



**OUR  
PURPOSE**

Personalised  
and respectful care  
that embraces the  
experience of  
ageing

Acquisition of  
CPSM Pty Ltd

15 November 2023



# Transaction Summary

- Regis has entered into a binding agreement to acquire 100% of the shares of CPSM Pty Ltd (CPSM)
- CPSM has five premium residential aged care homes in South-East Queensland with 644 beds
  - 4 located in Brisbane and 1 on the Gold Coast
  - ~800 employees
- FY23 operating revenue of \$67 million and underlying EBITDA of \$13 million<sup>1</sup>
- Net consideration of \$74.2 million<sup>2</sup>
  - FY23 EBITDA multiple of 5.7x
  - Net price / bed of \$115,000
- The assumed RAD liability at completion is expected to be approximately \$151 million
- All facilities purchased on freehold basis
- Acquisition funded through existing debt facilities
- Acquisition expected to be FY24 earnings accretive with further growth anticipated in future periods
- Transaction expected to complete on 1 December 2023

<sup>1</sup> Underlying EBITDA excludes one-off items and impact of AASB 16 Leases

<sup>2</sup> Excludes transaction costs and landholder duties and subject to customary adjustments including final RAD balances. Consideration calculated on a cash free / interest-bearing debt free basis

# Overview of Homes

## Camp Hill Aged Care

- Brisbane South
- 141 beds
- Opened 2022
- 97% single ensuite



## Holland Park Aged Care

- Brisbane South
- 102 beds
- New wing and refurbished wing 2019
- 88% single ensuite



## Lodges on George

- Redcliff Peninsula
- 132 beds
- Refurbishment 2020
- 100% single ensuite



## Magnolia Aged Care Coomera

- Gold Coast
- Suburb: Upper Coomera
- 150 beds
- Refurbishment 2020
- 95% single ensuite



## Aspley Aged Care

- Brisbane North
- 119 beds
- Opened 2018
- 100% single ensuite



# Compelling Strategic Rationale

*Acquisition of 5 premium residential aged care facilities and 644 high quality beds, expanding Regis' footprint in desirable South-East Queensland locations*

<b>Attractive Portfolio</b>	<ul style="list-style-type: none"><li>• Premium portfolio in high demand metropolitan locations</li><li>• More than 80% of CPSM beds built / refurbished since 2018</li><li>• Q1 FY24 average occupancy of 96%</li></ul>
<b>Increased Scale</b>	<ul style="list-style-type: none"><li>• Increases Regis' portfolio to 68 homes (100% freehold) or 7,604 beds</li></ul>
<b>Strong Compliance History</b>	<ul style="list-style-type: none"><li>• Strong history of accreditation</li><li>• Average portfolio star rating of 4+ for compliance and quality</li></ul>
<b>Potential for Synergies</b>	<ul style="list-style-type: none"><li>• Procurement savings</li><li>• Technology efficiencies</li></ul>
<b>Attractive Acquisition Economics</b>	<ul style="list-style-type: none"><li>• FY23 underlying EBITDA of \$13m<sup>1</sup></li><li>• Expected to be EPS accretive in FY24</li><li>• Acquisition price of 5.7x FY23 EBITDA</li></ul>

<sup>1</sup> Underlying EBITDA excludes one-off items and impact of AASB 16 Leases