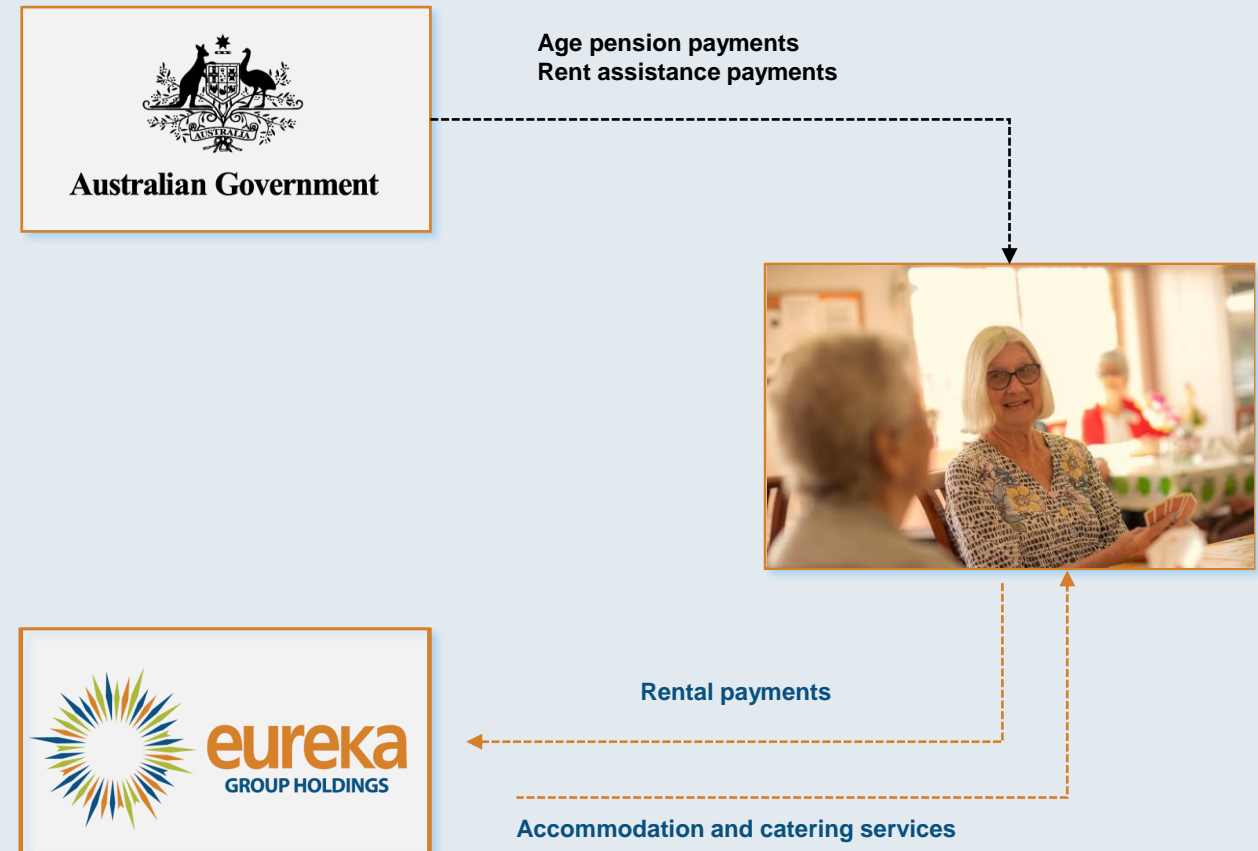
Cash flows backed by the Australian Government pension

Government backed age pension and rent assistance payments support Eureka's revenue streams

Commentary

- > 95% of Eureka's residents receive the full entitlement of government support payments, such as age pension, rent assistance and other supplements, to support their cost of living
- This can be up to \$1,221 per fortnight for singles and \$1,752 for couples¹
- Pension payments from the government are direct debited from residents to Eureka
- Australian pension payments are indexed bi-annually in March and September each year to the higher of CPI and the Pensioner and Beneficiary Living Cost Index, providing Eureka's revenues with embedded inflation protection

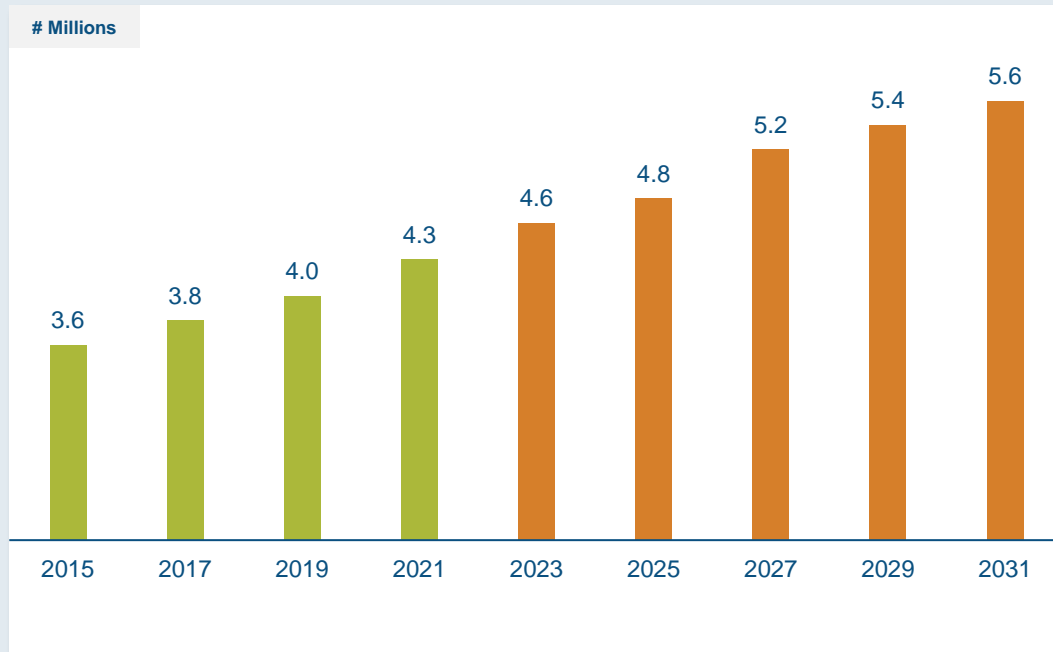
Payments backed by Government



A growing ageing population with limited superannuation

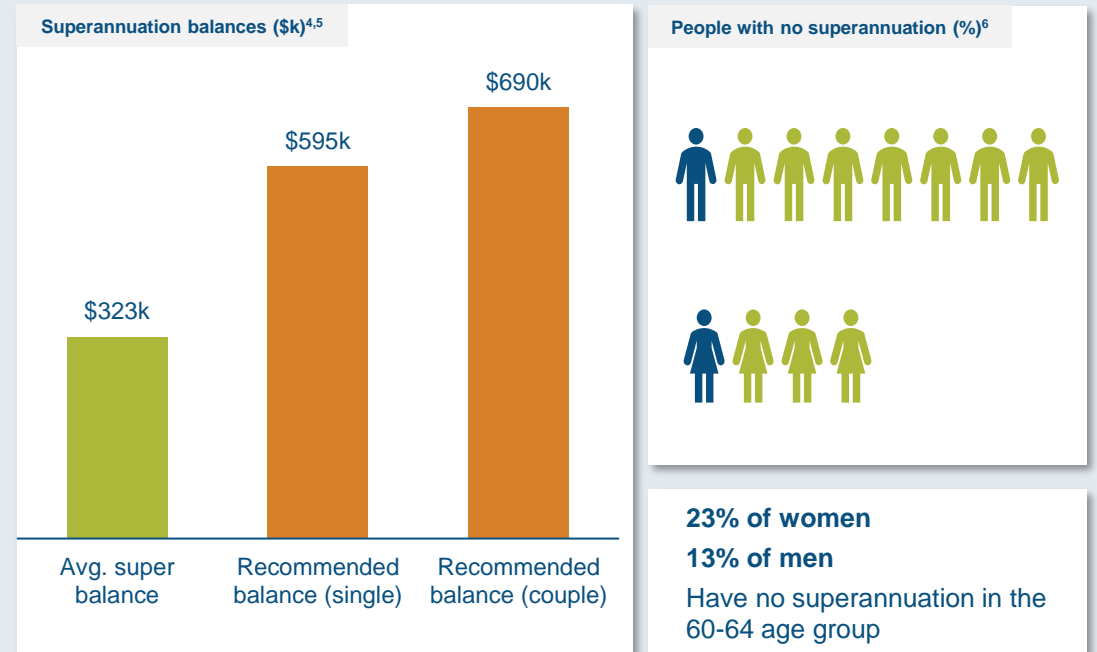
Industry trends provide strong tailwinds for seniors rentals

Australians aged 65+ years old^{1,2,3}



- ~4.6million or 18% of Australians are currently 65 years of age or older - this is forecast to grow to 5.6 million (or 17%) by 2031
- ~57% of Australians aged 65 and over rely on the Government aged pension as their primary source of income and 67% receive a form of income support payment

Seniors superannuation balances are low



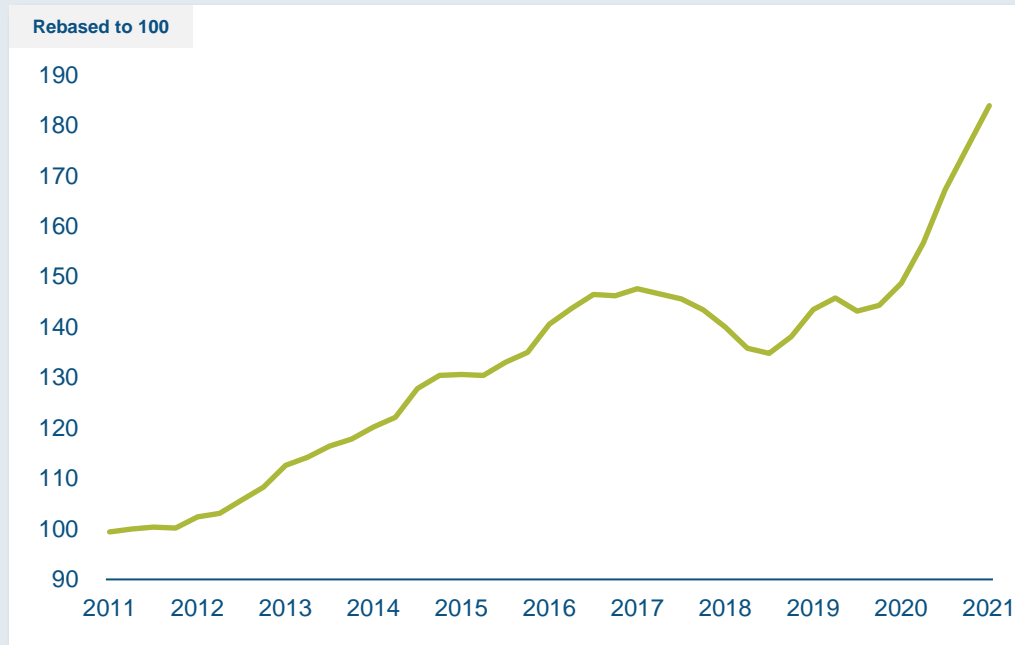
- On average, Australians aged 65 and older have insufficient superannuation balances to support a comfortable retirement, increasing the need for age pension to support daily living
- 33% women and 25% men, across all ages, have no superannuation account. On retirement ~23% of women and 13% of men have no superannuation

1. ABS National, State and Territory Population 2021
2. The Treasury 2021 Intergenerational Report
3. Australian Institute of Health and Welfare

4. ABS Household Income and Wealth 2019-20
5. Association of Superannuation Funds of Australia Retirement Standard Report (21 March 2023)
6. Developments in account balances: superannuation account balances for various demographic groups (March 2022)

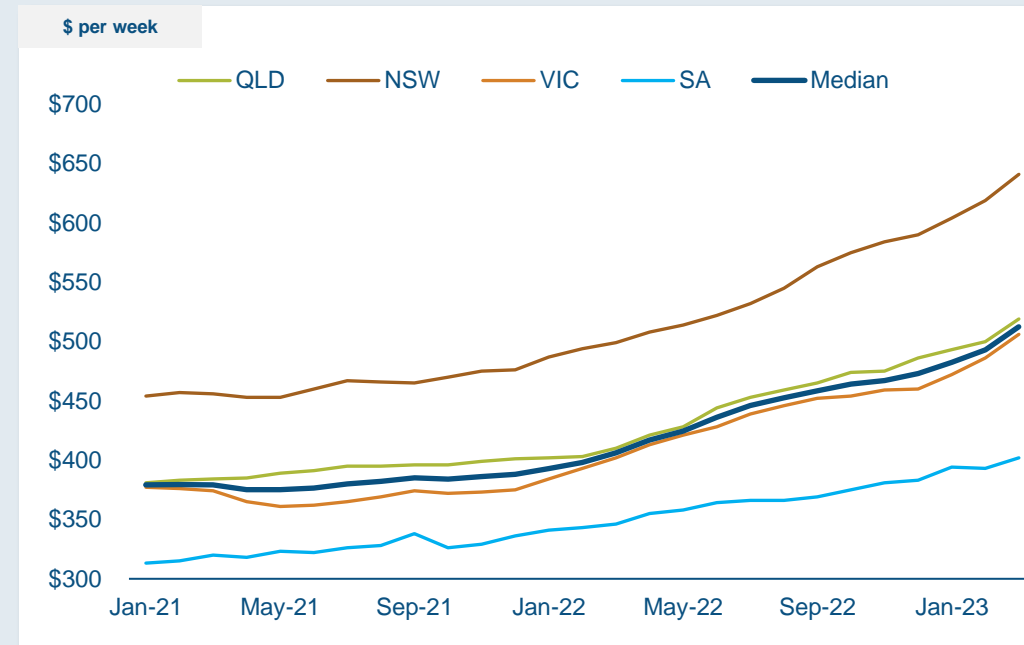
Future demand supported by favourable industry trends

House prices in capital cities¹



- Considerable house price and rental growth over the last 10 years has made everyday residential living unaffordable for many older Australians
- A growing reliance on the Government age pension is leading to an increase in demand for low-cost, quality rental accommodation

Median weekly rent²



- Considerable rental growth and house price growth over the last 3 years has made everyday residential living unaffordable for many older Australians
- Median rent has increased by 35.2% since January 2021 – 14.4% CAGR
- The proportion of Australian renting compared with owning a home continues to rise and has done so across all age brackets for the last 20 years

1. ABS Residential Property Price Indexes (31 December 2021)

2. SQM Research (31 March 2023)



Operational Performance



Portfolio diversified across owned, JV and managed units

Commentary

- Eureka's core portfolio comprises 1,576 owned units and 254 units held in a 50% Joint Venture. Owned unit numbers increased by 13% during FY23 due to acquisitions
- Eureka's interest in these units is valued at \$229m
 - \$213m of owned investment property
 - \$16m of JV investment property
- Eureka manages 721 units via management rights with a carrying value of \$6m. 91 managed units (two villages) were sold during the year and 37 managed units were acquired as part of the individual unit acquisition strategy

Portfolio statistics		FY23	FY22	Change
Owned units	[#]	1,576	1,392	184
JV units	[#]	254	254	-
Managed units	[#]	721	861	(140)
Total Units	[#]	2,551	2,507	44
Investment property value	[\$m]	213	160	53
Value of JV properties (50%)	[\$m]	16	12	4
Total portfolio value	[\$m]	229	172	57

Select Eureka villages



Mackay, QLD



Orange, NSW



Hervey Bay, QLD



Albury, NSW



Eagleby, QLD

Investment properties

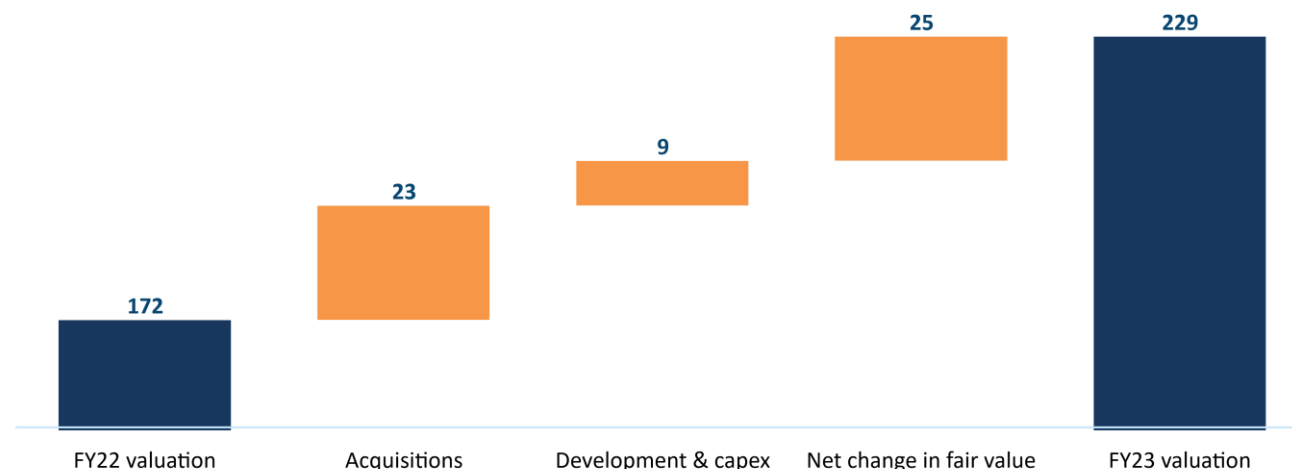
Portfolio enhanced by active management

Commentary

- A 'whole of portfolio' valuation was completed in 2H23
- Net increase in investment property values of \$57m or 33%, including:
 - Valuation uplift of \$25m during the year, driven by increased village earnings and capitalisation rate compression (WACR¹ of 8.3%, down from 9.4%)
 - Acquisitions, development and capital improvements also supplemented portfolio growth over the year, contributing \$32m¹
- Further portfolio growth is forecast as Eureka continues to move towards "institutional scale"

Strong portfolio growth² driven by acquisitions and valuations

Investment property value (\$m)



Investment property summary

	FY22 Portfolio (\$m)	FY23 Portfolio (\$m)	Increase in Portfolio (\$m)	Increase in Portfolio (%)
QLD	104.6	138.5	33.9	32
NSW	16.2	25.5	9.3	57
VIC	10.9	17.6	6.7	61
SA	28.0	31.4	3.4	12
TAS	11.9	15.5	3.6	30
Total value	171.6	228.5	56.9	33

1. Includes capitalised transaction costs

2. Includes 50% share of investment properties held in JV

Acquired 3 villages and 37 individual units

Disciplined acquisition strategy

Completed acquisitions



\$7.3m acquisition¹
55 units plus management rights settled
September 2022



\$6.7m acquisition
50 units settled November 2022



\$5.1m acquisition
46 units settled November 2022



\$3.7m individual unit acquisitions in managed villages
37 units settled

Acquisition objectives

- Actively identifying and assessing accretive acquisition opportunities including:
 - Existing villages
 - Individual units in managed villages
 - Management rights
- Focus on fit-for-purpose assets that facilitate independent living and ensure high occupancy and tenure
- Fragmented nature of the sector provides an opportunity to construct a high-quality portfolio of assets with geographic diversification

Integration of acquisitions

- FY23 acquisitions are performing as expected with a focus on onboarding village managers, increasing food participation and community networking to drive improved occupancy

1. \$6.5m acquisition excluding management rights

Development strategy – building long term value

Committed to growing the portfolio via greenfield and brownfield development opportunities

Commenced

Brassall, QLD



Home design

Site development locations

- Village acquired in July 2021 comprising 43 rental residences, 12 land lease residences and surplus development land
- Construction commenced in February 2023 for 51 new dwellings and refurbished community facilities
- Key infrastructure in place with pre-existing civil works (internal roads) and essential services (water, sewage and power)
- Development to be completed via a 4-stage build incorporating an energy efficient design. Estimated completion by January 2024
- Stage one (10 units) completed and fully leased in August 2023
- Dwellings will comprise premium, free-standing 2-bedroom residences with modern amenities including kitchen, bathroom and car parking
- On completion, the Brassall village will comprise 106 free-standing residences. Future opportunities include acquiring the current land lease homes and rental uplift in the existing accommodation

Pipeline

Future development strategy



Low set garden villages

Self-catered & hybrid product villages

- The pipeline includes a range of growth channels
 - Greenfield: vacant land
 - Adjacent land development: land adjacent to existing Eureka villages
 - Infill development: land within existing Eureka villages
 - Brownfield acquisitions
- Diversification of product type provides Eureka the flexibility to align its offering to best meet demand and maximise site utility
- Low set garden villages dominate the current Eureka portfolio, catering for residents 70 years and over
- Lifestyle villages and self-catered & hybrid villages will cater for a broader market, including couples and younger pensioners



Capital Management

Robust capital management

Capital management planning provides optionality for future funding requirements

Commentary

- Balance sheet gearing reduced from 40.8% at 30 June 2022 to 32.1% following completion of \$28.2 million Entitlement Offer in November 2022 and investment property revaluations
 - Current gearing at lower end of target range of 30% to 40%
 - Eureka maintains covenant headroom on interest cover ratio and gearing
- Funding of Brassall development is supported by existing undrawn and available debt facilities
- \$50m of interest rate hedging across three tranches covering 72% of drawn debt
- Strategic and operational plans include identified acquisition and development opportunities together with funding options

Key debt metrics		FY23	FY22
Facility limit	[\$m]	83.0	77.5
Drawn amount	[\$m]	69.7	70.0
Proportion hedged	[%]	72	-
Weighted average hedge maturity	[years]	2.15	-
Cost of debt p.a.	[%]	5.96	2.26
Gearing	[%]	32.1	40.8

32.1%
Gearing¹

3.5x
Interest Cover Ratio

5.96%
Cost of debt

Metrics at 30 June 2023

\$69.7m
Debt drawn

\$83m
Facility limit

Dividends

Consistent returns to shareholders since commencement of paying dividends

Dividends

FY23 final dividend

0.67c per share

- Dividend reinvestment plan (DRP) operative
- DRP issue price of 5-day VWAP less 2% discount

Key dates

Ex-dividend date

21 September 2023

Record date

22 September 2023

DRP election date

27 September 2023

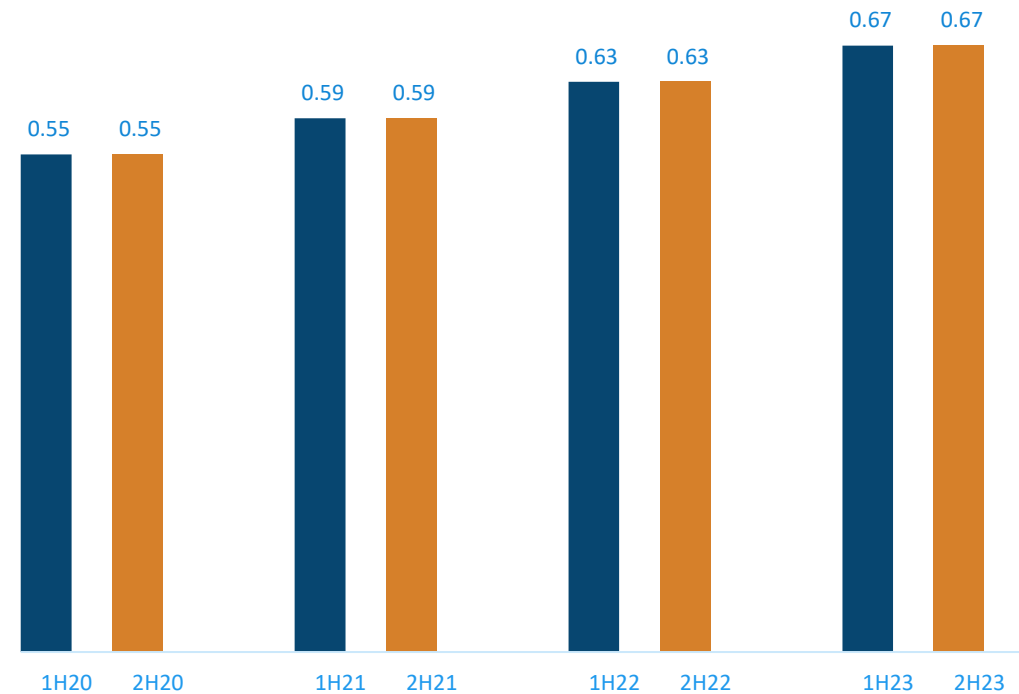
Payment date

12 October 2023

DRP issue date

12 October 2023

Dividend track record (cps)



* Eureka also paid a 1.0 cps final dividend for FY19 when it commenced paying dividends in September 2019



Strategic Priorities

FY24 Strategic priorities

Building long term value via a disciplined growth plan, backed by a resident first philosophy



Resident experience initiatives	<ul style="list-style-type: none">• Continue investment in key areas to enhance resident experience and increase resident tenure
Portfolio management	<ul style="list-style-type: none">• Continue to pursue earnings-accretive acquisitions in existing and new markets• Deliver on development opportunities identified and expand the development pipeline in high-demand regional markets
Capital management	<ul style="list-style-type: none">• Ongoing capital management planning to support performance and growth
People	<ul style="list-style-type: none">• Improve employee value proposition to engage staff, retain talent and ensure staff welfare
Technology	<ul style="list-style-type: none">• Implement preferred technology systems across all business units
Brand repositioning	<ul style="list-style-type: none">• Revitalise and reposition Eureka's brand in the build-to-rent retirement market
Sustainability	<ul style="list-style-type: none">• Advance the environmental pillar of Eureka's ESG plan to complement the strong social and governance platform



Appendix

Profit and loss

- Profit after tax increased by 134% to \$19.2m
- 22% increase in total revenue driven by like-for-like village growth (10%) and acquisitions
- Occupancy was 99% at 30 June 2023
- 19% increase in underlying EBITDA including like-for-like growth of 13% and acquisitions
- Valuation uplift of \$25.3m
- Underlying EBITDA margin of 34.6% due to impact of Lismore flood (-0.7%). Margin is expected to improve in FY24 through organic growth, acquisitions and economies of scale
- Strategic project costs include technology upgrade, brand revitalisation projects and capital funding costs
- Finance costs increased by 77% due to rising interest rates. 72% of the drawn debt is hedged at 30 June 2023. Weighted average cost of debt is 5.96%
- No cash tax is payable due to substantial carry forward revenue tax losses. Effective tax rate was 36% due to restatement of deferred tax balances

(\$ '000)	30-Jun-23	30-Jun-22
Rental income	24,795	20,395
Catering income	5,533	4,842
Service and caretaking income	6,092	4,512
Total revenue	36,420	29,749
Reconciliation of profit after tax to underlying EBITDA¹		
Profit after tax	19,158	8,173
Income tax expense	10,593	2,310
Depreciation and amortisation	846	737
Finance costs	3,720	2,106
EBITDA¹	34,317	13,326
Net (gain)/loss on change in fair value of:		
- Investment properties, including assets held in joint venture	(25,284)	(9,961)
- Lismore property, due to flood impact	-	7,150
- Other assets	-	(20)
Impairment of:		
- Financial assets	146	-
- Other assets	1,756	-
Loss on sale of assets	46	136
Lismore flood event - insurance income less expenses	-	(655)
Transaction costs including acquisitions, disposals and asset realisations	515	40
Strategic projects – technology, brand and capital funding	895	562
Interest expense included in the share of profit of a joint venture	227	107
Other	(4)	(65)
Underlying EBITDA¹	12,614	10,620
Underlying profit before tax¹	8,049	7,777
Basic earnings per share (cents)	6.97	3.48
Dividends per share (cents)	1.34	1.26
Underlying EBITDA margin ¹	34.6%	35.3%

Balance sheet

- Strong balance sheet with financial capacity for expansion
- Completed \$28.2m capital raise to fund acquisitions, expand the Brassall village and retire debt
- Balance sheet gearing decreased to 32.1%
- Debt facility limit increased to \$83m during the year
- Weighted average capitalisation rate for investment properties firmed to 8.3% (FY22: 9.4%)
- Investment property values and joint venture investment increased by \$57m due to valuation uplift, acquisitions, development and capital improvements. Refer slide 17
- Other financial liabilities decreased due to payment of \$2.5m deferred consideration relating to the Hervey Bay, QLD acquisition in a prior year

(\$ '000)	30-Jun-23	30-Jun-22
Assets		
Cash and cash equivalents	1,815	1,837
Trade, other and loans receivable	499	1,138
Joint venture investment	10,934	7,196
Investment property	213,072	159,660
Other property assets	348	523
Intangible assets	8,452	8,471
Other assets	2,292	3,943
Total assets	237,412	182,768
Liabilities		
Trade and other payables	6,097	3,392
Provisions	977	712
Borrowings	69,579	70,018
Other financial liabilities	854	3,900
Deferred tax liabilities	15,949	5,713
Total liabilities	93,456	83,735
Net assets	143,956	99,033
Net debt ¹	67,909	68,238
Balance sheet gearing ¹	32.1%	40.8%
Net tangible assets per share (cents)	45.0	38.2

Cash flow statement

- Reliable operating cash flows
- Net cash from operating activities was \$8.7m (+5% on pcp)
- Acquisition of new villages and units in managed villages was funded by capital raise and debt
- Dividends paid during the period were partly funded by an underwritten dividend reinvestment plan

(\$ '000)	30-Jun-23	30-Jun-22
Cash flows from operating activities		
Receipts from customers	36,964	29,386
Payments to suppliers and employees	(25,777)	(21,073)
Distributions from joint venture	29	1,027
Insurance proceeds	508	1,150
Interest received	11	21
Interest paid	(3,029)	(2,228)
Net cash provided by operating activities	8,706	8,283
Cash flows from investing activities		
Payments for investment property and intangibles	(33,214)	(26,766)
Payments for property, plant & equipment	(31)	-
Proceeds from repayments of loans provided	91	-
Proceeds from sales of assets	365	6,142
Other net receipts / (payments)	(75)	(268)
Net cash used in investing activities	(32,864)	(20,892)
Cash flows from financing activities		
Net proceeds / (repayment) of borrowings	(351)	12,900
Payment of dividends	(2,602)	(2,246)
Proceeds from share issue	29,126	2,240
Other payments for financing activities	(2,037)	(338)
Net cash provided by financing activities	24,136	12,556
Net decrease in cash and cash equivalents	(22)	(53)
Cash and cash equivalents at the beginning of the period	1,837	1,890
Cash and cash equivalents at the end of the period	1,815	1,837

Definitions

Balance sheet gearing

Calculated as net debt (being interest-bearing drawn debt net of cash) divided by net debt plus equity

EBITDA

(Earnings before interest, tax, depreciation and amortisation)

An unaudited non-IFRS measure. The Directors believe it is a readily calculated measure that has broad acceptance and is referred to by regular users of published financial statements as a proxy for overall operating performance. EBITDA is calculated from amounts disclosed in the financial statements

Eureka

Eureka Group Holdings Limited (ACN 097 241 159)

NABERS

National Australian Built Environment Rating System

Net debt

Interest-bearing drawn debt net of cash

Underlying EBITDA

An unaudited non-IFRS measure that represents the operating performance of the Group and excludes valuation adjustments, asset disposals and certain non-core or non-recurring transactions

Underlying EPS

Net profit before tax excluding valuation adjustments and certain non-core or non-recurring transactions divided by the number of shares outstanding

Village contribution

An unaudited non-IFRS measure calculated from amounts disclosed in the operating segments note to the financial statements. Excludes changes in fair value, finance costs and depreciation and amortisation

VWAP

Volume-Weighted Average Price

WACR

Weighted Average Capitalisation Rate

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