



retire
australia



Infratil Investor Day 2016

RetireAustralia: PRESENT



- Founded in 2005, RetireAustralia is the largest privately owned retirement village operator in Australia
- Shareholders: Infratil Limited and New Zealand Superannuation Fund
- Underlying unit values of approximately \$1.5 billion



5,400+

Australians currently call a RetireAustralia village home.

350+

villas planned for construction within existing villages



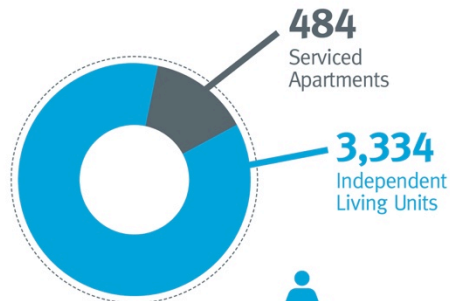
28

VILLAGES ACROSS
NEW SOUTH WALES,
SOUTH AUSTRALIA AND
QUEENSLAND

OPERATES

3,800+

VILLAS/APARTMENTS



The average entry age is

77

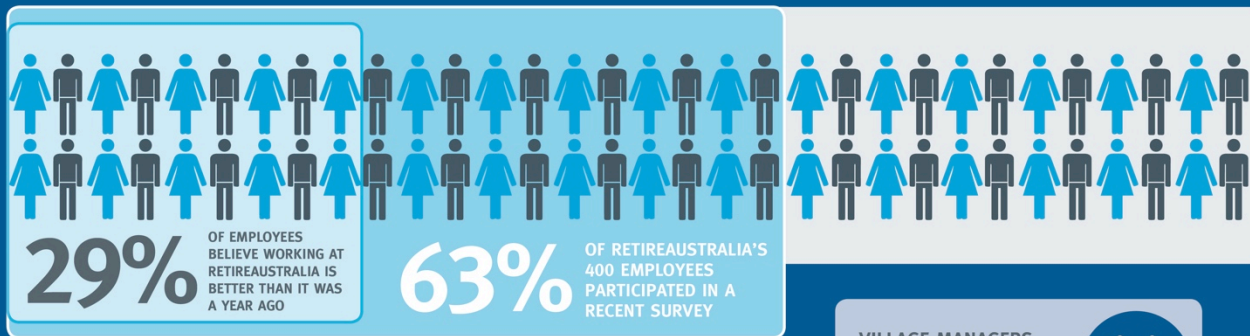


2/3

of all residents
are women

RetireAustralia: PRESENT

STAFF SATISFACTION



OVERALL EMPLOYEE SATISFACTION RATING

3.94 / 5



VILLAGE MANAGERS
REPRESENT THE MOST
SATISFIED



GARDENERS REPRESENT
THE LEAST SATISFIED

FUTURE STAFF SATISFACTION IMPROVEMENT

COMMUNICATION
IMPROVEMENT
STRATEGY TO
BE ROLLED OUT
COMPANY WIDE

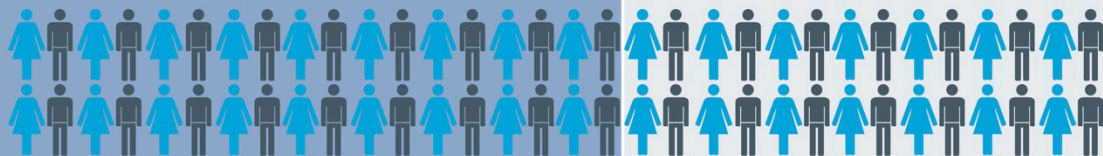
COMPANY
BUSINESS
REVIEWS

3X
per year

INVOLVING ALL EMPLOYEES

RetireAustralia: PRESENT

RESIDENT SATISFACTION



59% PARTICIPATION RATE IN RECENT
PORTFOLIO WIDE SURVEY

OVERALL RESIDENT SATISFACTION RATING

4.25 / 5 

FUTURE CARE SERVICES

4.01/5

Would you like
RetireAustralia to be your
care provider of choice?



RetireAustralia: FUTURE



**Redefine
target
customer**

(people
looking
for a 'care
safety net')

**INCREASE INTERGRATED
CARE SERVICES**



INCREASE DEVELOPMENT



RetireAustralia: FUTURE

CARE STRATEGY

Define the target customer and optimal business model

**In-depth
fact-based
research**

**Experience at
RetireAustralia**

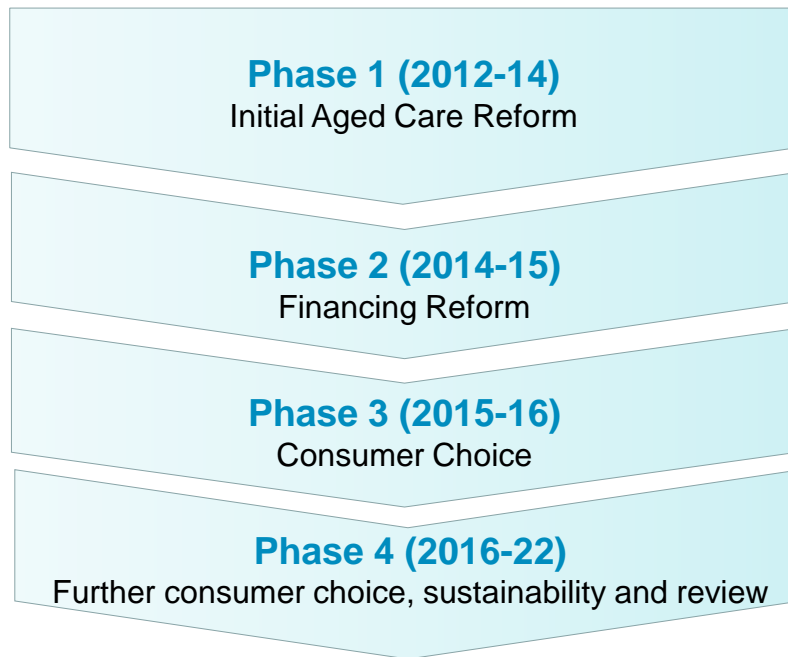
**New
General Manager
Care**

Steering Committee

- RAC
- Home Care
- Government
- Health care consultants

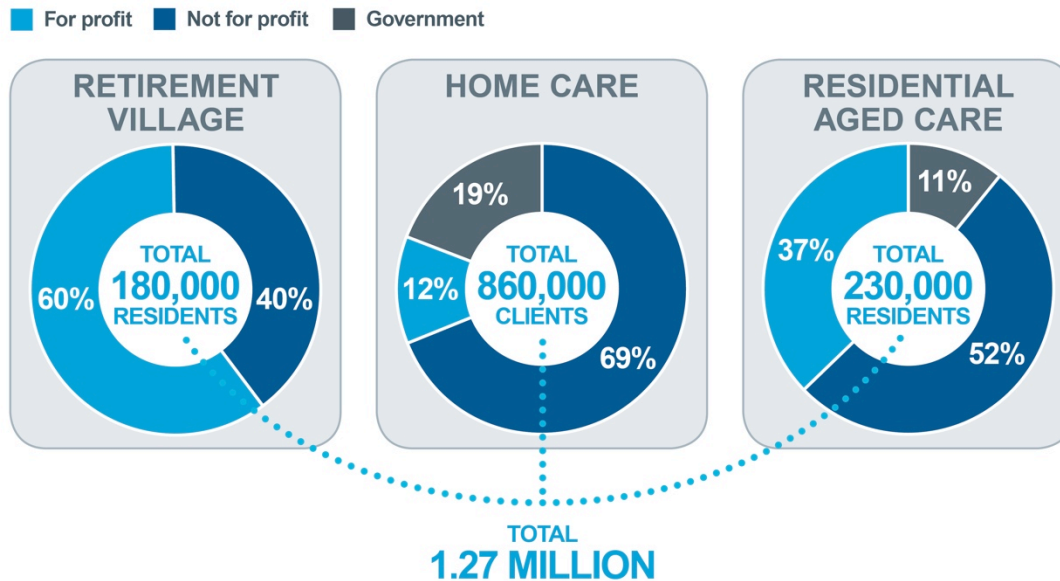
Retirement Industry: CARE

GOVERNMENT REFORMS



Retirement Industry: CARE

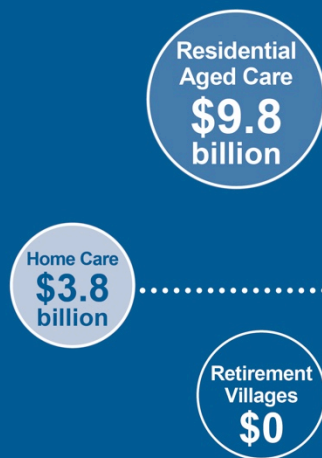
SENIOR SERVICES INDUSTRY MIX



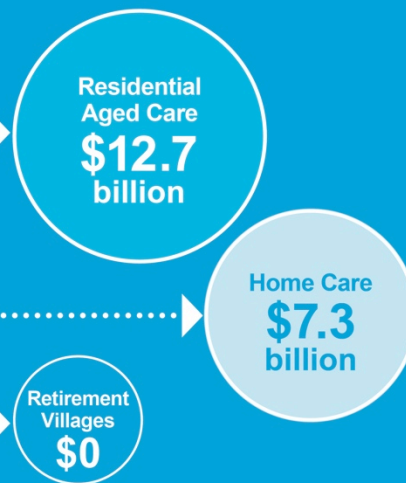
Source: ACFA 2015 report on the Funding and Financing of the Aged Care Industry, Property Council of Australia: National Overview of the Retirement Village Sector (2014). Grant Thornton.

Retirement Industry: CARE

2014 Government Expenditure



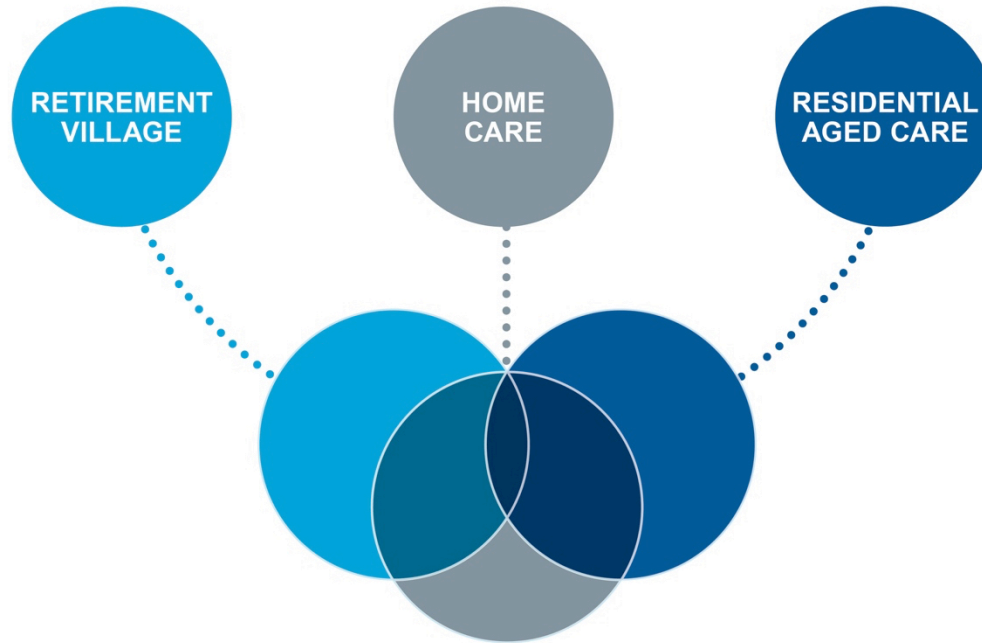
2022 Estimated Government Expenditure



Source: ACFA 2015 report, NCOA – Aged Care

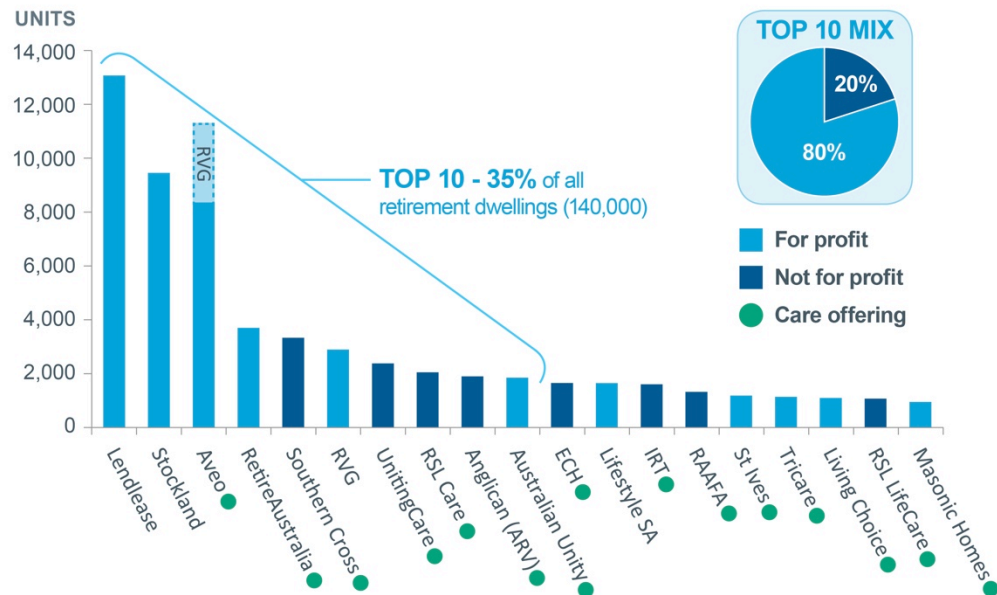
Retirement Industry: CARE

THE FUTURE



Retirement Industry: CARE

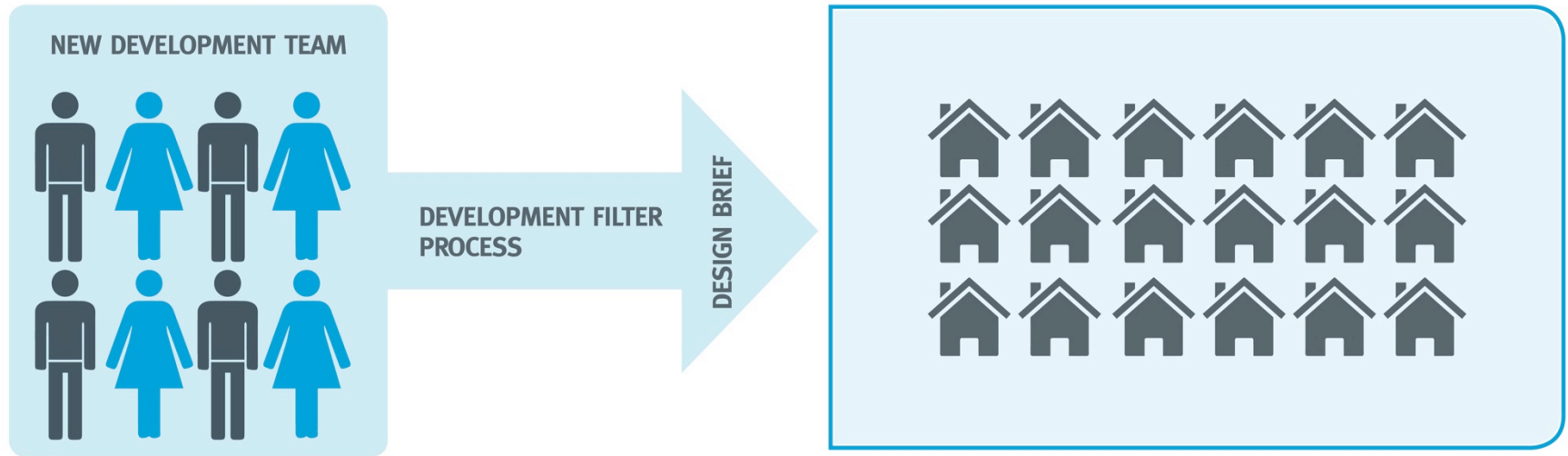
RETIREMENT SERVICES: LARGEST OPERATORS OFFERING CARE



Source: RetireAustralia analysis

RetireAustralia: FUTURE

DEVELOPMENT



RetireAustralia: FUTURE

DEVELOPMENT PIPELINE GROWTH

Village	Status	Units	FY17	FY18	FY19	FY20	FY21
Forresters Beach	DA approved	78	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>			
Armidale	DA approved	36	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>			
Glengara Jaeger Road	DA approved	67	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>			
Tarragal	DA preparation	21	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>			
Wood Glen	DA preparation	69	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
Glengara	DA approved	84	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
CURRENT - subtotal		355					
Project 1	Under DD	94	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
Project 2	Under DD	150	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
Project 3	Under DD	150	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
Project 4	Under DD	207	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
Project 5	Under DD	125	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
PROBABLE - subtotal		726					
TOTAL FORECAST DELIVERIES		1081					

	DA submitted
	DA approved
	DA approved / Construction start
	Construction start
	Construction end

* March year end

RetireAustralia: FUTURE

PRICING INNOVATION

Increased financial certainty for resident

Fixed Fees
for Life

Entry based DMF -
operator takes risks/
reward on HPI

Simplify exit
process – no exit
costs, guaranteed
buyback

RetireAustralia: FUTURE (2021)



**METROPOLITAN
VERTICAL VILLAGES**



**REGIONAL
BROADACRE VILLAGES**

300+ purpose-designed seniors' dwellings constructed per annum



The average
entry age is

80



**7,000+
RESIDENTS**

in RetireAustralia
villages

Care

30% of residents
in our communities using care
services including e-health allowing
residents to receive support &
medical attention at home

