



Promisia
HEALTHCARE

FY26 Full Year Results

For the year ended 31 March 2026

Investor Presentation





FY26: focused execution, delivering outperformance

Material improvement across all key financial and operational metrics, a result of progressing our clear strategic priorities.

\$40.1m▲

Operating revenue
+29% vs FY25

\$6.6m▲

Underlying EBITDAF
+58% vs FY25

\$6.4m▲

Net operating cash flows
+87% vs FY25

94%▲

Group care occupancy
87% (Mar 25)

\$1.09▲

NTA per share
+38% vs FY25

31.8%▼

Loan to Value ratio
42.9% (Mar 25)



Key operational highlights

We set clear operational priorities at the start of the year and delivered against them, lifting performance across the portfolio through stronger execution, clinical standards and operational discipline.

Nelson Street repositioned to meet demand

The dementia conversion was completed in June 2025 and the facility is now effectively full, reflecting the success of repositioning the site toward hospital and dementia care.

Ranfurly care suite programme completed

The care suite sell-down strengthened steadily through FY26 and is now complete, driving DMF growth, cash flow and a material lift in site performance.

Operating model strengthened across the Group

Targeted operating improvements, including supplier consolidation, systems, roster reviews and standardised processes, strengthened execution across the portfolio and built a more scalable operating platform.

Cromwell embedded into the Group

Golden View and Ripponburn are now fully integrated into Promisia, with strong regional demand and the benefits of scale and operational alignment coming through.

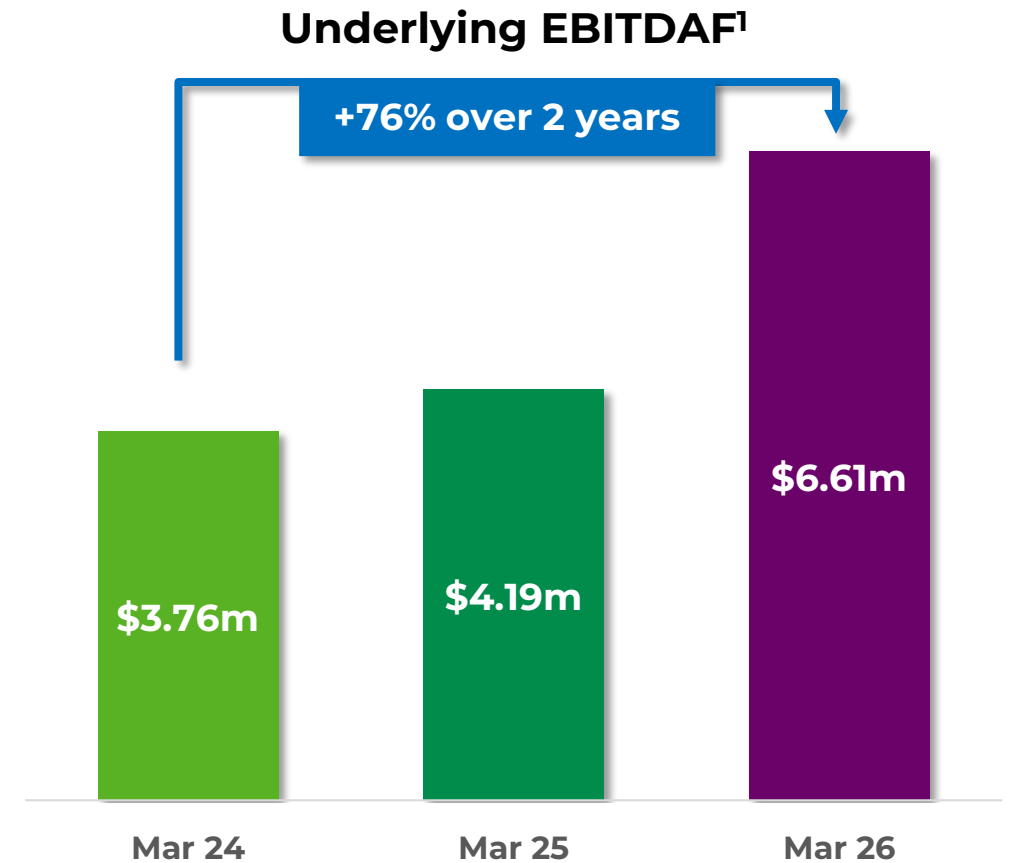
Aldwins operational reset

Occupancy, culture, reputation and care quality improved under stronger local leadership, with the site reaching its highest-ever occupancy during the year.



Revenue and cost control delivering earnings growth

- ▲ **Operating revenue increased 29% to \$40.1m**
Driven by higher occupancy, a full year of Cromwell trading, and growth in deferred management fees.
- ▲ **Operating expenses managed effectively**
Operating expenses were \$30.2m, up 22%, reflecting a full year of Cromwell operating costs, while remaining below revenue growth through efficient rostering and group-wide procurement initiatives.
- ▲ **Administration costs remained tightly controlled**
Administration expenses were \$3.5m, up 2% despite the larger Group, reflecting continued support office cost discipline.
- ▲ **Underlying EBITDAF¹ increased to \$6.61m**
Up from \$4.19m in FY25 and \$3.76m in FY24, representing 58% year-on-year growth and 76% growth over two years.



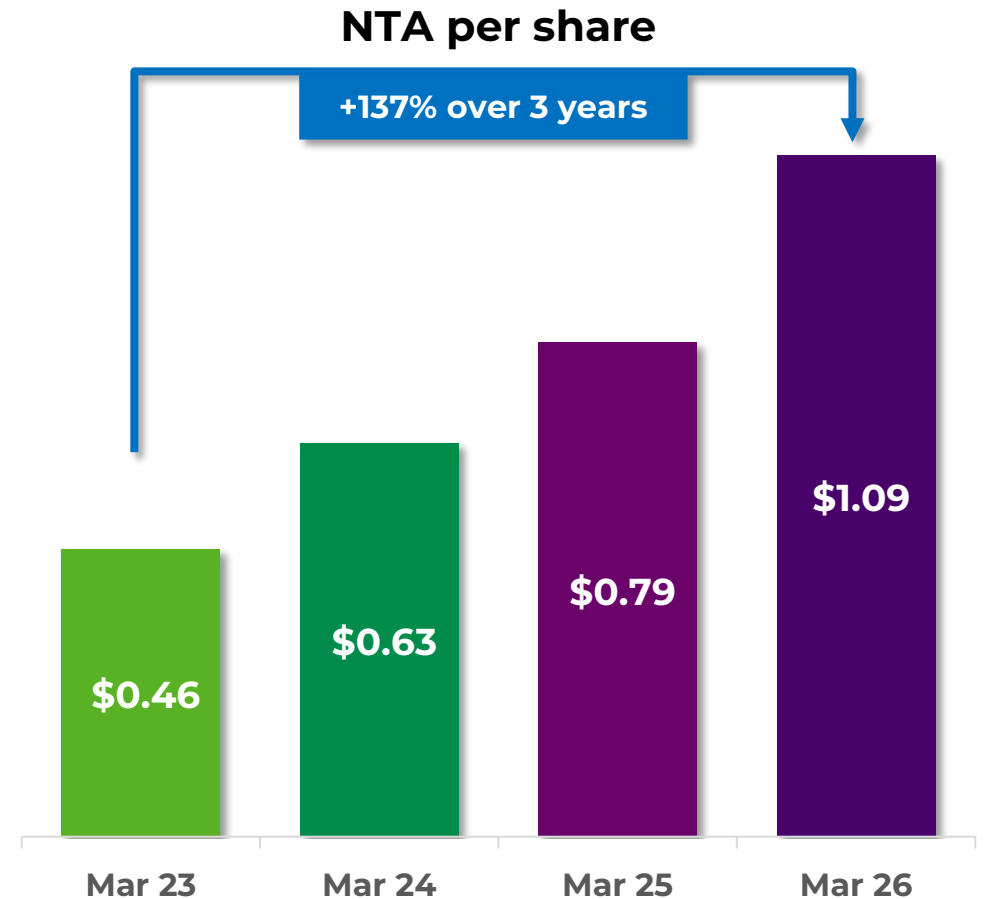
¹ EBITDAF is operating earnings before interest, tax, depreciation, amortisation and fair value adjustments and is a non-GAAP number. Underlying EBITDAF excludes transactions considered to be non-trading in nature or size. Excluding these transactions from normalised earnings can assist users in forming a view of the underlying performance of the Group



Building a track record of value creation

A stronger operating platform and asset base now provide a clear foundation for continued growth.

- ▲ **NTA per share increased 38% to \$1.09**
Up from \$0.79 at March 2025, and more than double the \$0.46 recorded at March 2023.
- ▲ **Portfolio valuation increased 17.1% to \$107.2m**
The aggregate market valuation increased by \$15.7m, from \$91.5m to \$107.2m at 31 March 2026.
- ▲ **Uplift achieved across all five sites**
Each site increased in value by at least 10%, reflecting broad-based improvement rather than a single asset or one-off valuation movement.
- ▲ **Cash flow growth is driving value**
The valuation increases are underpinned by stronger cash flows, driven by higher occupancy, improved site performance and targeted operating initiatives.





Simplified debt profile

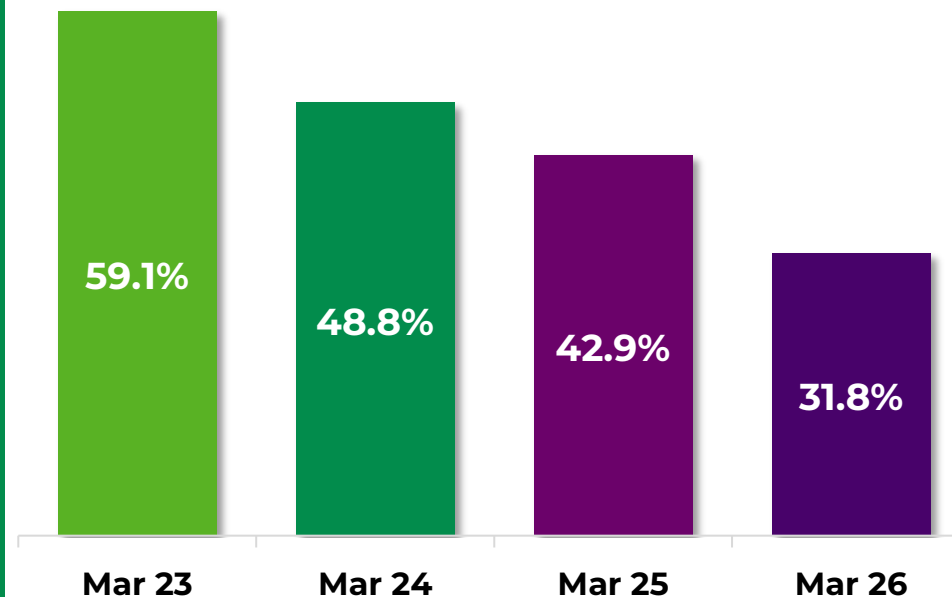
Bank debt

- Single bank lender (BNZ) with one consolidated facility, cross-securitised across the group
- \$31.1m total facility, with \$3.3m undrawn for operating liquidity
- Weighted average interest rate on drawn debt c.5.7%, down significantly from 7.1% at March 2025
- Interest rate swaps cover \$22.0m of the \$31.1m BNZ facility on a staggered 2–4 year profile, supporting cash flow certainty
- LVR of 31.8%, continuing the reduction from 42.9% at March 2025

Vendor financing and convertible notes

- Vendor loans and convertible notes relate to the staged acquisition of Golden View Village, with nominal amounts outstanding of \$12.25m and \$3.5m.
- Both are non-interest bearing and effectively represent deferred purchase price for full ownership of Golden View Village in 2028

Group LVR on secured bank debt





Allocating capital to grow long-term shareholder value

Our capital management framework prioritises four core areas, with shareholder returns now supported through the new dividend policy.

Advancing ownership of Golden View Village

\$2.16m p.a. of interest-free loan repayments directed towards full ownership of Golden View Village. This is an investment into a value-accretive asset, supporting future NTA and cash flow uplift.

Maintaining a strong, flexible balance sheet

Continued focus on healthy liquidity and leverage discipline, with LVR at 31.8% and over \$3m of undrawn facilities supporting working capital and future capital flexibility.

Targeted value-add capex

Selective capex focused on strong returns, protecting facility quality and maintaining long-term asset values. E.g. solar panel rollouts at Ranfurly Manor and Nelson Street.

Pursuing earnings-accretive acquisitions

Targeting large-scale integrated care and village assets aligned with our operating model and strategic vision.

Dividend policy now implemented

Providing a cash return to shareholders linked to operating free cash flow, whilst maintaining disciplined reinvestment, growth and long-term shareholder value.



A disciplined, cash-based dividend policy

Promisia has adopted a cash-based dividend policy from FY27.

The policy is designed to return a portion of operating free cash flow to shareholders over time, while maintaining balance sheet strength and supporting reinvestment for future growth.

Dividends will be assessed as **20–40% of Operating Free Cash Flow (OFCF)** and are intended to be **fully imputed**.

This remains consistent with Promisia’s capital allocation framework of creating long-term shareholder value through disciplined reinvestment, balance sheet strength and earnings-accretive growth.

Any dividend will remain at the Board’s discretion, taking account of the Group’s financial performance, financial position and funding requirements at the time.

Underlying EBITDAF¹

Less:

Cash interest & required debt repayments²

Cash tax

Maintenance capex³

Operating Free Cash Flow (OFCF)

**Ordinary Dividend:
20% – 40% of OFCF**

¹ Underlying EBITDAF is a non-GAAP financial measure and represents earnings before interest, tax, depreciation, amortisation and fair value movements, adjusted for non-recurring items.

² Required debt repayments means scheduled principal repayments and other committed debt amortisation under financing arrangements, including vendor loan repayments.

³ Maintenance capex represents expenditure required to maintain the existing asset base; depreciation is currently used as a practical proxy.

FY27 Outlook

Continued earnings and cash flow growth

- **Underlying EBITDAF expected to increase to at least \$8.0m (+20% YoY growth)**
- Group care occupancy expected to lift to at least 95%
- Operating free cash flow expected to materially improve from FY26, supporting the ability to pay a dividend under the new policy
- Separately, Promisia is actively working towards an earnings-accretive acquisition in FY27
- Earnings guidance is based on the existing portfolio and excludes any future acquisitions or other material capital activity





Appendix: Promisia at a glance

Promisia Healthcare is a New Zealand-based provider of residential aged care and retirement village living, dedicated to delivering high-quality care and support



**Five
Communities**



**650+
Residents**



**450+
Incredible staff**

Facility	Care beds	Care suites / Apartments	Villas
Ranfurly Manor	104	57	38
Nelson Street	47	-	-
Aldwins House	144	-	-
Golden View	60	19	102
Ripponburn	46	-	16
Total	401	76	156





Appendix: Our strategic vision for a stronger Promisia





Appendix: Underlying EBITDAF and OFCF Calculation

Year ended 31 March (\$000)	2026	2025
Profit before income tax	13,940	6,681
Plus: Depreciation expense	519	409
Plus: Impairment losses	37	491
Plus: Finance costs	3,565	2,904
Plus: EBITDA from discontinued operations	-	927
EBITDA	18,061	11,412
Less: Fair value movement in property	(11,651)	(173)
Less: Bargain purchase on business acquisitions	-	(6,609)
EBITDAF	6,410	4,630
Less: Debt reduction income	-	(799)
Plus: Discretionary Executive Director payment	155	244
Plus: Non-recurring management share incentives	48	117
Underlying EBITDAF	6,613	4,192
Less: Net borrowing costs	(2,313)	(2,448)
Less: Committed debt amortisation	(2,577)	(2,230)
Less: Income tax paid/payable	(1,373)	(381)
Less: Maintenance capital expenditure	(519)	(409)
Operating Free Cash Flow (OFCF)	(169)	(1,276)



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