FY24 Results Presentation

August 2024

eureka Group

Contents

FY24 Highlights

Key achievements

Continued strong underlying financial performance

Strong results	✓	• Underlying EPS[1] of 3.02 cents per share in line with guidance • 13% revenue growth and 20% underlying EBITDA[1] growth pcp reflecting strong resident demand, rental growth and asset acquisitions • Maintained high portfolio occupancy during the year and achieved 98% at year end • Increase in underlying EBITDA margin to 36.9% (pcp 34.6%)
Portfolio value uplift	✓	• Valuation uplift of $14.1m during the year driven by increased village earnings and stable capitalisation rates • Brassall development completed during 2H24. 51 new dwellings fully leased
Acquisitions and developments	✓	• Investment in Eureka Villages WA Fund which acquired 6 villages (321 units) for $44m (excluding transaction costs) in Western Australia, with an overall portfolio occupancy of 98% as at 30 June 2024 • Acquired 14 units in managed villages as part of the individual unit acquisition strategy • Acquired land in Gladstone, Qld for a greenfield development adjacent to the existing managed village
Capital management	✓	• Successful alternative funding for WA portfolio acquisition via Eureka Villages WA Fund demonstrates potential for new funding sources • Gearing levels within Group policy
ESG highlights	✓	• Increased health and wellbeing education and activities for residents • Introduction of energy efficient assets and waste reduction and recycling programs • Food service delivery exceeds new Aged Care Commission guidelines on daily protein requirements
Strengthened Board and management team	✓	• Simon Owen appointed Chief Executive Officer commencing 12 September 2024 • John Whiteman appointed non-executive director commencing 2 September 2024 • Murray Boyte transitions to non-executive Chair commencing 12 September 2024

1. Refer to page 29 for adjustments to derive underlying EBITDA and page 32 for Definitions

FY24 Highlights

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

$41.1m
Revenue
↑ 13% FY23

Like-for-like revenue growth 6%

$15.2m
Underlying EBITDA[1]
↑ 20% FY23

Like-for-like village EBITDA growth 7%

$9.1m
Underlying profit before tax[1]
↑ 13% FY23

Growth in underlying results supported by valuation uplifts

$14.1m
Valuation uplift
$25.3m FY23

> 90% of the portfolio has been independently valued since 30 June 2023

3.02 cps
Underlying EPS[1]
2.93 cps FY23

Underlying EPS in line with FY24 guidance

4.37 cps
EPS
6.97 cps FY23

Prior year EPS includes higher valuation uplifts

1.4 cps
FY24 dividends
↑ 4% FY23

48.3 cents
NTA per share
↑ 7% FY23

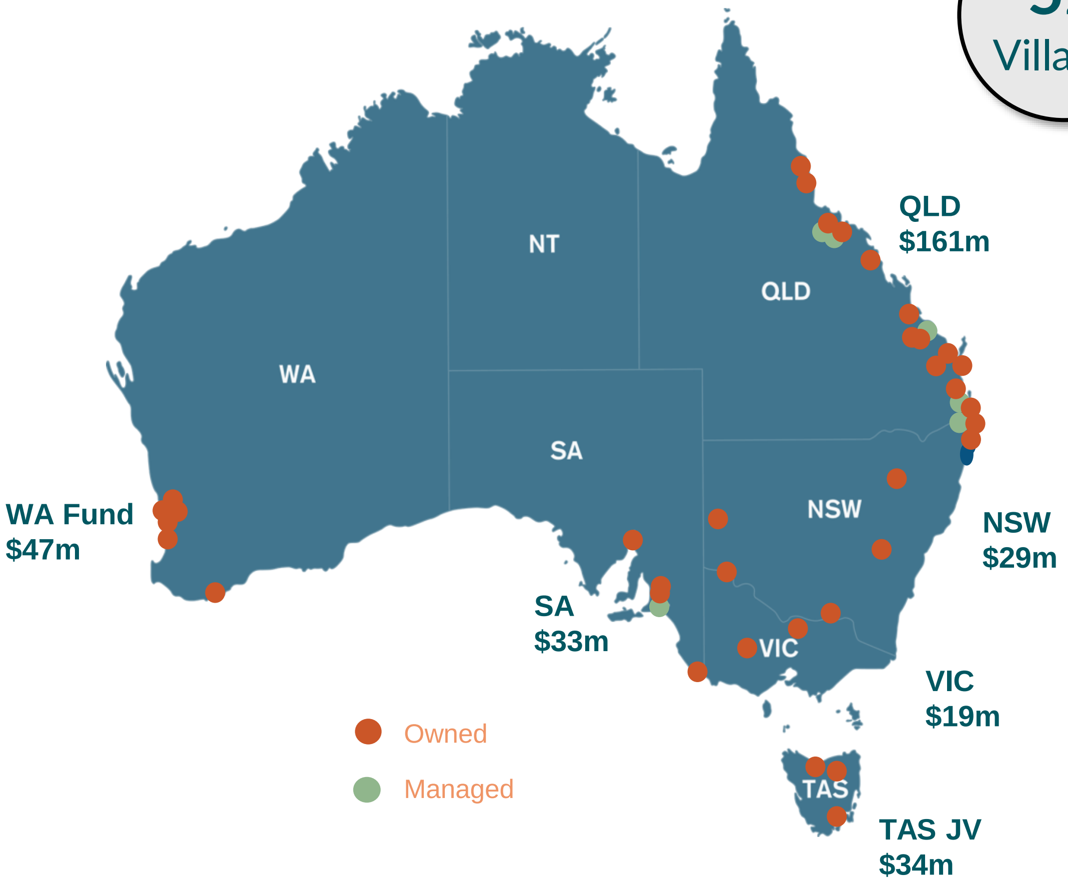
1. Refer to page 29 for adjustments to derive underlying EBITDA and page 32 for Definitions

Portfolio Summary

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

NATIONAL FOOTPRINT

52
Villages



PORTFOLIO SNAPSHOT

2,835
Units under management
11% FY23

$328m
Assets under management[1]
31% FY23

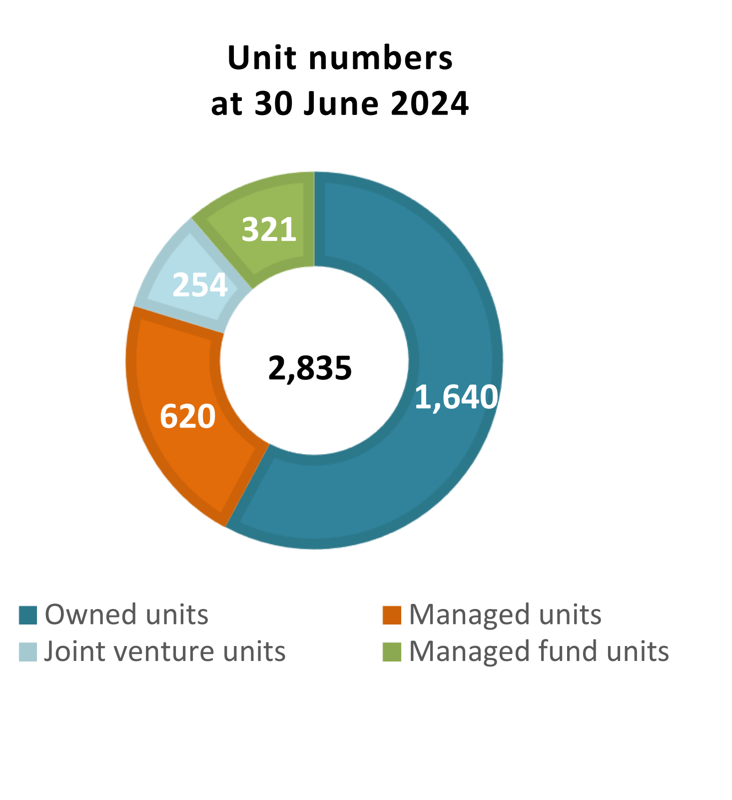
98%
Occupancy
99% FY23

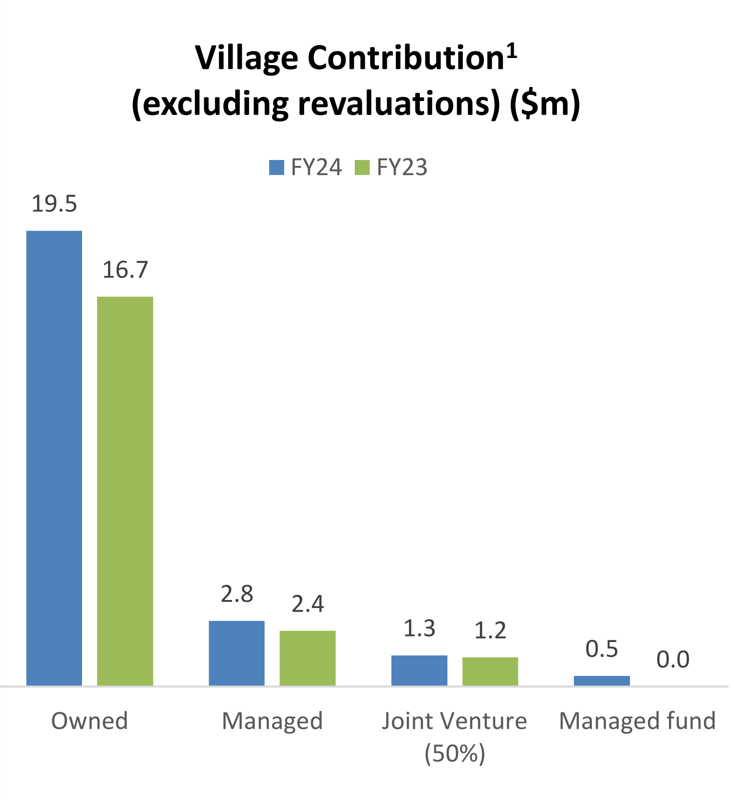
$274m
Investment property[1,2]
$229m FY23

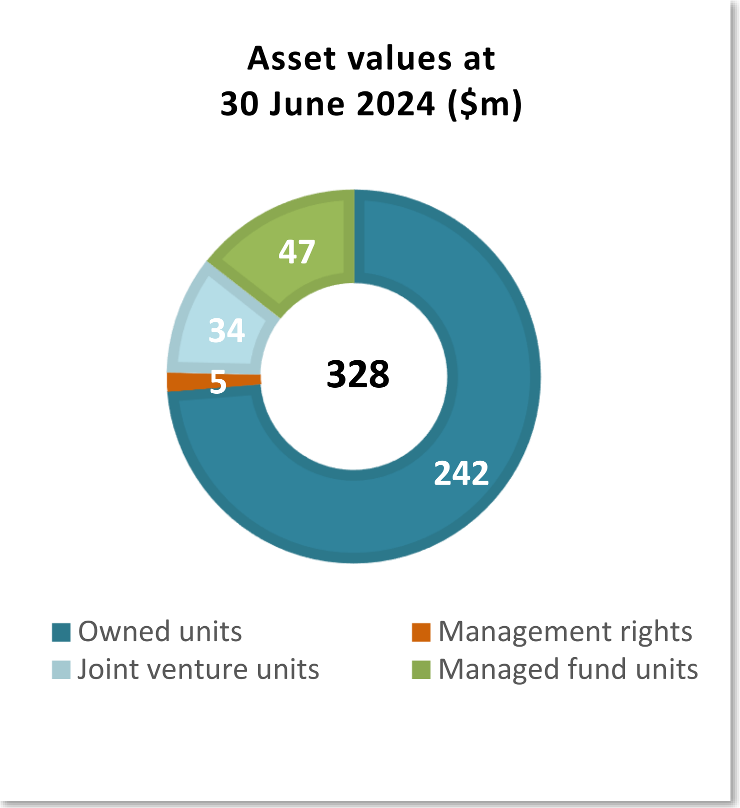
8.17%
WACR[3]
8.32% FY23

1. Refer page 17
2. Includes share of assets held in joint venture and WA fund. Excludes management rights assets
3. Refer Definitions on page 32

Village portfolio analysis



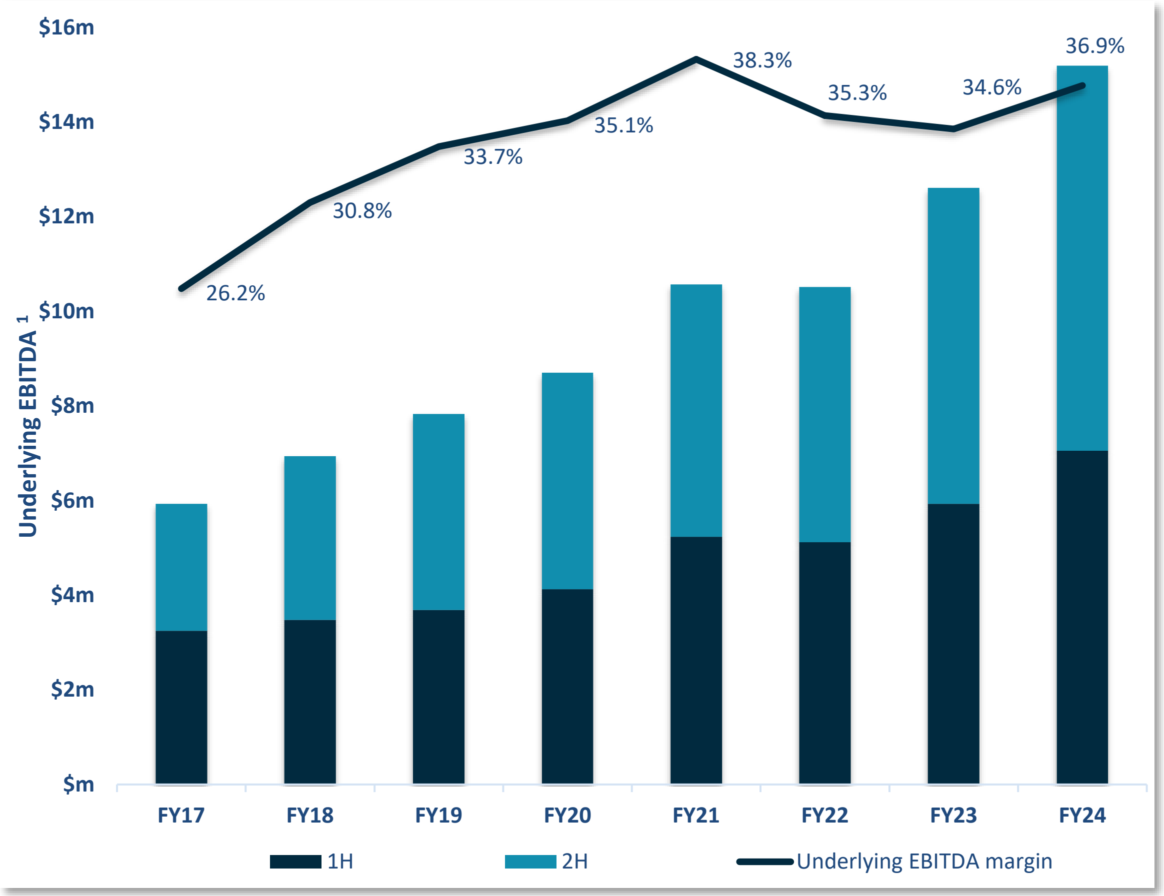




1. Refer Definitions on page 32

Underlying EBITDA[1]

Continued Underlying EBITDA growth, with margins improving



- **FY24 underlying EBITDA of $15.2m, up from $12.6m**
- **Growth of 20%** on FY23 underlying EBITDA underpinned by organic growth and current and prior year acquisitions
- Underlying EBITDA margin of 36.9%, up from 34.6% in June 2023 due to organic growth and impact of acquisitions
- Underlying EBITDA margin will continue to improve through organic growth, acquisitions and economies of scale

1. Refer Definitions on page 32

Strong ESG focus

Creating sustainable, socially responsible communities and value for stakeholders

Achievements and focus areas include:	
Solar power	• Commitment to energy conservation through a continuation of village solar programs targeting solar power installations in at least 50% of villages by end of FY25
Energy efficiency	• Installation of energy-efficient assets and lighting upgrades in units and community facilities, accessing state government incentives where available
Waste management	• Strategic partnership with waste management provider in over 20 villages is increasing the waste recycling rate, with a target of 40% of volume of waste recycled by end of FY25
Social engagement and resident well-being	• Increased health and wellbeing education and activities for residents • Food service delivery exceeds Aged Care Commission guidelines on daily protein requirements • Commitment to ensuring villages are safe and secure environments for residents
Employee engagement and well-being	• Implementation of well-being programs for employees including the Sonder platform • Enhanced focus on employee engagement and development has increased employee performance and talent retention
Governance	• Recently announced Board and management team appointments will strengthen the Group's capabilities in seniors' living, property and asset management
ESG action plan	• Established 4-year ESG framework and action plan

About Eureka

Scalable affordable build-to-rent seniors living portfolio

Eureka is the only ASX-listed pure play specialist in seniors rental accommodation

What Eureka offers

- ✓ Eureka operates a pure play specialist build-to-rent strategy of providing affordable independent seniors rental accommodation and manages a nationally diversified portfolio of property assets. Total assets under management are $328m of which Eureka has an ownership interest in $279m[1]
- ✓ Important provider of essential social infrastructure across Australia 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)
- ✓ Eureka's seniors rental model offers community style living and shared facilities for retirees receiving the government pension and seeking an independent, safe and secure lifestyle. All-inclusive rents usually include meal services and require only a standard property lease.
- ✓ Led by a customer-focused Board and management team with sector knowledge and experience
- ✓ Eureka's strategy is supported by an identified acquisition and development pipeline

1. Refer page 17. Includes share of assets held in joint venture and WA fund and management rights assets

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

A leading provider of affordable accommodation for independent seniors living

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	Combination of facilities and service provision
Typical age	All	50+	70+	70+	80+
Rental assistance available?	✓	✓	✓	✗	✓
Key features	• Mixed resident demographic • Very limited availability with long waiting lists • No social / community engagement • Does not include meal service	• 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	• 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	• 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	• 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	• Means tested • Only available to lowest socio-economic demographic	• Those seeking to release capital by selling their residential home	• Retirees receiving government pension • Seniors ageing in place independently	• Elderly retirees who have typically sold their main residence and can afford lifestyle arrangements • Residents are typically independent	• 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

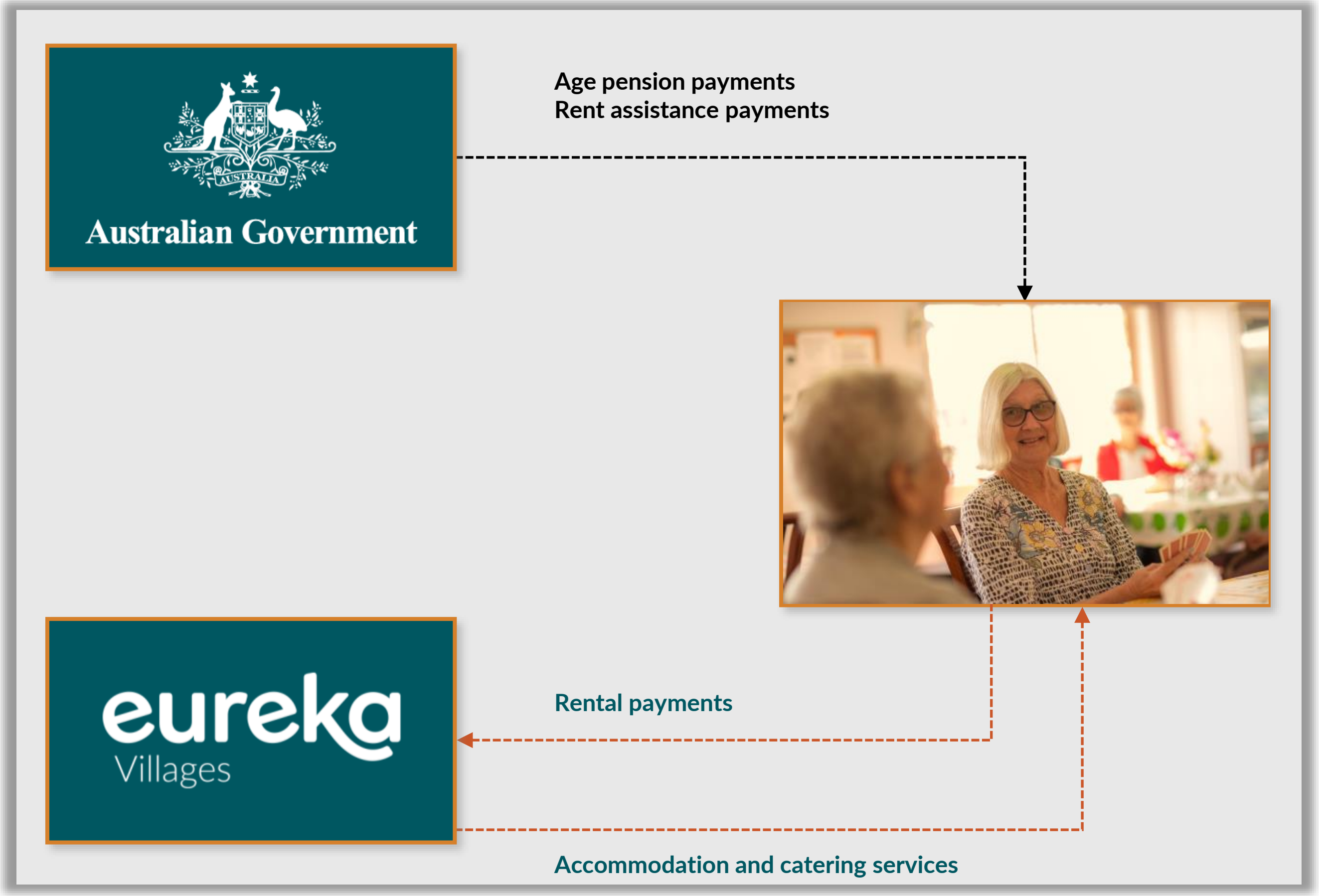
Commentary

- > 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 $1,304 per fortnight for singles and $1,860 for couples[1]

- 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

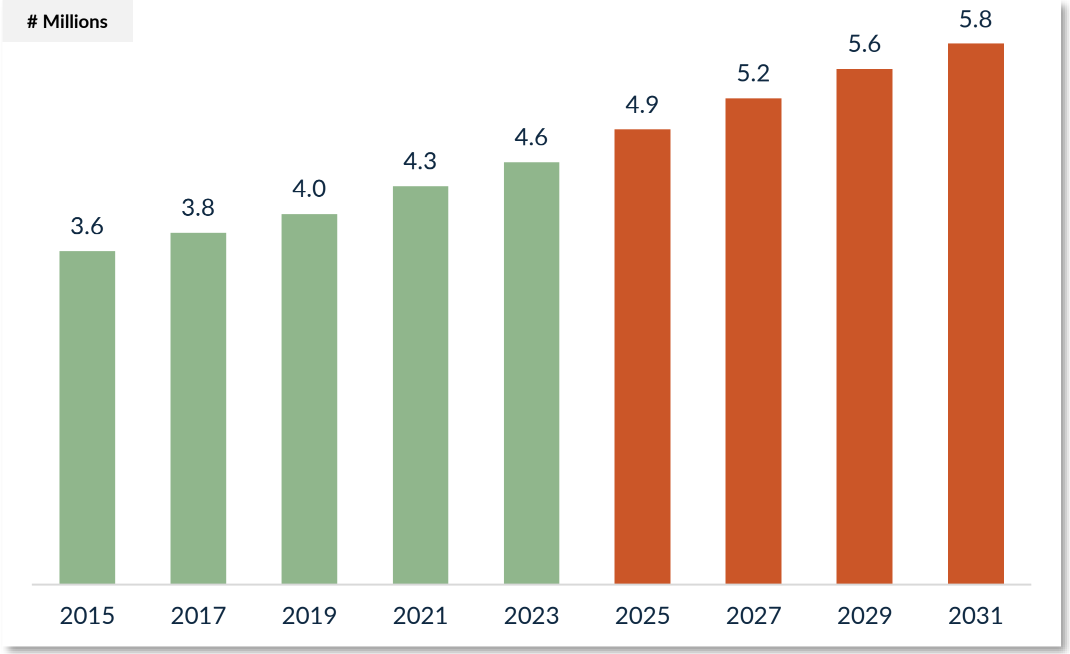


1. Services Australia – Australian Government (28 March 2024)

A growing ageing population with limited superannuation

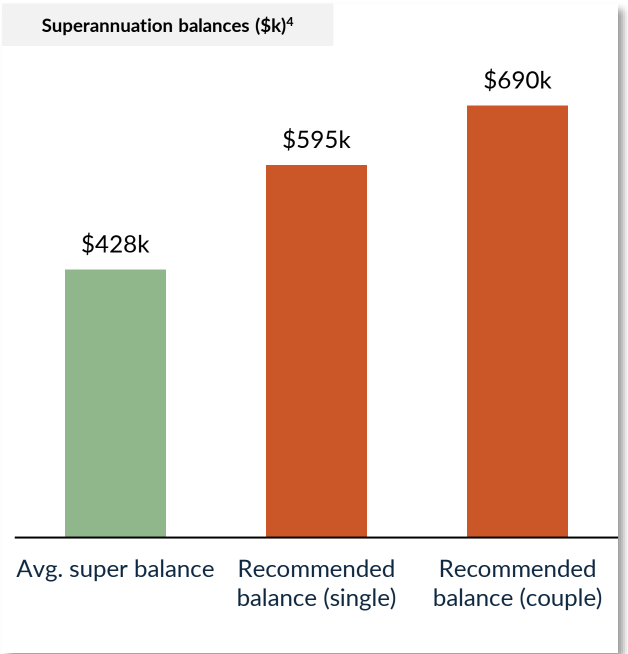
Limited independent community living options for seniors on the age pension

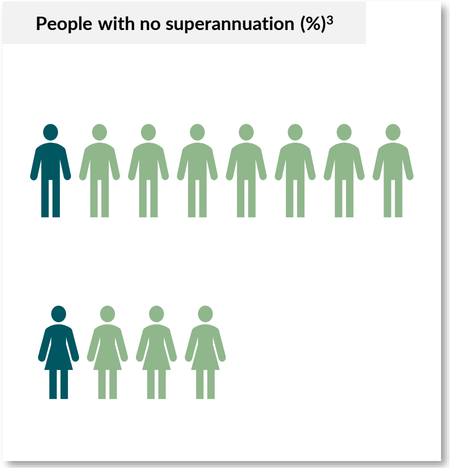
Australians aged 65+ years old[1,2]



- ~4.6million or 17% of Australians are currently 65 years of age or older - this is forecast to grow to 5.8 million (or growth of 28.1%) by 2031
- ~57% of Australians aged 65 and over rely on the Government aged pension as their primary source of income and ~61% receive a form of income support payment

Seniors superannuation balances are low





23% of women

13% of men

Have no superannuation in the 60-64 age group on retirement

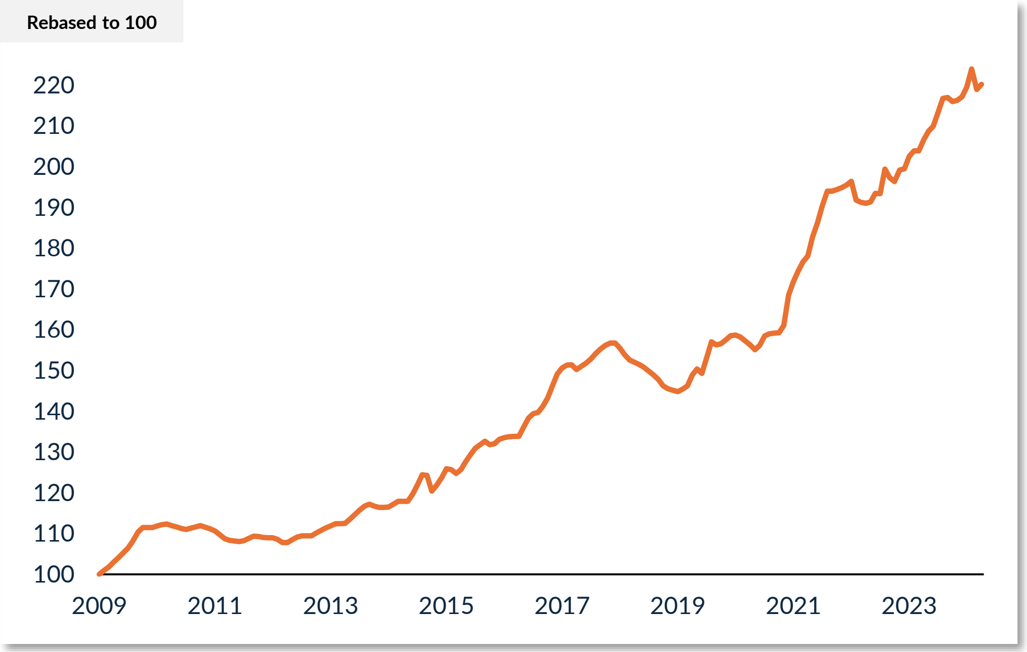
- On average, Australians aged 65 and older have insufficient superannuation balances to support a comfortable retirement, increasing the need for age pension to support daily living

1. ABS National, State and Territory Population (December 2023)
2. ABS Population Projections (November 2023)
3. Association of Superannuation Funds of Australia Retirement Standard Report (21 March 2023)
4. An update on superannuation account balances report (November 2023)

Future demand supported by favourable industry trends

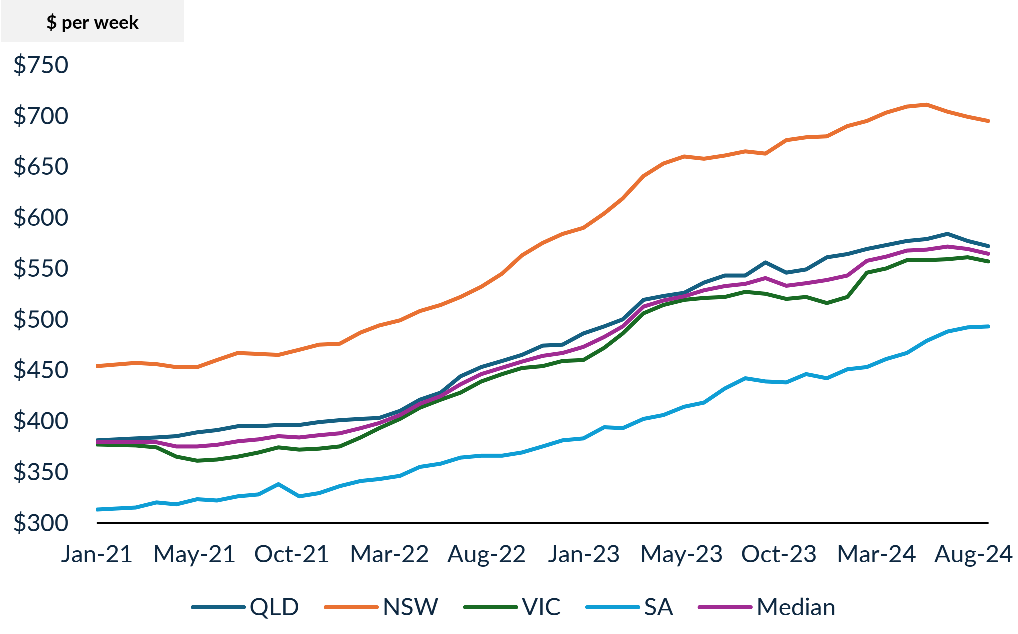
A growing reliance on the Government age pension increases demand for low-cost, quality rental accommodation

Average property prices in capital cities[1]



- Considerable house price and rental growth over the last 10 years has made everyday residential living unaffordable for many older Australians

Median weekly rent[2]



- Median rent has increased by 48.9% since January 2021 – 11.0% CAGR making rental opportunities unaffordable for many older people
- The proportion of Australians renting compared with owning a home continues to rise and has done so across all age brackets for the last 20 years

1. SQM Research – Asking Property Prices (May 2009 indexed to 100) (August 2024)
2. SQM Research – Weekly Rents (August 2024)

Portfolio Review

Diversified Portfolio

- Eureka's core portfolio comprises 1,640 owned units and 254 units held in a 50% Joint Venture
- Eureka has a 32% interest in, and manages, 321 units in the WA fund with a total investment property value of $47m. It also manages 620 units via management rights
- Total assets under management of $328m
- Eureka's interest in these assets is $279m:
  - $242m of owned investment property[1]
  - $17m of JV investment property (50%)
  - $15m of WA fund investment property (32%)
  - $5m of management rights

Portfolio statistics		FY24	FY23	Change
Owned units	[#]	1,640	1,576	64
JV units	[#]	254	254	-
Managed units	[#]	620	721	(101)
Managed Fund units	[#]	321	-	321
Total Units	**[#]**	**2,835**	**2,551**	**284**
Investment property value[1]	[$m]	242	213	29
Value of JV properties (100%)	[$m]	34	31	3
Value of managed fund properties (100%)	[$m]	47	-	47
Carrying value of management rights	[$m]	5	6	(1)
Total assets under management	**[$m]**	**328**	**250**	**78**

Select Eureka villages


Mackay, QLD


Orange, NSW


Hervey Bay, QLD


Albury, NSW

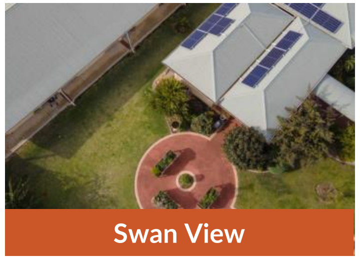

Eagleby, QLD

1. Includes assets held for sale - $10.5m

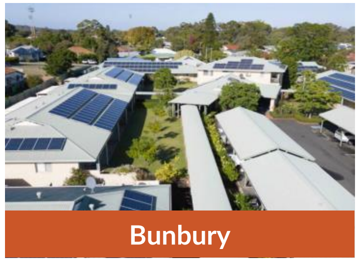
Eureka Villages WA Fund

Completed the acquisition of 6 well established villages for $44m[1]

Portfolio



72 units



51 units

57 units

51 units

45 units

45 units

Overview of fund

- The six villages were acquired by a new wholesale property fund, Eureka Villages WA Fund (the Fund) in December 2023
- The Fund is managed by Eureka Asset Management Pty Ltd, a wholly owned subsidiary of Eureka
- The Fund is forecast to pay quarterly distributions of 8% p.a. in year one
- Eureka was granted the right of first and last refusal to acquire the Portfolio from the fund after three years
- Eureka's initial investment of $9m has been reduced to $8m (28%) since year end
- Occupancy consistently exceeds 98%

1. Excluding transaction costs

Brassall, Qld Development

Successfully completed village expansion

- Village was acquired in 2021, comprising 43 rental residences, 12 land lease residences and surplus development land
- Development of 51 new dwellings and full refurbishment of community facilities, with the first two stages of 40 units completed in 2023 and the remaining 11 units completed in January and February 2024. All units were fully leased from completion
- Dwellings comprise premium, free-standing 2-bedroom residences with modern amenities including kitchen, bathroom and car parking
- Rental uplift also achieved in existing residences
- Village now comprises 106 free-standing residences
- Incremental EBITDA yield on development costs of >8.0%
- Future opportunities include acquiring the remaining land lease homes and potential additional stage of development

Site development information	
Valuation (at 30 June 2024)	$22.4m
Total new residences	51
Incremental EBITDA yield on dev. costs	>8.0%

Site view

Internal fit out

Home design

Capital Management

Capital management

Optionality for future funding requirements

- Core $96m bank facility in place until 2026, with no principal repayments required until expiry. Additional $5m facility in place until October 2025
- Gearing within target range of 30% to 40%
- Headroom on interest cover ratio and gearing covenants
- $50m of interest rate hedging across three tranches covering 55% of drawn debt
- Continued asset recycling to optimise returns
- New funding source introduced in 1H24 for WA fund
- Focus on future funding options to support acquisition and development opportunities

Key metrics		FY24	FY23
Cash	[$m]	2.3	1.8
Debt	[$m]	91.3	69.7
Total assets	[$m]	275.2	237.4
Proportion of debt hedged	[%]	55	72
Weighted average hedge maturity	[years]	1.15	2.15
Cost of debt p.a.	[%]	6.13	5.96
Gearing	[%]	36.6	32.1
Facility Limit	[$m]	101.0	83.0

Metrics at 30 June 2024

36.6%
Gearing[1]

3.0x
Interest Cover Ratio

6.13%
Cost of debt

1. Refer Definitions on page 32

Dividends

Consistent returns to shareholders since commencement of paying dividends

Dividends

FY24 Final dividend

0.7c per share

- Dividend reinvestment plan (DRP) operative
- DRP issue price of 5-day VWAP less 2% discount
- Dividends paid from sustainable cash earnings

Key dates

Ex-dividend date

20 September 2024

Record date

23 September 2024

DRP election date

26 September 2024

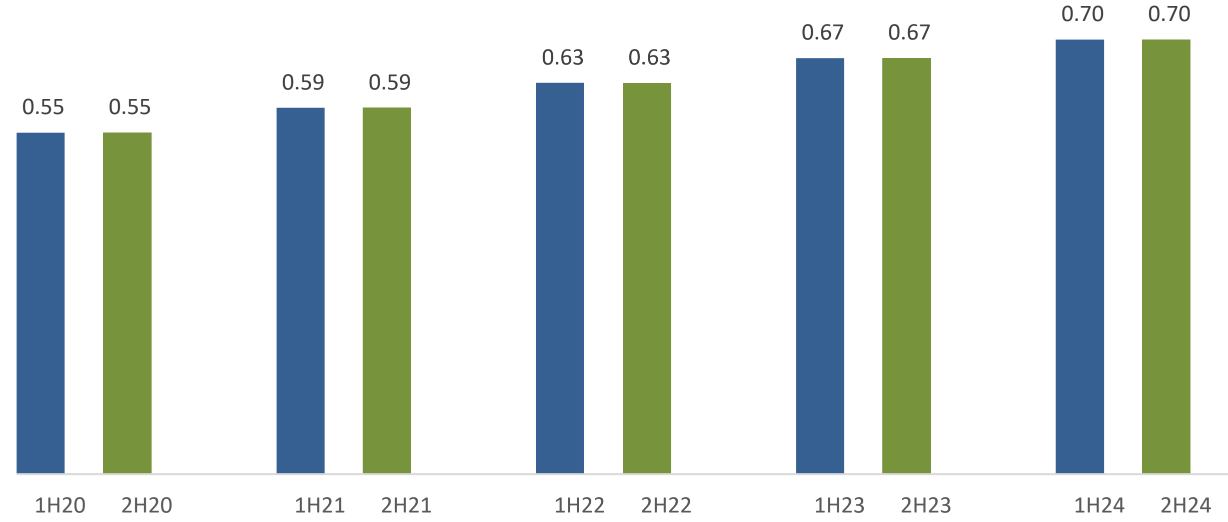
Payment date

14 October 2024

DRP issue date

14 October 2024

Dividend track record (cps)



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

Strategic Growth Initiatives

Strategic growth initiatives

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

Sector consolidation / acquisition pipeline	Development opportunities	Alternative capital sources	Organic growth
• Fragmented sector provides continuing opportunities for Eureka to acquire villages that meet its investment criteria • Market analysis performed by Eureka confirms significant opportunities for potential acquisitions consistent with Eureka's operating model in high demand regional markets • Seeking to acquire individual units in existing managed villages to achieve 100% ownership of these villages	• Development potential on owned sites • Target areas meet demographic profile with high proportion of seniors receiving the pension and low rental vacancy rates • Growth channels include: – Greenfield: vacant land – Adjacent development land: land adjacent to existing villages – Infill development: land within existing Eureka villages	• Scale of growth opportunities and market conditions have led Eureka to identify funding options other than secured debt and traditional equity raising • Successful alternative funding for WA portfolio acquisition via Eureka Villages WA Fund demonstrates potential for new funding sources • Exploring opportunities to expand funds management platform • Evaluating public-private partnership opportunities	• National Rental Pricing Model reflects community style living providing services to enhance resident experience • Rental rate increases reflect market supply and demand within the framework for affordable living • Create village clusters to achieve operational and cost efficiencies • 5-year asset management plan in place to maintain asset quality for residents and support rental rates

Eureka has a well progressed strategy to drive growth and achieve institutional scale, leveraging its existing resource base

Outlook

Outlook

FY25 Expectations

- An identified asset acquisition pipeline exists. Further acquisition and development of villages that meet investment hurdles are expected which will require additional funding
- High demand for Eureka's product driven by a national affordable housing shortage will lead to continued high occupancy levels
- Growth in underlying EBITDA[1] from the existing asset base including full year earnings contributions from Brassall development and WA fund. Earnings are underpinned by government pensions and rent assistance
- Increase in maintainable earnings expected to result in further uplifts in investment property valuations
- Disciplined cost control to mitigate inflationary pressures on operating margins and development projects
- Uncertainty of future interest rate movements mitigated by hedging strategy and debt levels within Group policy

1. Refer Definitions on page 32

Board refresh and CEO appointment

Eureka's board and management are well positioned to deliver on future growth objectives

Chief Executive Officer Appointment

Simon Owen
Incoming Chief Executive Officer

- Simon is a highly experienced and respected leader with over 25 years' experience in leading property and retirement living businesses, including 14 years as Chief Executive Officer and Managing Director of Ingenia Communities Group (ASX:INA)
- As CEO of Ingenia, Simon drove the creation of a leading portfolio of land lease communities, rental retirement communities and holiday parks and saw Ingenia's market capitalisation grow from $30 million to $1.7 billion during his tenure
- Simon will commence on 12 September 2024 and to signal his alignment will participate in a share placement which will be self-funded

Board Refresh

John Whiteman
Independent Non-Executive Director

- John is a highly credentialed and experienced executive and director with a broad range of funds management experience
- John's executive career includes almost 20 years with AMP Capital, during which he held several positions within the $4.0 billion AMP Capital Fund
- John is currently Chairman of Leyton Funds, which has over $350 million of AUM
- John will commence on 2 September 2024 and will stand for election at Eureka's 2024 Annual General Meeting

Murray Boyte
Executive Chairman and Interim CEO

- Murray will transition from executive duties to Non-Executive Chairman of Eureka from 12 September 2024
- Murray has served as Executive Chairman since 2018 and as Interim CEO since July 2023

Appendix

Profit and loss

- Underlying EPS of 3.02 cps
- 13% increase in total revenue driven by like-for-like village growth (6%) and acquisitions
- 20% growth in underlying EBITDA including like-for-like village growth of 7% and acquisitions
- Occupancy was 98% at 30 June 2024
- Valuation uplift of $14.1m
- Improvement in underlying EBITDA margin to 36.9%. Margin is expected to improve in FY25 through organic growth, acquisitions and economies of scale
- Costs to defend Aspen take-over bid were $2.1m
- Strategic project costs include costs associated technology upgrade and capital funding costs
- Increase in finance costs due to higher interest rates and drawn debt. 55% of the drawn debt is hedged at 30 June 2024. Weighted average cost of debt is 6.13%
- No cash tax is payable due to substantial carry forward revenue tax losses. Effective tax rate was 31% as deferred tax balances stated at 30%

($ '000)	30-Jun-24	30-Jun-23	Change
Rental income	29,311	24,795	
Revenue from contracts with customers	11,830	6,902	
Total revenue	**41,141**	**36,420**	**13%**
Reconciliation of profit after tax to underlying EBITDA[1]			
Profit after tax	**13,207**	**19,158**	
Income tax expense	6,060	10,593	
Depreciation and amortisation	695	846	
Finance costs	5,114	3,720	
EBITDA[1]	**25,076**	**34,317**	
Net (gain)/loss on change in fair value of:			
- Investment properties, including assets held in equity accounted investments	(14,078)	(25,284)	
Impairment of:			
- Finance assets	-	146	
- Other assets	564	1,756	
(Profit)/ loss on sale of assets	(180)	46	
Costs to defend Aspen take-over bid	2,102	-	
Transaction costs including acquisitions, disposals and asset realisations	754	515	
Strategic projects including technology and capital funding	685	895	
Other	274	223	
Underlying EBITDA[1]	**15,197**	**12,614**	**20%**
Underlying profit before tax[1]	**9,114**	**8,049**	**13%**
Basic earnings per share (cents)	4.37	6.97	
Underlying earnings per share (cents)	3.02	2.93	
Dividends per share (cents)	1.40	1.34	
Underlying EBITDA margin[1]	36.9%	34.6%	

1. Refer Definitions on page 32

Balance sheet

- Net tangible assets per share grew by 7% to 48.3 cents
- Investment property values increased by $18m due to valuation uplift, acquisitions, development and capital improvements. $10m transferred to Assets held for Sale. Refer page 17
- Assets held for sale comprise villages in Whyalla, SA and Mt Gambier, SA
- Equity accounted investments increased due to initial $9m investment in WA fund
- Brassall development completed during 2H24, funded by equity and debt facility
- Core $96m bank facility in place until 2026, with no principal repayments required until expiry. Additional $5m facility in place until October 2025
- Gearing within target range of 30% to 40%

($ '000)	30-Jun-24	30-Jun-23
Assets		
Cash and cash equivalents	2,257	1,815
Trade and other receivables	741	499
Investments accounted for using the equity method	20,219	10,934
Investment properties	231,391	213,072
Property, plant and equipment	75	348
Intangible assets	7,505	8,452
Assets held for sale	10,492	-
Other assets	2,550	2,292
Total assets	**275,230**	**237,412**
Liabilities		
Trade and other payables	6,060	6,097
Borrowings	91,223	69,579
Provisions	1,152	977
Deferred tax liabilities	21,931	15,949
Lease liabilities	623	854
Total liabilities	**120,989**	**93,456**
Net assets	**154,240**	**143,956**
Net debt[1]	89,074	67,909
Balance sheet gearing[1]	36.6%	32.1%
Net tangible assets per share (cents)	48.3	45.0

1. Refer Definitions on page 32

Cash flow statement

- Reliable operating cash flows
- Net cash from operating activities was $8.1m ($8.7m FY23). FY24 cash flows impacted by increased interest costs and costs associated with defence of Aspen takeover bid
- Payments for investment property include individual unit acquisitions in managed villages, Brassall, Qld development, land for greenfield development in Gladstone, Qld and capital improvements. PY includes the acquisition of villages in Horsham, Vic, Tamworth, NSW and Eagleby, Qld
- Initial $9m investment in WA fund was funded by debt
- Dividends paid from sustainable cash earnings

($ '000)	30-Jun-24	30-Jun-23
Cash flows from operating activities		
Receipts from customers	40,813	36,964
Payments to suppliers and employees	(30,084)	(25,777)
Distributions received	2,140	508
Insurance proceeds	-	29
Interest received	13	11
Interest paid	(4,747)	(3,029)
Net cash provided by operating activities	**8,135**	**8,706**
Cash flows from investing activities		
Payments for investment property and intangibles	(16,970)	(33,214)
Payments for investments in associates	(9,000)	-
Payments for property, plant & equipment	(42)	(31)
Proceeds from sale of assets	450	355
Repayment of loans by third party	46	91
Other net receipts / (payments)	(553)	(65)
Net cash used in investing activities	**(26,069)**	**(32,864)**
Cash flows from financing activities		
Net proceeds / (repayment) of borrowings	21,607	(351)
Payment of dividends	(2,732)	(2,602)
Proceeds from share issue	(0)	29,126
Other payments for financing activities	(499)	(2,037)
Net cash provided by financing activities	**18,376**	**24,136**
Net increase in cash and cash equivalents	442	(22)
Cash and cash equivalents at the beginning of the period	1,815	1,837
Cash and cash equivalents at the end of the period	**2,257**	**1,815**

1. Refer Definitions on page 32

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
Underlying profit before tax divided by the weighted average number of shares on issue

Underlying profit before tax
Underlying EBITDA less interest, depreciation and amortisation

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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