



HALF YEAR RESULTS PRESENTATION

SIX MONTHS ENDED 30 JUNE 2017

SUMMERSET GROUP HOLDINGS LIMITED

15 August 2017





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A photograph of two elderly women smiling. The woman on the left has short white hair and is wearing a dark blue top. The woman on the right has short grey hair, wears glasses, and a colorful beaded necklace. They are sitting in front of a floral patterned chair. A dark blue semi-transparent banner is overlaid on the bottom half of the image.

1H17 RESULT HIGHLIGHTS





1H17 RESULT HIGHLIGHTS

STRONG PROFIT GROWTH FOR FIRST HALF OF 2017

		1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Operational	New sales of occupation rights	179	183	-2%	414
	Resales of occupation rights	144	123	17%	244
	Total sales of occupation rights	323	306	6%	658
	New retirement units delivered	171	190	-10%	409
Financial (NZ\$m)	Net operating cash flow	86.4	84.4	2%	192.6
	Total assets	1,932	1,521	27%	1,707
	Underlying profit**	35.7	24.7	45%	56.6
	Net profit before tax (IFRS)	90.7	51.0	78%	145.6
	Net profit after tax (IFRS)	90.3	50.6	78%	145.5

* Percentage movements based on unrounded amounts

** Underlying profit differs from NZ IFRS reported profit after tax. The measure has been reviewed by Ernst & Young. Refer to slide 25 for a reconciliation between the two measures, and note 2 of the financial statements for detail on the components of underlying profit



1H17 RESULT HIGHLIGHTS

ANOTHER RECORD HALF YEAR UNDERLYING PROFIT

- 1H17 net profit after tax (NZ IFRS) of \$90.3m, up 78% on 1H16
- 1H17 underlying profit of \$35.7m, up 45% on 1H16 – a new first half record
- Record low level of new sales stock with 128 retirement units in stock, 14% lower than a year ago
- 179 new sales with delivery of 171 new retirement units
- Record development margin of 28.0%, up from 20.3% in 1H16
- 144 resales, up from 123 in 1H16 and the highest level of resales in a six month period
- Resale gain of 20.2%, up from 19.8% in 1H16
- Interim dividend of 3.9 cents per share declared, amounting to \$8.7m
- Operating cash flow of \$86.4m, and gearing ratio remaining down at 32.5%
- Total assets of \$1.9b, up 27% on 1H16

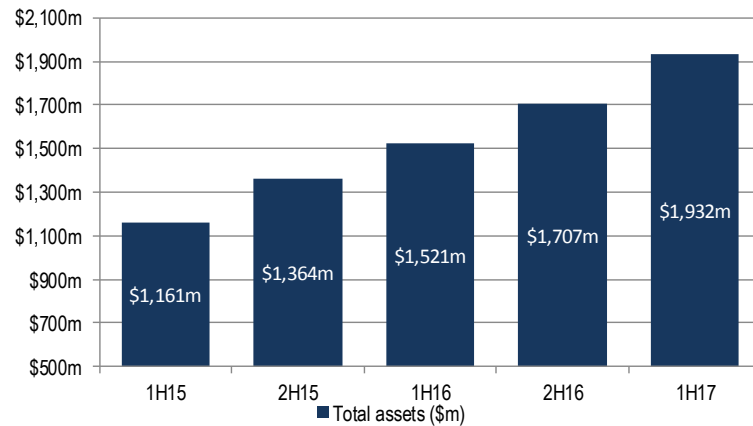




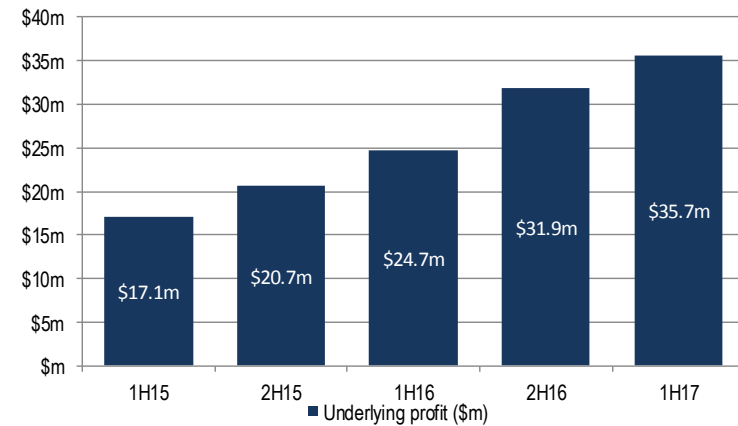
1H17 RESULT HIGHLIGHTS

STRONG TRENDS CONTINUE ACROSS THE BUSINESS

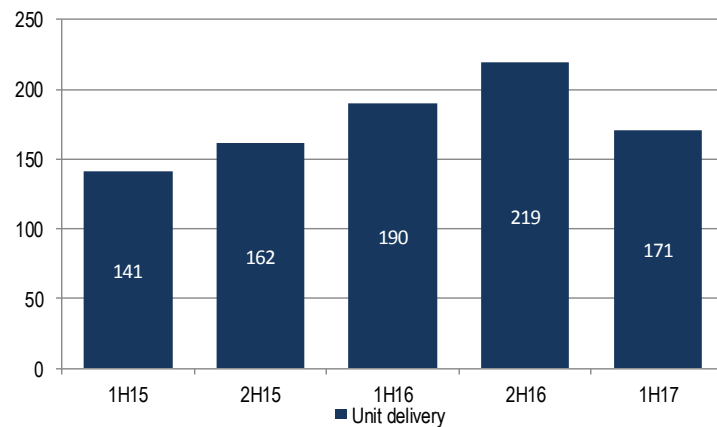
TOTAL ASSETS



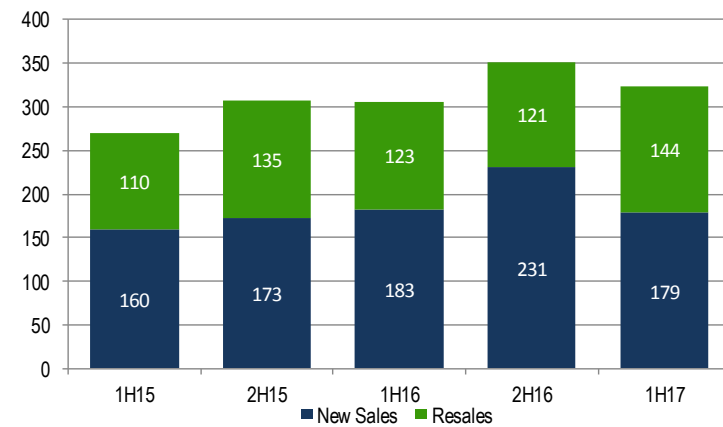
UNDERLYING PROFIT



RETIREMENT UNIT DELIVERY



SALE OF OCCUPATION RIGHTS



BUSINESS OVERVIEW





1H17 REVIEW

171 RETIREMENT UNITS DELIVERED, RECORD UNDERLYING PROFIT OF \$35.7M

- Delivered 171 retirement units across eight villages in 1H17
- Deliveries this year are weighted to the second half – on track to achieve delivery target of 450 retirement units in FY17
- Delivered our first retirement units in the Ellerslie main building and completed the main building in Karaka
- Construction and earthworks underway on Casebrook and Rototuna villages, with first retirement unit delivery expected in 2018
- Strong sales across New Zealand with a total of 323 retirement units sold, up 6% on 1H16, and continuing to see historically low levels of uncontacted stock
- Total debt facilities lifted from \$450.0m to \$600.0m (inclusive of retail bond)
- Successfully raised \$100.0m retail bond to provide further funding diversification and tenor
- Undrawn facility capacity of \$284.7m at 30 June 2017
- Recently announced land acquisition in Avonhead, Christchurch
- On track to achieve a record full year underlying profit of between \$72.0m and \$75.0m



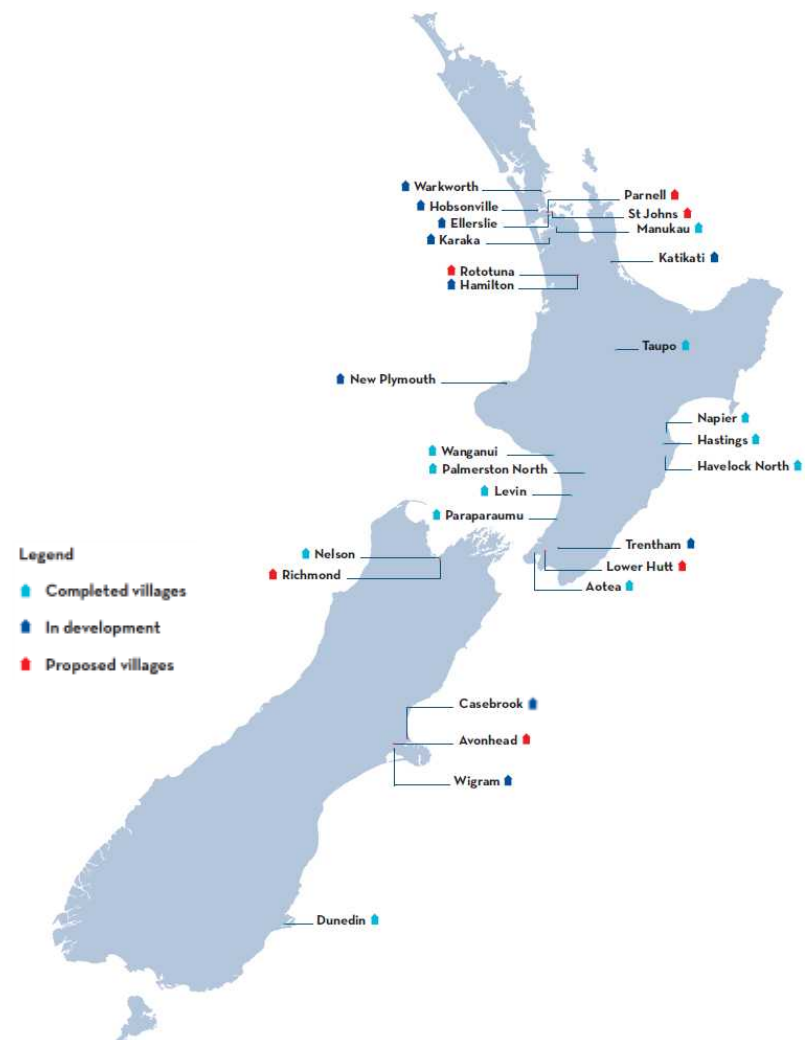
Underlying profit differs from NZ IFRS reported profit after tax. The measure has been reviewed by Ernst & Young. Refer to slide 25 for a reconciliation between the two measures, and note 2 of the financial statements for detail on the components of underlying profit



SUMMERSET SNAPSHOT

SECOND LARGEST RETIREMENT VILLAGE DEVELOPER IN NEW ZEALAND

- 20 years of consistent delivery and growth
- Listed on the NZX in 2011, and the ASX in 2013
- Balance sheet growth of 213% since listing
- 2,999 retirement units (villas, apartments, serviced apartments and memory care apartments)
- 748 care beds
- More than 4,400 residents
- 22 operating villages completed or under development
- Six greenfield sites at Avonhead, Lower Hutt, Parnell, Richmond, Rototuna, and St Johns not yet started
- Land bank of 2,670 retirement units as at 30 June 2017
- Four-time winner of Best Retirement Village Operator at the Australasian Over 50s Housing Awards
- Received a Highly Commended in the Reader's Digest Trusted Brands Survey three years running, from 2015-2017





SUMMERSET STRATEGY

SUMMERSET BUILDS, OWNS AND OPERATES RETIREMENT VILLAGES IN NZ

- Focus on continuum of care model
- High quality care and facilities across all villages
- Villages designed to integrate into local communities
- Internal development and construction model
- Nationwide brand offering
- Customer centric philosophy – “we love the life you bring to us”
- Targeting a delivery of 450 retirement units in 2017 to meet strong demand





OPERATIONS AND STAFF

FOCUS ON STAFF INITIATIVES AND SYSTEMS AND PROCESS IMPROVEMENTS

- Pay equity decision will see a substantial increase in caregiver wages, largely funded by Government – positive outcome for our caregivers
- Second year of the all staff share scheme with 83% of our employees signing up
- New staff uniform review currently underway
- Continuing to invest in Health and Safety systems - pilot programmes to reduce annual handling injuries and construction site hand injuries starting shortly
- 94% care customer satisfaction rating and 94% village customer satisfaction rating
- We have continued to invest in our older villages with the upgrade of the care centre and recreation centre in Paraparaumu, and the extension and upgrade of the recreation centre and café in Levin
- New asset management system and V-Care customer management system implementations progressing well
- Levin memory care centre warmly received by residents and their families since opening
- Excellent certification audit results continue with ten care centres achieving three years, and four care centres awarded the maximum four years certification
- Summerset finance team awarded Finance Team of the Year award at the 2017 CFO Awards

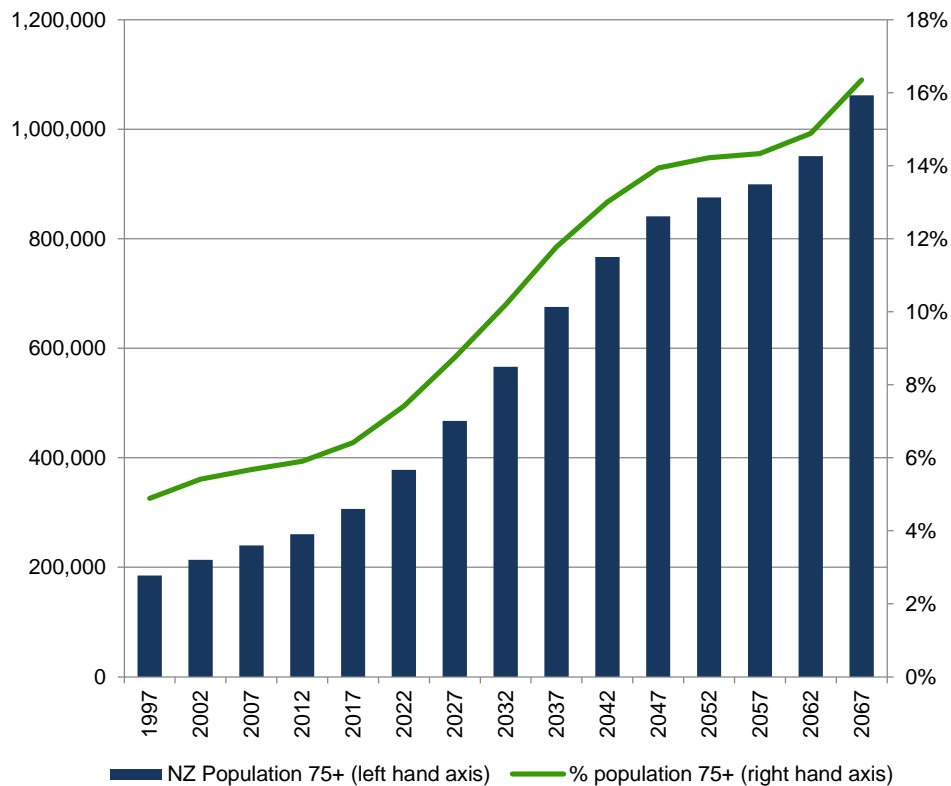




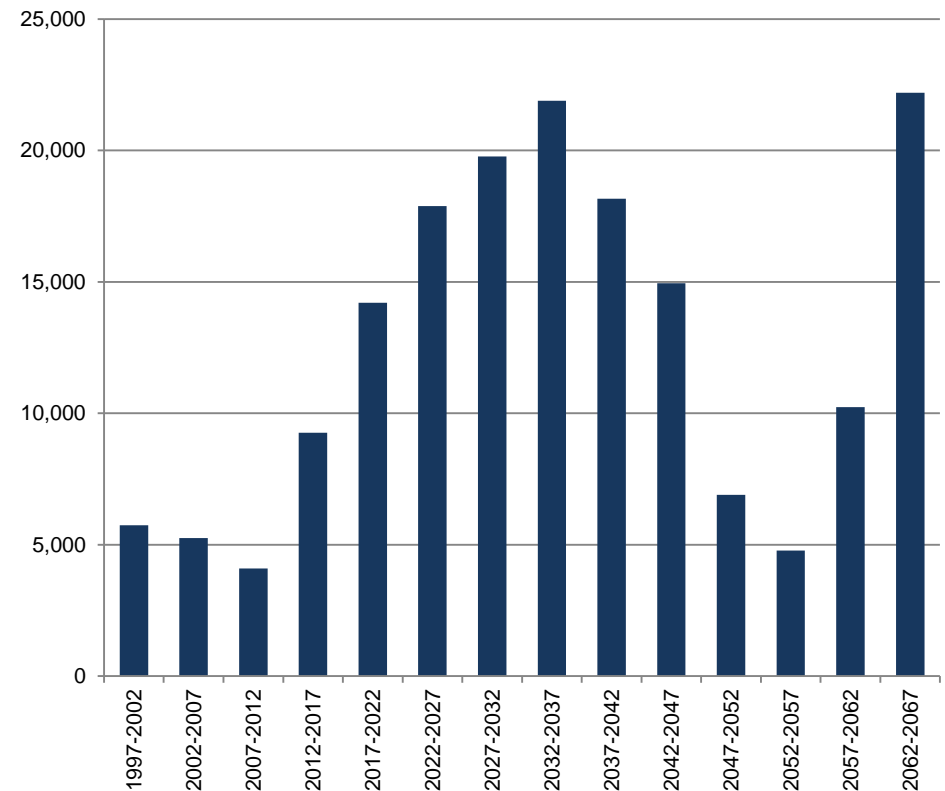
DEMOGRAPHICS

POPULATION OVER 75 YEARS FORECAST TO GROW 254% FROM 2017 TO 2068

POPULATION GROWTH 75 YEARS AND OVER



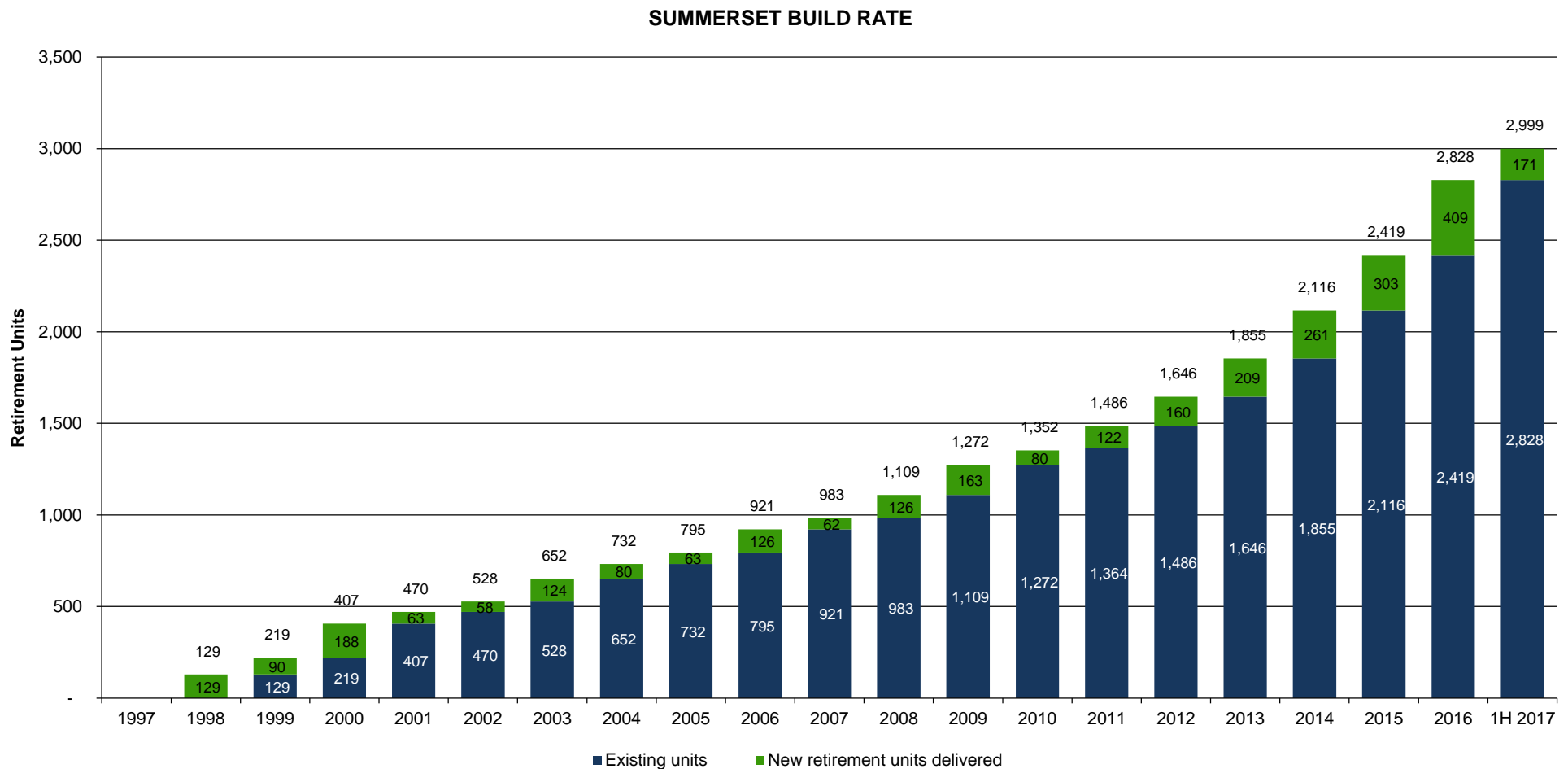
PER ANNUM POPULATION GROWTH 75 YEARS AND OVER





SUMMERSET GROWTH

20 YEARS OF CONSISTENT DELIVERY AND GROWTH





1H17 DEVELOPMENT ACTIVITY

DELIVERY OF 171 RETIREMENT UNITS IN 1H17 ACROSS EIGHT SITES

Unit Delivery 1H17	Villas	Serviced Apartments	Total
Ellerslie	1	23	24
Hamilton	8	0	8
Hobsonville	4	0	4
Karaka	8	39	47
Katikati	25	0	25
New Plymouth	18	0	18
Trentham	23	0	23
Wigram	22	0	22
Total	109	62	171

- 171 retirement units delivered across eight villages
- 44% of build within Auckland, 56% across the rest of the country
- Delivered our first serviced apartments in Ellerslie
- Completed the main building in Karaka with delivery of the 39 unit serviced apartment module
- Construction and earthworks underway on Casebrook and Rototuna villages



1H17 DEVELOPMENT ACTIVITY

DELIVERY OF 171 RETIREMENT UNITS IN 1H17 ACROSS EIGHT SITES

Ellerslie



Hamilton



Hobsonville



Karaka





1H17 DEVELOPMENT ACTIVITY

DELIVERY OF 171 RETIREMENT UNITS IN 1H17 ACROSS EIGHT SITES

Katikati



New Plymouth



Trentham



Wigram





FUTURE DEVELOPMENT

LAND BANK OF 2,670 RETIREMENT UNITS AND 412 CARE BEDS

	Land Bank - as at 30 June 2017*				
Village	Villas	Apartments	Serviced & Memory Care Apartments	Total Retirement Units	Care Beds
Avonhead	150	14	76	240	43
Casebrook	197	0	76	273	43
Ellerslie	29	221	34	284	58
Hamilton	6	0	30	36	0
Hobsonville	14	60	52	126	52
Karaka	96	0	0	96	0
Katikati	54	0	0	54	0
Lower Hutt	42	96	43	181	49
New Plymouth	14	0	20	34	0
Parnell	3	261	76	340	48
Richmond	220	0	60	280	38
Rototuna	187	0	76	263	43
St Johns	0	220	70	290	38
Trentham	10	0	20	30	0
Warkworth	79	0	0	79	0
Wigram	64	0	0	64	0
Total	1,165	872	633	2,670	412

- Land bank of 2,670 retirement units spread across brownfield and greenfield sites

* Land bank reflects current intentions as at 30 June 2017

- Targeting delivery of 450 retirement units in 2017. Land bank provides around six years of supply at 2017 build rate

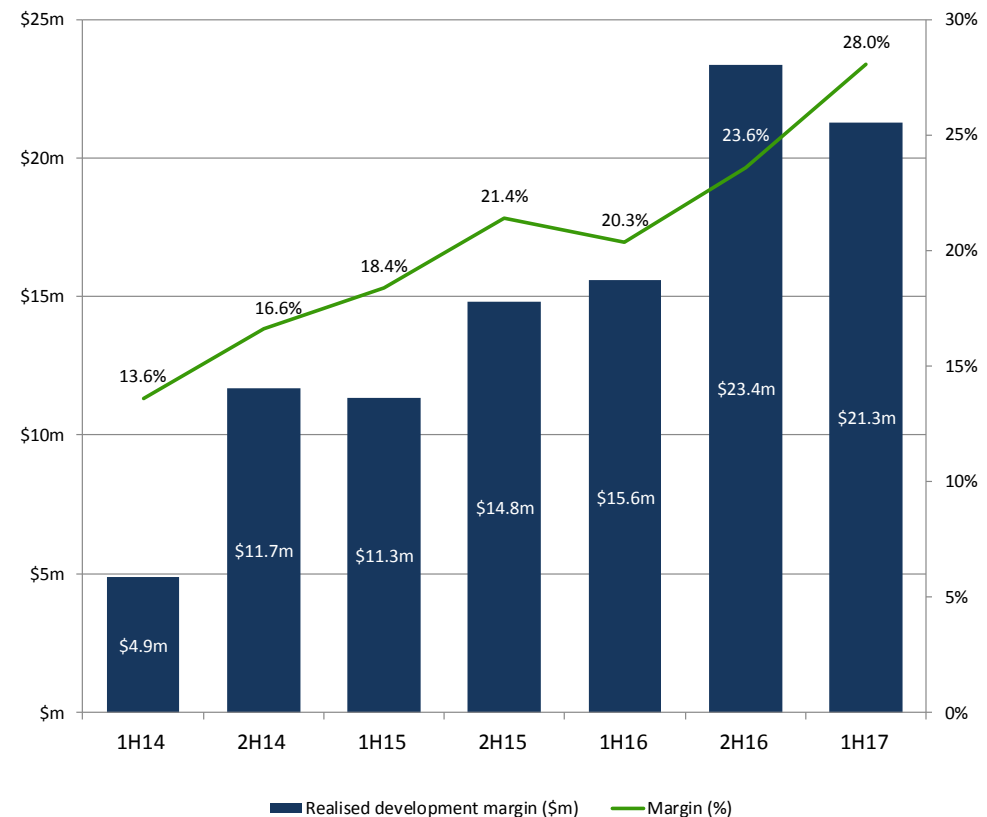


DEVELOPMENT MARGIN

RECORD DEVELOPMENT MARGIN OF 28.0% WITH A REALISED MARGIN OF \$21.3M

- Realised development margin of \$21.3m, up 37% from \$15.6m in 1H16
- Development margin of 28.0% in 1H17, this is up from 20.3% in 1H16
- Record development margin achieved in 1H17 with strong margins across all villages
- Benefits of in-house design and construction teams continue to be realised
- Seeing good development margins coming out of our regional villages with the average margin across our non-Auckland sites being around 27%
- Sales of new occupation rights were predominately in regional New Zealand with 23% in our Auckland region villages and 77% across the rest of our developing villages

REALISED DEVELOPMENT MARGIN - HALF ON HALF MARGINS





NEW SALES OF OCCUPATION RIGHTS

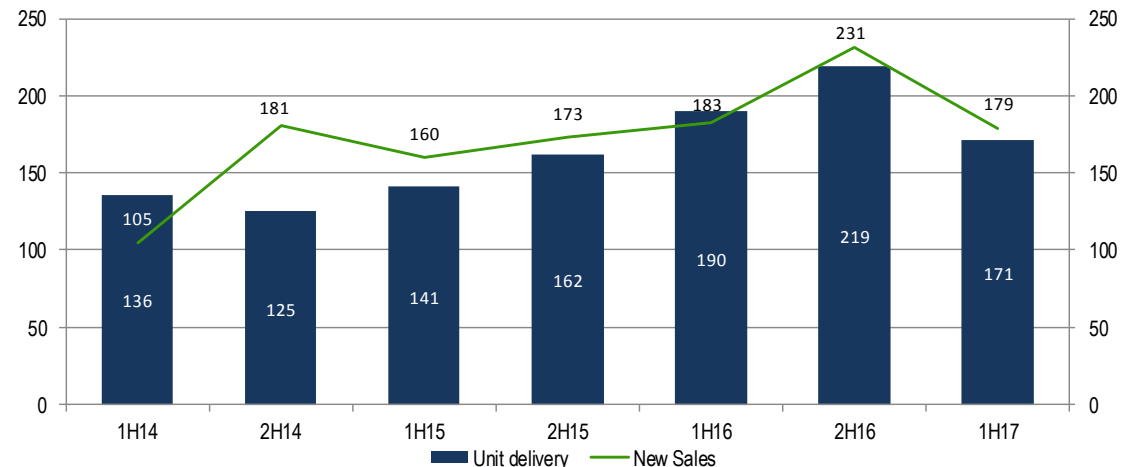
NEW SALES GROSS PROCEEDS OF \$75.9M

- New sales gross proceeds of \$75.9m in 1H17
- Strong new sales volumes in Wigram, New Plymouth, Katikati and Trentham
- New sales of occupation rights slightly down versus 1H16:
 - Villas: 115, down 22% on 1H16
 - Apartments: 1, down 86% on 1H16
 - Serviced apartments: 60, up 107% on 1H16
 - Memory care apartments: 3, first memory care apartments delivered in 2H16
- Serviced and memory care apartments made up 35% of settlements in 1H17, this compares to 16% in 1H16 and 26% in FY16
- Although there was a higher proportion of serviced and memory care apartments in 1H17, the average gross proceeds per new sale settlement achieved of \$424k was up on 1H16 (\$419k) and in line with FY16 (\$424k)

New Sales	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Gross proceeds (\$m)	75.9	76.6	-1%	175.6
Villas	115	147	-22%	293
Apartments	1	7	-86%	15
Serviced apartments	60	29	107%	104
Memory care apartments	3	0	-	2
Total occupation rights	179	183	-2%	414

* Percentage movements based on unrounded amounts

NEW SALES AND RETIREMENT UNIT DELIVERY





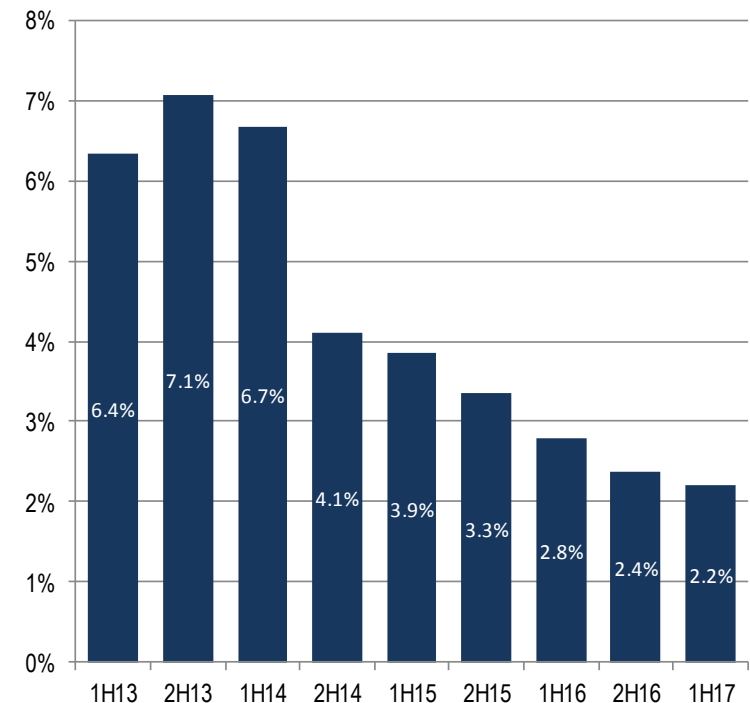
NEW SALES STOCK

NEW SALES STOCK LEVELS CONTINUE TO SIT AT RECORD LOWS

- New sales stock has reduced to a total of 128 retirement units at 1H17, this compares to 148 at 1H16 and 136 at FY16
- 48% of new sale retirement units in stock were contracted at 1H17, this remains relatively consistent with 51% contracted at 1H16 and FY16
- Historically low levels of new sales stock with uncontracted new sales stock making up 2.2% of our total retirement unit portfolio at 1H17, this is down from 2.8% at 1H16 and 3.9% at 1H15

New Sales Stock	1H17 Actual	1H16 Actual	FY16 Actual
Contracted	62	75	69
Uncontracted	66	73	67
Total new sales stock	128	148	136
Contracted	36	53	44
Uncontracted	14	25	12
Villas	50	78	56
Contracted	0	2	0
Uncontracted	0	7	1
Apartments	0	9	1
Contracted	26	20	25
Uncontracted	52	41	54
Serviced and memory care apartments	78	61	79

AVAILABLE NEW SALES STOCK*



* Uncontracted new sales stock as a proportion of the total retirement unit portfolio at balance date



RESALES OF OCCUPATION RIGHTS

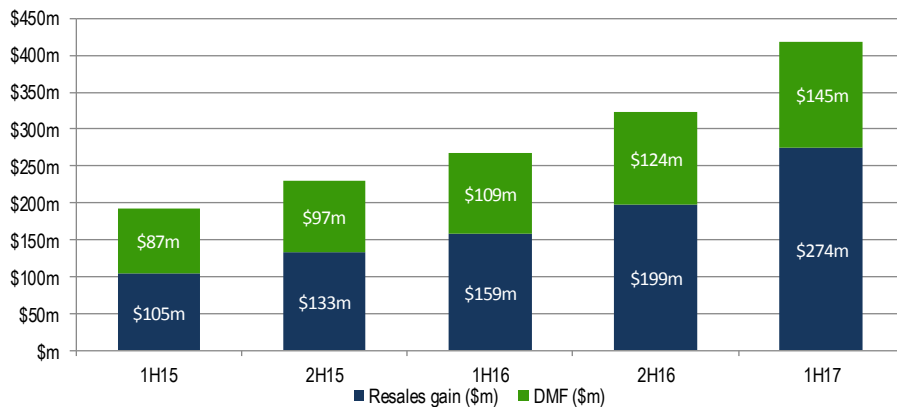
RESALES OF 144 OCCUPATION RIGHTS IN 1H17

- Gross proceeds of \$53.4m, up 28% on 1H16
- Realised resale gain of 20.2%
- Embedded value up to \$140k per retirement unit, as at 30 June 2017. This is up from \$103k as at 30 June 2016 and \$114k as at 31 December 2016
- Embedded resale gain of \$91k per retirement unit, up from \$61k as at 30 June 2016

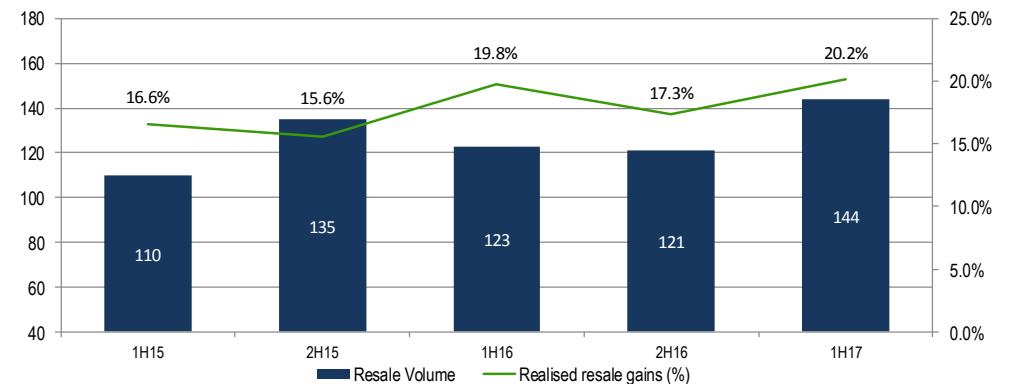
Resales	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Gross proceeds (\$m)	53.4	41.7	28%	83.1
Realised resale gains (\$m)	10.8	8.3	31%	15.4
Realised resale gains (%)	20.2%	19.8%	2%	18.6%
DMF realisation (\$m)	6.2	5.3	16%	10.3
Villas	82	75	9%	142
Apartments	25	20	25%	44
Serviced apartments	37	28	32%	58
Memory care apartments	0	0	-	0
Total occupation rights	144	123	17%	244

* Percentage movements based on unrounded amounts

EMBEDDED VALUE



REALISED RESALE GAIN AND VOLUME





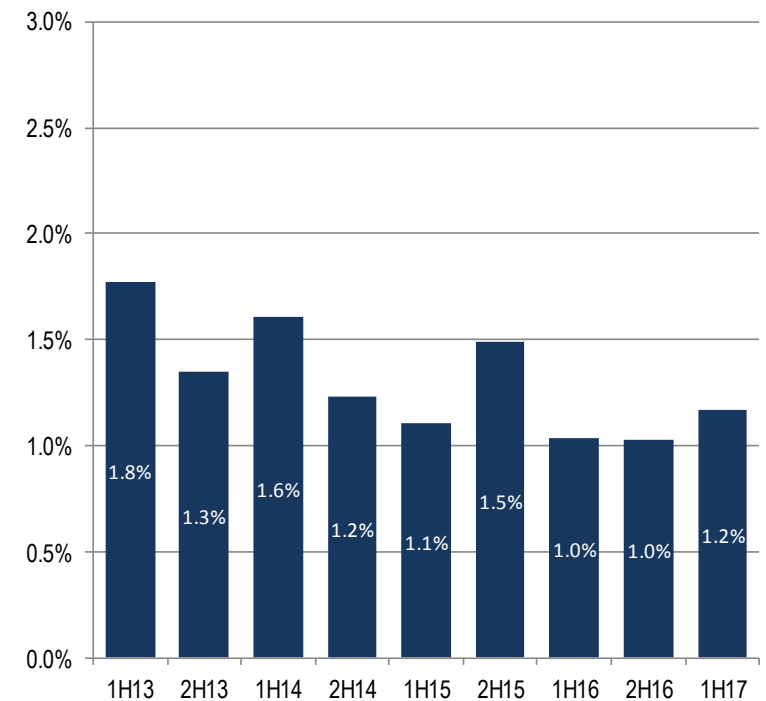
RESALES STOCK

RESALES STOCK LEVELS CONTINUE TO SIT AT RECORD LOWS

- Resales stock remains low with 53 retirement units under contract and 35 retirement units uncontracted at 1H17
- We are seeing good demand for resale units across all villages
- As a proportion of our total retirement unit stock, uncontracted resales stock makes up 1.2%

Resales Stock	1H17 Actual	1H16 Actual	FY16 Actual
Contracted	53	55	56
Uncontracted	35	27	29
Total resales stock	88	82	85
Contracted	30	26	29
Uncontracted	18	15	17
Villas	48	41	46
Contracted	3	11	9
Uncontracted	8	6	4
Apartments	11	17	13
Contracted	20	18	18
Uncontracted	9	6	8
Serviced and memory care apartments	29	24	26

AVAILABLE RESALES STOCK*



* Uncontracted resales stock as a proportion of the total retirement unit portfolio at balance date

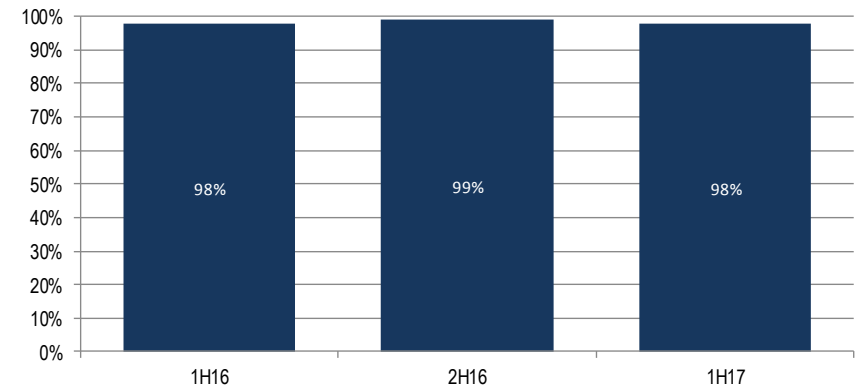


CUSTOMER PROFILE & OCCUPANCY

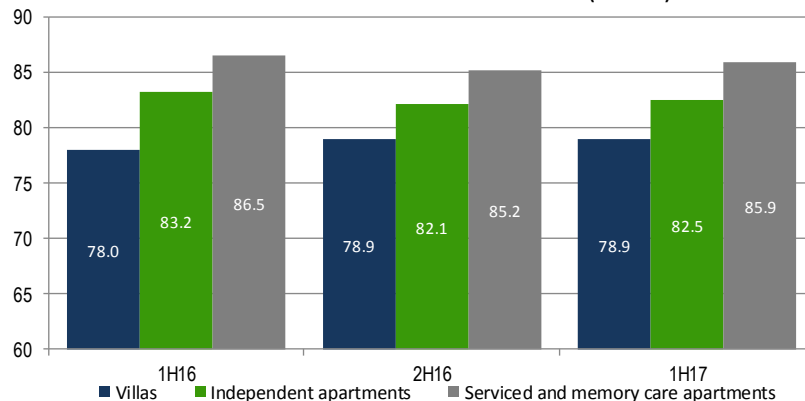
OCCUPANCY, TENURE AND RESIDENT DEMOGRAPHIC STATISTICS

- Occupancy within our established care centres is stable with an average occupancy of 98% for 1H17
- Average tenure on 1H17 resale retirement units was 5.0 years for villas, 4.7 years for independent apartments, and 1.4 years for serviced and memory care apartments
- Average entry age on 1H17 new and resale retirement units was 78.9 years for villas, 82.5 years for independent apartments, and 85.9 years for serviced and memory care apartments

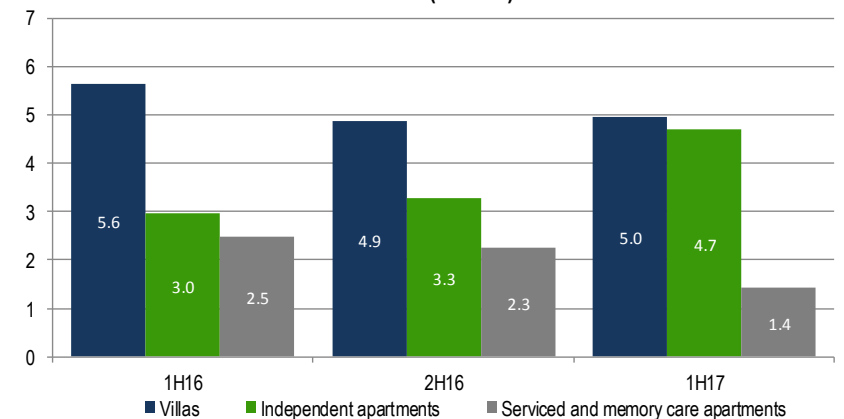
OCCUPANCY - ESTABLISHED CARE CENTRES



AVERAGE ENTRY AGE OF RESIDENTS (YEARS)



AVERAGE TENURE (YEARS) ON REALES*



* Average tenure has been calculated using the previous resident's occupancy on resales within the reporting period



FINANCIAL RESULTS





1H17 REPORTED PROFIT (IFRS)

NET PROFIT AFTER TAX UP 78% VERSUS 1H16

- NPAT up \$39.7m relative to 1H16
- Fair value movement of \$87.1m for 1H17, up 74% on 1H15
- Fair value movement has been driven by:
 - Strong retirement unit price inflation on existing retirement units within the portfolio
 - Additional retirement units delivered through the year resulting in a development margin and DCF uplift
- 1H17 expenses include higher operating costs associated with new villages and opening of care facilities since 1H16
 - Opened our village in Ellerslie
 - Opened new care facility in Wigram and delivered additional care beds in Karaka, Katikati and New Plymouth
 - Opened new serviced apartments in Wigram, Karaka, Katikati, New Plymouth and Ellerslie
- Refer to the appendices for key assumptions associated with the investment property valuation

NZ\$m	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Total revenue	50.7	40.0	27%	86.1
Fair value movement of investment property	87.1	50.2	74%	143.5
Total income	137.8	90.2	53%	229.5
Total expenses	41.7	34.8	20%	74.8
Net finance costs	5.5	4.4	25%	9.1
Net profit before tax	90.7	51.0	78%	145.6
Tax expense / (credit)	0.4	0.4	-3%	0.2
Net profit after tax	90.3	50.6	78%	145.5

* Percentage movements based on unrounded amounts



1H17 UNDERLYING PROFIT

UNDERLYING PROFIT UP 45% ON 1H17, 44% CAGR OVER LAST 6 YEARS

- Record half year underlying profit of \$35.7m, up 45% on 1H16
- Realised development margin of \$21.3m achieved in 1H17, up from \$15.6m in 1H16 driven by a record high margin of 28.0%
- Realised gain on resales of \$10.8m achieved in 1H17, a record half year result, driven by a higher sales volume and strong sales price growth
- Underlying profit has seen an annual compounded increase of 44% since we listed in 2011
- On track to achieve a record full year underlying profit of between \$72.0m and \$75.0m

NZ\$m	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Reported profit after tax	90.3	50.6	78%	145.5
Less fair value movement of investment property	(87.1)	(50.2)	74%	143.5
Add realised gain on resales	10.8	8.3	31%	15.4
Add realised development margin	21.3	15.6	37%	39.0
Add/(less) deferred tax expense/credit	0.4	0.4	-3%	0.2
Underlying profit	35.7	24.7	45%	56.6

* Percentage movements based on unrounded amounts

Underlying profit differs from NZ IFRS reported profit after tax. The directors have provided an underlying profit measure to assist readers in determining the realised and non-realised components of fair value movement of investment property 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 an industry wide measure which the Group uses consistently across reporting periods. See note 2 of the financial statements for detail on the components of underlying profit



1H17 CASH FLOWS

CONTINUED INVESTMENT IN NEW VILLAGE BUILDS

- Net operating cash flow of \$86.4m for 1H17, up 2% on 1H16
- Cash flow from care fees and village services was up \$8.5m on 1H16
- Net receipts from sale of occupation rights of \$89.2m was flat on 1H16 driven by a lower volume of new sales within the period
- Net investing cash flow of \$109.7m, up 27% on 1H16 with additional land settlements and increased construction spend
- Refer to the 2017 Half Year Report for a detailed breakdown of the cash flows and additional disclosures made

NZ\$m	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Care fees and village services	34.9	26.4	32%	57.2
Interest received	0.0	0.1	-66%	0.2
Payments to suppliers and employees	(37.8)	(31.5)	20%	(68.6)
Net receipts for resident loans	89.2	89.4	0%	203.7
Net operating cash flow	86.4	84.4	2%	192.6
Acquisition of PPE & IP	104.8	84.7	24%	(193.8)
Other investing cash flows	4.9	2.0	143%	(6.0)
Net investing cash flow	109.7	86.7	27%	(199.9)
Proceeds from bank loans	41.3	14.5	185%	25.8
Dividends paid	(11.2)	(7.4)	51%	(13.1)
Proceeds from issue of shares	3.5	2.4	50%	4.2
Other financing cash flows	(6.1)	(4.5)	35%	(7.6)
Net financing cash flows	27.6	5.0	452%	9.2
Net increase in cash	4.4	2.7	62%	2.0

* Percentage movements based on unrounded amounts



1H17 BALANCE SHEET

TOTAL ASSETS OF \$1.9B, UP 27% FROM \$1.5B IN 1H16

- Total assets of \$1.9b, up 27% on 1H16
- Retained earnings have increased from \$199.9m as at 30 June 2016 to \$368.2m as at 30 June 2017. This will continue to positively impact balance sheet strength and company gearing ratios
- Investment property valuation of \$1.8b, up 28% on 1H16
- Other assets include land and buildings (primarily care facilities)
- Embedded value of \$418.9m, \$140k per retirement unit, as at 30 June 2017:
 - \$274.2m resale gains
 - \$144.8m deferred management fees

NZ\$m	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Investment property	1,806	1,416	28%	1,591
Other assets	125.8	105.2	20%	115.4
Total assets	1,932	1,521	27%	1,707
Residents' loans	867.2	711.4	22%	801.3
Bank loans	315.3	262.7	20%	274.0
Other liabilities	122.0	98.5	24%	85.9
Total liabilities	1,305	1,073	22%	1,161
Net assets	627.6	448.7	40%	545.6
Embedded value	418.9	267.6	57%	322.6
NTA (cents per share)	285.7	206.1	39%	249.9

* Percentage movements based on unrounded amounts



GEARING RATIO

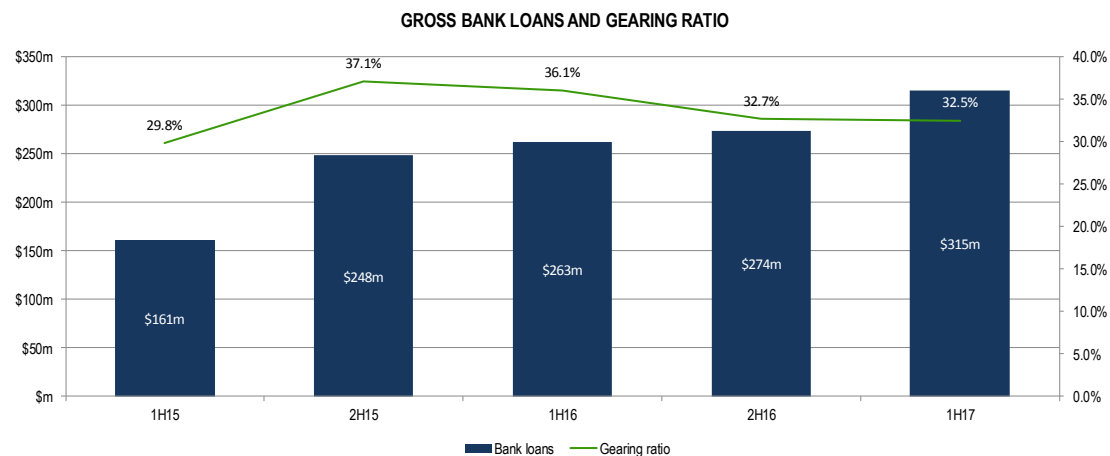
GROSS DEBT OF \$315M AND GEARING RATIO OF 32.5%

- Gross debt of \$315.3m as at 30 June 2017, up \$41.3m from 31 December 2016
- Uplift in gross debt principally due to settlement of land in Richmond and development spend in Ellerslie (main building and apartment block), Hobsonville main building, and civil works in Casebrook, Karaka, Rototuna and Warkworth
- Total debt facilities lifted from \$450.0m to \$600.0m (inclusive of retail bond)
- Successfully raised \$100.0m retail bond to provide further funding diversification and tenor
- Undrawn facility capacity of \$284.7m at 30 June 2017
- Gearing ratio of 32.5% is down from 32.7% as at 31 December 2016. This is in line with expectations and remains at a prudent level
- Gross debt does not include the full land purchase in Avonhead, Christchurch

** 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)

NZ\$m	1H17 Actual	1H16 Actual	1H17 Actual vs. 1H16 Actual*	FY16 Actual
Bank loans	315.3	262.7	20%	274.0
Cash and cash equivalents	(13.1)	(9.4)	39%	(8.7)
Net debt	302.2	253.3	19%	265.3
Net assets	627.6	448.7	40%	545.6
Gearing ratio (%)**	32.5%	36.1%	-10%	32.7%
Loan to value ratio (%)**	34.3%	37.0%	-7%	34.0%

* Percentage movements based on unrounded amounts

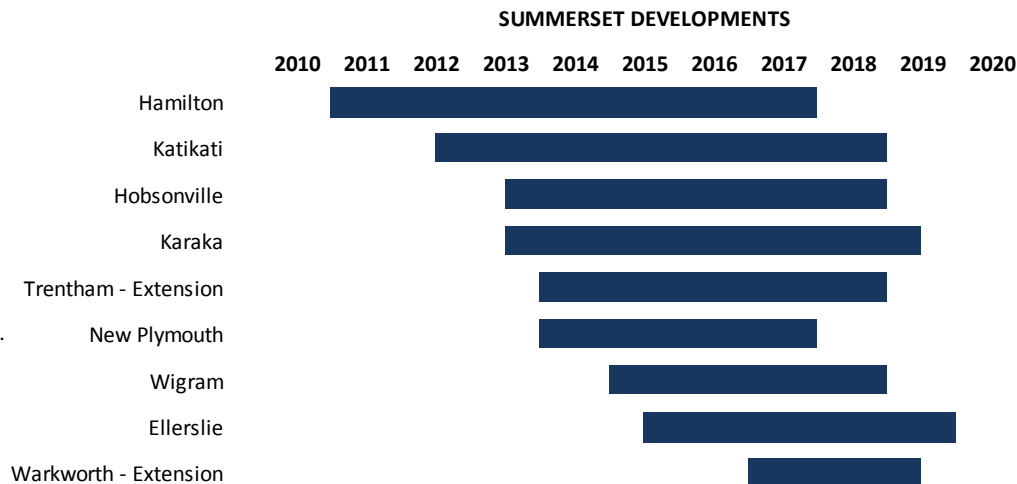




PROJECT CASH PROFITS

DELIVERING SIGNIFICANT POSITIVE CASH FLOW VILLAGES

- Positive cash flows allow us to recycle our capital into future deliveries
- Our Auckland sites require a large amount of capital but are forecast to deliver significant cash profits upon sell down of the village
- Our regional sites require a lower amount of capital, while all producing positive cash flows
- From the time construction of a village starts through to the last retirement unit being delivered takes, on average, around four to six years



Village	Forecast Capital Investment (\$m)	Forecast Net Cash Position* (\$m)
Ellerslie Hobsonville Karaka	\$100m +	\$20m +
Hamilton Trentham - Extension Warkworth - Extension Wigram	\$35m +	\$5m - \$20m
Katikati New Plymouth		\$0 - \$5m

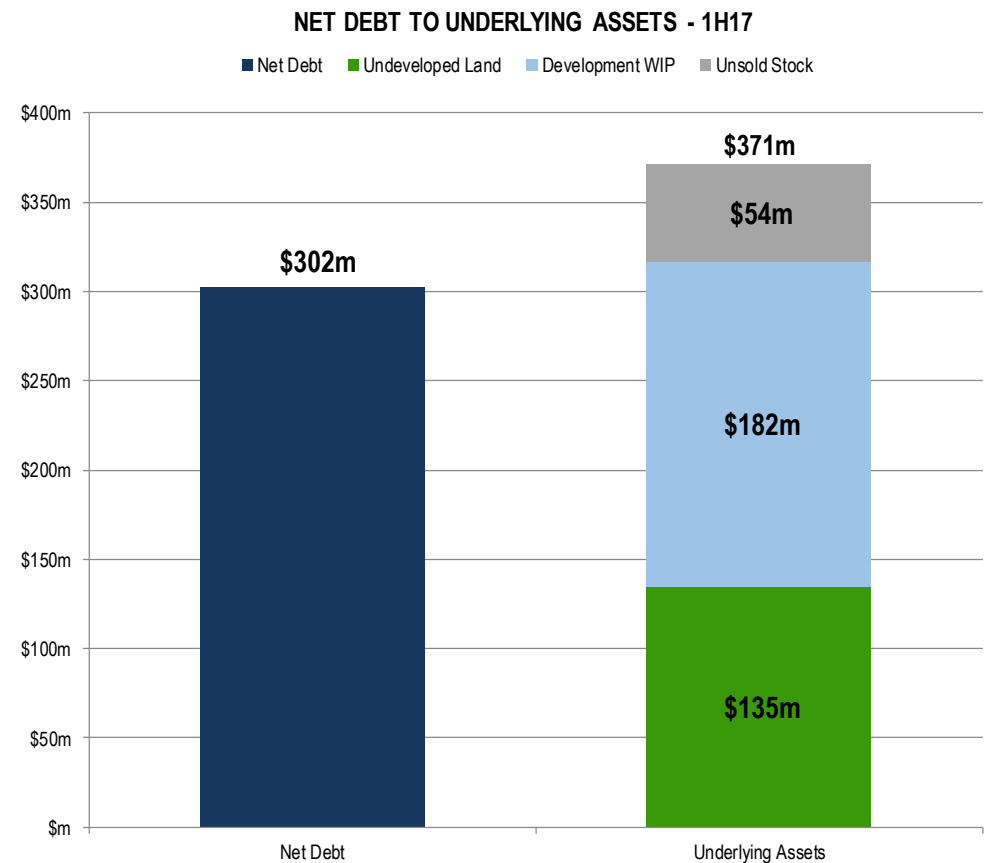
*Forecast net position represents cash profits post land cost, ILU development costs, recreation and administration facility costs, care facility costs, management fees and interest costs



COMPOSITION OF DRAWN DEBT

STRONG ASSET BACKING TO NET DEBT

- Development projects are debt funding. Development assets exceed the value of net debt by \$68.8m or 22%
- All debt is associated with development activities
- Development assets could be realised to reduce debt
- Total underlying assets of around \$371.0m are made up of:
 - Undeveloped land of \$135.1m
 - Development WIP of \$181.5m
 - Vacant new sale stock of \$54.4m





6 YEAR METRICS SUMMARY

UNDERLYING PROFIT 6 YEAR CAGR OF 44%

		6 Year CAGR*	1H17	2H16	1H16	2H15	1H15	2H14	1H14	FY11
Operational	New sales of occupation rights	22%	179	231	183	173	160	181	105	108
	Resales of occupation rights	15%	144	121	123	135	110	82	90	123
	Total sales	19%	323	352	306	308	270	263	195	231
	New retirement units delivered	19%	171	219	190	162	141	125	136	122
	Retirement units in portfolio	13%	2999	2828	2609	2419	2257	2116	1991	1486
	Care beds in portfolio	15%	748	748	621	616	523	485	483	327
Financial (NZ\$m)	Total revenue (\$m)	20%	50.7	46.0	40.0	36.2	32.6	29.1	25.2	33.7
	Net profit after tax (\$m)	86%	90.3	94.9	50.6	48.5	35.7	38.9	15.3	4.3
	Underlying profit** (\$m)	44%	35.7	31.9	24.7	20.7	17.1	15.0	9.4	8.1
	Net operating cash flow (\$m)	26%	86.4	108.2	84.4	76.7	63.6	73.9	36.5	43.7
	Total assets (\$m)	21%	1,932.1	1,706.8	1,521.4	1,363.5	1,161.3	1,043.2	921.3	616.9
	Total equity (\$m)	18%	627.6	545.6	448.7	409.8	363.7	332.3	292.9	233.4
	Interest bearing loans and borrowings (\$m)	29%	315.3	274.0	262.7	248.2	160.9	150.8	132.4	69.1
	Cash and cash equivalents (\$m)	6%	13.1	8.7	9.4	6.7	6.5	4.9	4.6	9.0
	Gearing ratio (Net D/ Net D+E)	8%	32.5%	32.7%	36.1%	37.1%	29.8%	30.5%	30.4%	20.5%
	EPS (cents) (IFRS profit)	81%	41.4	43.6	23.3	22.4	16.5	18.1	7.1	2.4
	NTA (cents)	17%	285.7	249.9	206.1	188.5	167.5	153.3	135.5	109.3
	Development margin (%)	29%	28.0%	23.6%	20.3%	21.4%	18.4%	16.6%	13.6%	6.2%

* Compound annual growth rate. Annualised 1H17 result compared to FY11

** Underlying profit differs from NZ IFRS reported profit after tax. The measure has been reviewed by Ernst & Young. Refer to slide 25 for a reconciliation between the two measures, and note 2 of the financial statements for detail on the components of underlying profit

INTERIM DIVIDEND





1H17 INTERIM DIVIDEND

SUMMERSET BOARD DECLARES 1H17 INTERIM DIVIDEND

- The Summerset Board have declared a interim dividend of 3.9 cents per share, unimputed. This compares to a 2016 interim dividend of 2.6 cents per share
- This represents a pay-out for the first half of 2017 of approximately \$8.7m
- 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 5pm NZT on Wednesday the 30th of August 2017. Any applications received on or after this time will be applied to subsequent dividends
- The interim dividend will be paid on Monday the 11th of September 2017. The record date for final determination of entitlements to the interim dividend is Tuesday the 29th of August 2017
- 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



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





PORTFOLIO AS AT 30 JUNE 2017

2,999 RETIREMENT UNITS AND 748 CARE BEDS

	Existing Portfolio – as at 30 June 2017					
Village	Villas	Apartments	Serviced Apartments	Memory Care Apartments	Total Retirement Units	Care Beds
Aotea	96	33	38	0	167	0
Dunedin	61	20	20	0	101	42
Ellerslie	13	0	23	0	36	0
Hamilton	177	0	20	0	197	49
Hastings	146	5	0	0	151	0
Havelock North	94	28	0	0	122	45
Hobsonville	111	13	0	0	124	0
Karaka	86	0	59	0	145	50
Katikati	102	0	20	0	122	49
Levin	64	22	0	10	96	41
Manukau	89	67	27	0	183	54
Napier	94	26	20	0	140	48
Nelson	214	0	55	0	269	59
New Plymouth	94	0	20	0	114	52
Palmerston North	90	12	0	0	102	44
Paraparaumu	92	22	0	0	114	44
Taupo	94	34	18	0	146	0
Trentham	221	12	20	0	253	44
Wanganui	70	18	12	0	100	37
Warkworth	123	2	44	0	169	41
Wigram	95	0	53	0	148	49
Total	2,226	314	449	10	2,999	748



LAND BANK AS AT 30 JUNE 2017

LAND BANK OF 2,670 RETIREMENT UNITS AND 412 CARE BEDS

	Land Bank - as at 30 June 2017*				
Village	Villas	Apartments	Serviced & Memory Care Apartments	Total Retirement Units	Care Beds
Avonhead	150	14	76	240	43
Casebrook	197	0	76	273	43
Ellerslie	29	221	34	284	58
Hamilton	6	0	30	36	0
Hobsonville	14	60	52	126	52
Karaka	96	0	0	96	0
Katikati	54	0	0	54	0
Lower Hutt	42	96	43	181	49
New Plymouth	14	0	20	34	0
Parnell	3	261	76	340	48
Richmond	220	0	60	280	38
Rototuna	187	0	76	263	43
St Johns	0	220	70	290	38
Trentham	10	0	20	30	0
Warkworth	79	0	0	79	0
Wigram	64	0	0	64	0
Total	1,165	872	633	2,670	412

* Land bank reflects current intentions as at 30 June 2017



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)	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+
Completed villages									
Summerset by the Park	Manukau	134.2	3.7	13.75%	1.5%	2.0%	2.5%	3.0%	3.5%
Summerset by the Lake	Taupo	51.9	1.1	15.75%	0.0%	0.5%	1.5%	2.5%	3.5%
Summerset in the Bay	Napier	59.9	0.8	14.00%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset in the Orchard	Hastings	59.4	2.2	15.00%	0.0%	0.5%	1.0%	2.5%	3.5%
Summerset in the Vines	Havelock North	50.2	1.2	14.75%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset in the River City	Wanganui	24.6	0.4	16.00%	0.0%	1.0%	1.5%	2.0%	2.5%
Summerset on Summerhill	Palmerston North	39.8	0.5	14.75%	0.0%	1.0%	2.0%	2.5%	3.0%
Summerset by the Ranges	Levin	22.0	0.8	15.75%	0.0%	1.0%	1.5%	2.0%	2.5%
Summerset on the Coast	Paraparaumu	46.8	4.0	14.50%	0.5%	1.0%	2.0%	2.5%	3.5%
Summerset at Aotea	Aotea	83.0	1.7	14.25%	1.0%	1.0%	2.0%	2.5%	3.5%
Summerset in the Sun	Nelson	123.5	2.7	14.25%	0.5%	1.0%	1.0%	2.5%	3.5%
Summerset at Bishopscourt	Dunedin	40.5	1.1	15.00%	0.0%	1.0%	1.5%	2.5%	3.0%
Total for completed villages		735.8	20.3						
Villages in development									
Summerset Falls	Warkworth	102.4	7.6	14.50%	0.5%	1.5%	2.0%	3.0%	3.5%
Summerset at Monterey Park	Hobsonville	132.1	11.5	14.00%	1.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Heritage Park	Ellerslie	41.7	2.4	15.75%	1.0%	1.0%	2.0%	2.5%	3.5%
Summerset at Karaka	Karaka	99.4	15.4	14.50%	1.0%	1.0%	2.0%	2.5%	3.5%
Summerset Down the Lane	Hamilton	95.4	3.5	14.50%	0.0%	1.0%	2.0%	2.5%	3.5%
Summerset by the Sea	Katikati	58.7	3.8	15.50%	0.0%	0.5%	1.5%	2.5%	3.5%
Summerset Mountain View	New Plymouth	53.7	5.7	15.25%	0.0%	0.5%	1.5%	2.5%	3.0%
Summerset at the Course	Trentham	116.5	8.3	14.50%	0.5%	1.0%	2.0%	2.5%	3.5%
Summerset Wigram	Wigram	76.9	8.3	15.00%	0.5%	1.5%	2.0%	3.0%	3.5%
Total for villages in development		777.0	66.5						
Total for proposed villages		112.0	0.2	n/a	n/a	n/a	n/a	n/a	n/a
Total for all villages		1,624.8	87.1						

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