

ASX Announcement

24 October 2023

Chairman's and MD's Addresses to Annual General Meeting

In accordance with Listing Rule 3.13.3, we attach the Chairman's and Managing Director's addresses to the Regis Healthcare Limited (ASX: REG) Annual General Meeting on 24 October 2023 and a copy of the slides that will be presented.

Webcast facilities are available to listen to the Annual General Meeting. Details are provided on the following webpage:

<https://www.regis.com.au/investor-information/forward-calendar/>

For further information, contact:

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Company Secretary

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This document was authorised for release to the ASX by Dr Linda Mellors, Managing Director and CEO

About Regis

Regis is one of the largest aged care operators in Australia. Founded over 30 years ago, Regis currently provides services to more than 7,000 older Australians through residential aged care homes, home care service hubs, day therapy and day respite centres and retirement villages. Regis prides itself on providing high quality care and services through more than 9,000 dedicated employees. To learn more about Regis [click here](#).

CHAIRMAN'S AGM SPEECH 2023

I would like to start by thanking our Regis front-line staff, support staff and executives for their dedicated care and support for our residents, clients, and their families over the past year.

Regis is one of Australia's largest and most geographically diverse providers of aged care, with more than 9,000 dedicated people delivering care and services to more than 7,000 older Australians each day through residential aged care homes, home care service hubs and retirement villages.

A challenging period, with evidence of improving prospects

In FY23, your Company has seen evidence of improved prospects for the sector after more than five years of difficult trading conditions. The difficulties arose from a conscious tightening by Government of sector funding, a once in a generation pandemic, significant workforce shortages and widespread sector financial operating losses.

Along with addressing these challenges, Regis used this difficult period to prepare the business for a more positive post-reform environment and to keep Regis at the forefront of the sector.

From a care and quality perspective, Regis invested in senior clinical and quality experts, and improved clinical management software. These have lifted clinical care capability and reliability across the business. The Company has rapidly improved our data analytics and is using data for continuous improvement. Your Board supported a continuous improvement mindset and recognises it is fundamental to sustaining our leading position in the sector.

To strengthen our workforce management, the Company has invested in talent acquisition, work health and safety, and in learning and development. Employee engagement has improved and our incidents, lost time injuries and WorkCover claims have all reduced significantly.

From a business perspective, the Company has focused on delivery of care and services as the pathway to improved occupancy, cash flow and returns. At the same time, we have pulled back on major capital expenditure in the development of new residential homes until the

policy and funding reform program provided more certainty of adequate returns. We have divested some passive assets, invested in land acquisitions and substantially paid down debt. We have targeted our investments on new systems to improve capability and efficiency across clinical and personal care, finance, risk and our people. The Company has upgraded to enterprise grade (high speed) Wi-Fi to the bedside of every resident across the country, giving residents access to the digital world and our workforce real time access to contemporary and integrated systems and information.

The outcome of our business discipline and strategic investment is that Regis is in its best operational and financial shape in many years, with the highest ever number of residents living in a Regis residential aged care home, improved business sustainability and reduced risk.

Regarding the aged care sector more generally, the last 12 months have seen positive developments emerge from the Government's reform agenda. A key foundation has been a shared recognition of the correlation between adequate funding, contemporary regulatory settings and a supported workforce, driving better care and service outcomes for consumers.

There is still more work to be done to stabilise and support the sector into the future, but meaningful progress is being made

While Linda will speak to the detail, I would highlight improved wages for aged care workers, better funding for care, the creation of an independent pricing authority, and deregulation of bed licenses as key achievements.

There remain important areas to address, including workforce availability and bolstering the financial viability of an essential sector to the Australian community. Your Board was pleased to see the establishment of a time-limited Aged Care Taskforce examining sector financial sustainability and looks forward to the Taskforce's recommendations, due later this year, regarding the short and longer-term funding and financing settings for the sector. Change is required to urgently support the viability of the sector and attract private investment to build and maintain the residential aged care homes needed for the ageing Australian population.

The growing number of older Australians means that additional aged care places will be required, notwithstanding a shift in consumer preference to home care. At current costs of development, \$40-\$50 billion of capital will be required to build and replace more than 100,000 beds in the next decade.

Moving to the FY23 results

Moving to Regis' FY23 results, revenue from services was \$780.6m, up 7.6% on the prior year, underlying EBITDA was \$83.3m, up 6.7% and net profit after tax, before amortisation of operational places, or NPATA, was \$28.5m, a significant turnaround on the prior year. The improved underlying results were driven by an increase in occupied beds and additional Government funding through AN-ACC and resident income.

Average occupancy for FY23 improved to 91.5%, up from 89.8% in the prior corresponding period, with an all-time high of 6,521 occupied beds or 93.7% achieved in June 2023.

Regis increased capex by 10% in FY23 as your Company resumed development spending, including construction of the Camberwell home in Victoria and the purchase of a new development site in Carlingford, New South Wales.

Importantly, net debt reduced by 94% to \$6 million as at end of June, driven by strong operating cash flow generation and releasing capital from non-income producing assets. Since FY18, the Company has repaid \$400m of outstanding debt. With our balance sheet in its strongest position for many years, the Company is planning to take advantage of the current opportunities for sector consolidation by pursuing strategic acquisitions in higher returning core business activities.

Our confidence in the cash generating ability of Regis and the future of the sector led to the Board approving a FY23 final dividend of 7.48 cents, taking the full year dividend to 9.48 cents per ordinary share representing 100% payout of NPATA.

FY23 saw a further improvement in our clinical performance. There was a 20% reduction in reportable serious incidents, a 26% reduction in falls with harm and improved wound management performance with significant reductions in serious wounds. We expect to see

these trends continue, reflecting ongoing training of staff and investments in upgraded clinical and medication management systems and clinical experts.

As part of its election commitments, the Government legislated that from 1 July 2023, every home was required to have a registered nurse on duty 24/7. Regis already had this in place. Additionally, the Government mandated an average of 200 care minutes per resident per day from 1 October 2023. Average care minutes across our portfolio increased from 165.3 minutes in Q1 to 178.8 minutes in Q4. Regis applied a targeted approach to increasing care minutes ahead of the mandate in an environment of sector-wide shortages of care workers and registered nurses and a higher than usual reliance on agency workers and overtime.

In closing, your Board is seeing evidence of improved prospects for the aged care sector, with further key developments expected to support these trends in the year ahead.

Regis is well positioned heading into FY24, with its significantly strengthened balance sheet, a portfolio of quality homes and a very capable executive management team and trained workforce. Our core operational capabilities and systems have been upgraded and we continue to put the care and safety of residents, clients, and their families at the forefront of everything we do.

The recent investments have improved the sustainability of earnings and reduced risk.

Our solid financial position and confidence in our operational capacity supports Regis' active pursuit of acquisitions in the year ahead to broaden our residential aged care footprint.

I want to thank my Board colleagues for their hard work and contribution throughout the year and our Executive team and Regis staff for their dedication and care for customers, families and each other.

Finally, I want to thank you, our shareholders, for your continued support.

I will now hand over to Linda to address the meeting.

Managing Director and CEO AGM Speech 2023

Thank you Graham and good morning everyone.

I would like to begin by acknowledging the Wurundjeri people of the Kulin Nation, traditional custodians of the land on which we meet today, and pay my respects to their Elders past, present and emerging. I extend that respect to any Aboriginal or Torres Strait Islander peoples joining us today.

It's terrific to welcome you to our new offices in Camberwell and we are pleased to be able to offer our shareholders both in person and online opportunities to join us for our AGM.

Today, I will provide you with my reflections on aged care sector reform progress followed by an update on Regis' key strategic priorities and achievements, some comments on the first quarter performance, our capex growth program and outlook.

I mentioned in our annual report that I had anticipated that the sector was close to bottoming out when I joined Regis in late 2019. However, the Royal Commission was extended, the COVID-19 pandemic arrived on our shores in 2020 and the uncertainty in government policy, funding and regulatory settings continued.

Graham has articulated the difficulties of the past five years and noted the Board's improving sentiment given the current environment and planned reforms.

From my perspective, the 2023 calendar year has offered a more stable operating environment, notwithstanding the complex reform program, with COVID-19 responses built into our business as usual processes.

I would like to spend my time with you this morning speaking about sector reforms, as well as our own Company improvements across FY23, in line with our strategic plan.

The aged care sector is in need of reform across workforce, funding, governance, quality and safety, regulation and system design. The Company was pleased to see the Government publish a reform roadmap in January 2023. This has provided much needed transparency around the sequencing and timing of key reforms.

There have been critical reforms implemented in FY23, including some that address known and long-standing inhibitors to sector improvement and viability.

Regis welcomed the establishment of the Independent Health and Aged Care Pricing Authority as the body that will recommend to Government each year a unit price for activity-based funding. Under the AN-ACC model, this unit price is multiplied by a classification weight to fund the assessed care needs of each resident. In its first recommendation on price going into the FY24 year, IHACPA's recommended unit price included catch up indexation, forward looking indexation and funding of the Fair Work determined increases to award wages under the Work Value Case. This is a great improvement on the previous five years where indexation was grossly underfunded at between 0 and 1.6% in any given year.

I have spoken previously about the undervaluing of the aged care workforce and the consequences for workers and providers. The Company was very pleased to see the Fair Work interim determination regarding wage increases and the Government's commitment to fund the increases. Regis has passed on all of the additional funding to the members of our workforce included in the Fair Work decision. We look forward to the next decisions on work value in aged care, which we expect will finalise the work value of those workers included in the interim decision and address the work value of worker types not included to date. A properly paid and valued workforce is critical to attracting and retaining a skilled workforce, and competing with like sectors.

From October 2022, Government funded the uplift in care minutes that became mandated on 1 October 2023. This provided the sector with time to increase the workforce in a very tight labour market. It also provided some relief to operators' finances due to the temporary timing difference.

Star ratings were introduced in FY23 with the intention of providing consumers more transparent information about the performance of different providers. Surprisingly and unfortunately, performance against the yet to be introduced care minutes mandate was included, which provided a distorted view of performance for some providers with different workforce models, such as Regis. I will come to this again shortly.

Finally, Government announced a time-limited Aged Care Taskforce chaired by the Minister for Aged Care to make recommendations on the funding arrangements required for a viable sector. It is the hope of all stakeholders that this process will deliver robust and practical recommendations that support the provision of high-quality aged care services well into the future.

Separately, the sector came together to form the Aged and Community Care Providers Association, or ACCPA, operational from 1 July 2022. ACCPA brought together providers from a range of now disbanded peak and advocacy bodies and has already been key to constructive discussions on sector reform. I am a Director of ACCPA, filling one of two positions reserved for large, multi-state providers.

FY23 Key Accomplishments

Turning now to our key accomplishments across the 2023 financial year.

The Company's strategic priorities are built on three fundamental principles, being: a culture of care, having positive people and practice, and enhancing our future.

Over the last year, significant work has been done on stabilising and enhancing the business, harnessing efficiencies, and investing in technology to improve the operating and financial performance.

Some key accomplishments during the 2023 financial year include:

- Uplifting clinical systems including implementation of a new electronic medication management system and upgrading our clinical management system
- Finalising our workforce model such that we have the right people providing the right care and services at the right time, in a way that also meets the care minutes mandate
- Expanding our talent acquisition capability particularly in relation to attracting registered nurses and carers
- Commencing construction of the Greenfield residential aged care development in Camberwell, Victoria
- Acquiring vacant land at Carlingford, NSW for development of a new residential aged care home

- Receiving net proceeds of \$60 million through the rationalisation of non-income producing assets including the sale of the Hollywood Retirement Village and vacant land in Western Australia
- A safer work environment for our teams, with reductions in incidents, lost time injuries and WorkCover claims. Using the Safe Work Australia method, Regis' lost time injury frequency rate of 6 is industry leading against a sector average of 24.
- The strategic technology investments are readily scalable and will support our growth targets.

As Graham mentioned, our relentless focus on care and experience resulted in improvements across a range of key clinical indicators. Better care and experience provided the platform to improve our occupancy and financial outcomes.

Financial results for the year improved, with revenue from services up 7.6% to \$780.6m and underlying EBITDA up 6.6% to \$83.3m. The Company reported a net loss after tax due to amortisation of bed licences. Importantly, net debt reduced by 94.2% to \$6m driven by strong operating cash flow, positive RAD inflows and releasing of capital from the sale of land and property. Regis now has a stronger balance sheet and debt capacity to support the pursuit of material strategic acquisitions.

Moving to Q1 FY24 performance

I would like to turn to the first quarter of the current year and provide some updates on key metrics.

Firstly, average occupancy improved from 92.5% in Q4 FY23 to 93.5% in Q1 FY24. Spot occupancy on 20 October 2023 was 93.8%. While the occupancy percentage is always of interest, the more important metric is the number of residents in our care, which is at all-time highs for Regis. Average occupancy continues to be well above the sector average and our low point during COVID-19 of 87%. Higher occupancy reflects a number of management initiatives including care and experience improvements, workforce capability uplifts, and improved sales and marketing efforts.

Aged care Government revenue, per occupied bed day, which mainly comprises AN-ACC funding, has steadily improved since the introduction of the new funding model on 1 October

2022, increasing from \$227.70 in Q2 FY23 to \$279.60 in Q1 FY24. This improvement reflects the Independent Health and Aged Care Pricing Authority's work to recommend a higher unit price as well as reassessment of resident care needs.

The average care minutes per resident per day increased to an average of 187 minutes in Q1 FY24, up from 179 minutes in Q4 FY23. By way of update post the 1 October commencement date for the care minutes mandate, the Company has largely completed our organisational redesign and recruitment of additional workers, and now exceeds 200 minutes of direct care time on average. This is a significant achievement in a constrained labour market. The Company continues to reduce agency and overtime usage but needs to balance this with the care minutes mandate.

FY24 Key Strategic Priorities

I will now provide some updates on our strategic priorities for the current year.

Starting with the Regis Culture of Care and delivering safe, effective and integrated care for residents and clients. We continue to strengthen our clinical governance program and our market-leading additional services offering together with participating in a number of research projects with leading Universities and partners to pilot innovative new technologies. These important structures and platforms underpin the high-quality care and service experience for our residents and clients.

In terms of our People, we are rolling-out a new people management system to improve the employee experience, increase efficiencies, and ensure accuracy and reporting compliance. We are concluding our body of work around potential historical underpayments and remain on track for remediation to commence in this half.

Regis has introduced a refined workforce model, centred around continuity of carer and known relationships, which we expect to further improve care outcomes, resident satisfaction and employee engagement, whilst reducing overtime and agency costs. The new model also supports the care minutes mandate.

In terms of Ensuring our Future, we are making significant investments this year in the ongoing refurbishment of our existing portfolio and progressing our pipeline of Greenfield developments.

The Company intends to rationalise other non-income producing assets to realise further proceeds to be invested into higher returning core business opportunities, such as strategic acquisitions to increase our residential aged care footprint. We intend to keep a disciplined approach and are seeking high-quality portfolios that will be earnings accretive.

As we are approaching the end of the current strategic plan period, the Company will be preparing our next three-year plan over the course of this year.

Moving to our growth program in the context of a shortfall of quality beds

In coming years, Australia will move to an undersupply of both quality and total residential aged care beds due to the inability and/or unwillingness of the sector to invest when most providers have been loss-making and returns on investment remain uncertain. This lack of growth activity comes at a time when we expect large numbers of Baby Boomers to reach an age of increased usage of aged care services. The undersupply of beds will put upward pressure on occupancy and create additional demand for quality new beds.

Regis wants to continue to build contemporary, fit for purpose and desirable aged care homes for older Australians, with high care and service standards.

In FY23, the Company decided to recommence our building program with a greenfield development in Camberwell, Victoria.

The Camberwell development will see a high-quality residential aged care home constructed with 112-beds across a 4-level residence. This is an investment of ~\$40m excluding land, with 110 rooms being single ensuite and one double room with ensuite.

The development is progressing as planned and remains on track to open to new residents in the second half of FY25.

In terms of our other pipeline development projects, we continue to advance our plans and are ready to accelerate our program of works as building costs stabilise and pending the final recommendations of the Aged Care Taskforce, due at the end of this calendar year.

In January 2023, the Company acquired a parcel of land in Carlingford, NSW. This site has been earmarked for a 110-bed residential aged care home, with development approval in place.

We have two further development projects in Toowong, Queensland and Belrose, New South Wales.

Moving to outlook

Regis has commenced the 2024 financial year with key performance metrics trending favourably including occupancy and aged care Government revenue.

The Board and Executive team are focused on continuously improving the quality of care and services to our residents and clients, attracting and retaining the right people, investing in more efficient systems and processes, upgrading the quality of our existing homes and investing in growth. Regis' strong balance sheet, combined with low net debt, additional non-income producing assets to divest, and a substantial debt facility, supports growth through Greenfield development and active pursuit of material strategic acquisitions.

I'd like to sincerely thank the leadership team and all of our employees for their continued hard work, commitment and care that they provide to our residents and clients day-in and day-out.

I will now hand back to Graham to complete the formal part of the meeting.

Annual General Meeting 2023



Important Information and Disclaimer

This Presentation contains summary information about the current activities of Regis Healthcare Limited and its controlled entities (**Regis Healthcare or the Group**). It should be read in conjunction with the Group's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange (ASX), including the full-year Consolidated Financial Report and associated Media Release released today, which are available at www.asx.com.au.

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Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

All dollar values are in Australian dollars (A\$) unless otherwise stated.

Non-IFRS Financial Information

This presentation uses Non-IFRS financial information including capital expenditure, reported EBITDA, underlying EBITDA, NPATA, operating cash flow and net debt. These terms are Non-IFRS measures used by the Group, the investment community and Regis Healthcare's Australian peers with similar business portfolios. Regis Healthcare uses these measures for its internal management reporting as it better reflects what Regis Healthcare considers to be the underlying performance of the Group.

Welcome and Introduction



Graham Hodges
**Chairman and Independent
Non-Executive Director**



Dr Linda Mellors
**Managing Director and
Chief Executive Officer**



Ian Roberts
Non-Executive Director



Bryan Dorman
Non-Executive Director



Professor Christine Bennett AO
**Independent
Non-Executive Director**



Sally Freeman
**Independent
Non-Executive Director**

Agenda

1. Chairman's Address

2. CEO's Address

3. Formal Business

4. Closing



Chairman's Address

Graham Hodges



Regis is a Leading Residential Aged Care Provider

Key statistics



30+ years in the aged care industry



6,960 available operational places



63 aged care homes (100% freehold)
with significant real estate value



92% single rooms as a percentage of total rooms

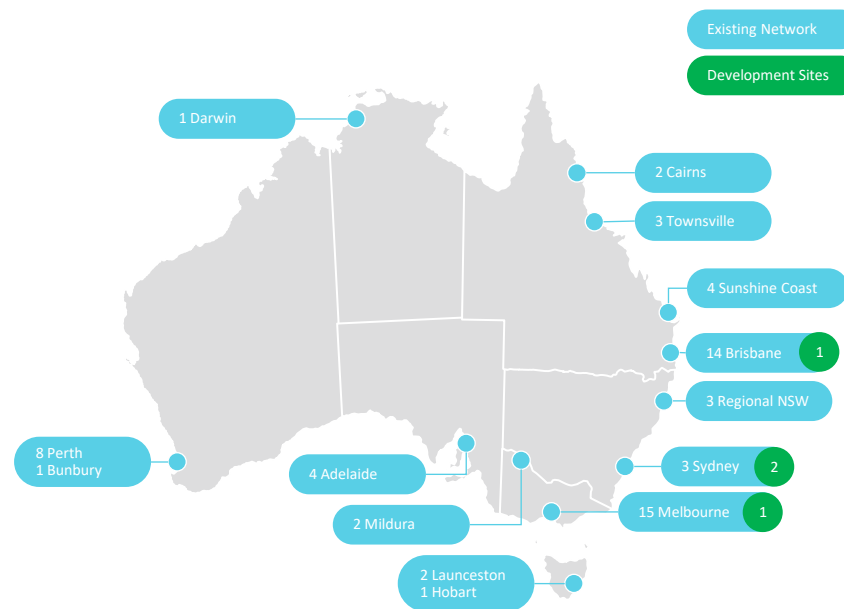


>9,000 employees



>\$1m average house price of catchment area
across portfolio

One of the largest and most geographically diverse aged care portfolios



A Challenging Period, with Evidence of Improving Prospects

Challenging Prior Years

- ▶ Government tightening of sector funding over many years
- ▶ Royal Commission
- ▶ COVID-19 pandemic
- ▶ Workforce shortages
- ▶ Widespread sector financial losses
- ▶ Sector capital strike due to inadequate returns

Business Discipline & Strategic Investment

Care & Quality

- ▶ Invested in senior clinical and quality experts
- ▶ Improved clinical management software
- ▶ Delivery of care and services to residents

Workforce

- ▶ Investment in talent acquisition, health & safety, learning & development

Business

- ▶ Improved data analytics capability
- ▶ Divested non-income producing assets and paid down debt

Technology

- ▶ Investment in scalable hardware and software across business, clinical care, finance, risk and people systems
- ▶ Rollout enterprise grade WiFi

Improving Prospects

- ▶ Highest ever number of residents living in a Regis home
- ▶ Regis staff have access to industry leading systems and information
- ▶ Regis incidents, lost time injuries and WorkCover claims have reduced significantly
- ▶ Eligible aged care workforce received material pay increase
- ▶ Government reform and improved funding through AN-ACC
- ▶ Aged Care Taskforce assessing short and longer-term sector funding

FY23 Recap

Financial Overview

- ▶ Revenue from services of \$780.6 million, up 7.6% on pcip
- ▶ Underlying EBITDA¹ of \$83.3 million, up 6.7% on pcip
- ▶ NPATA² of \$28.5 million, up 631% on pcip
- ▶ Net debt of \$6.0 million, down 94.2% on pcip
- ▶ Final dividend of 7.48 cents per ordinary share (50% franked)
 - Total dividends pay-out represents 100% of NPATA

Operational Highlights

- ▶ Average occupancy of 91.5% (H2 FY23: 92.0%) significantly up on 89.8% in prior year
- ▶ Achieved all-time high of 6,521 occupied beds or 93.7% in June 2023
- ▶ Received net proceeds of \$60 million from sale of non-income producing assets

Revenue from Services	Average Occupancy
\$780.6 million ▲	91.5% ▲
Underlying EBITDA ¹	Overall Star Rating (Q3 FY23)
\$83.3 million ▲	3.14 ▲
NPATA ²	Care Minutes (Q4 FY23) ³
\$28.5 million ▲	178.8 ▲
Net Operating Cash Flow	Net Debt
\$105.2 million ▼	\$6.0 million ▼
Net RAD Receipts	Final Dividend
\$43.6 million ▼	7.48 cents ▲

¹Underlying EBITDA refers to earnings before interest, tax, depreciation and amortisation, excluding imputed income on RADs and Bonds, COVID-19 outbreak expenses and other one-off items, and including operating lease expense

²NPATA refers to net profit after income tax before amortisation of operational places and excluding COVID-19 outbreak costs

³As submitted to DHAC - 4 August 2023

CEO's Address

Dr Linda Mellors



Industry Reform and Sector Changes

IHACPA

- ▶ Independent Hospital and Aged Care Pricing Authority (IHACPA) to determine cost of care under AN-ACC funding model

Aged Care Worker Pay Rise

- ▶ Fair Work Commission - Work Value Case increased modern award wage rates by 15% to eligible aged care workforce from 30 June 2023
- ▶ Fair Work Commission - Annual Wage Review announced increase to minimum award wages of 5.75% from 1 July 2023

Care Minutes

- ▶ Mandated care minutes requirement commenced 1 October 2023
- ▶ Requiring on average 200 care minutes including 40 minutes from a registered nurse

Star Ratings

- ▶ Star ratings introduced 1 December 2022
- ▶ Each home is assigned an overall star rating evaluating four sub-categories: resident experience, compliance, staffing and quality measures

Aged Care Taskforce

- ▶ Government formed to make recommendations on future funding arrangements
- ▶ Final recommendations expected December 2023

ACCPA

- ▶ Industry peak body Aged and Community Care Providers Association (ACCPA) commenced operations 1 July 2022

FY23 Key Accomplishments

Culture of Care

Delivery of safe, effective and integrated care for residents and clients

- ✓ New electronic medication management system
- ✓ Upgrade of AutumnCare clinical management system
- ✓ Expansion of Consumer Advisory Committees

Positive People and Practice

Attracting, developing, empowering and retaining the best talent

- ✓ Finalising target operating model
- ✓ Expansion of talent acquisition capability
- ✓ New business resilience framework implemented

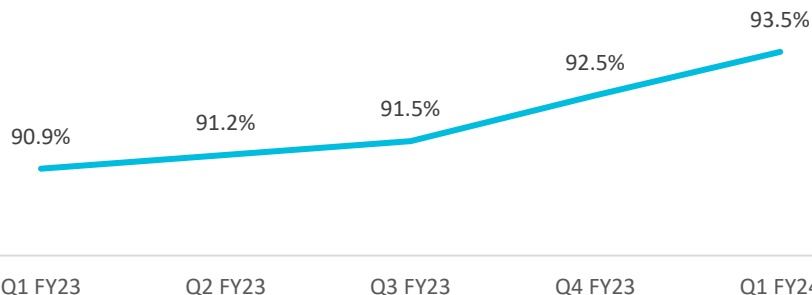
Ensuring our Future

Growth and development supported by operational excellence and digital enablers

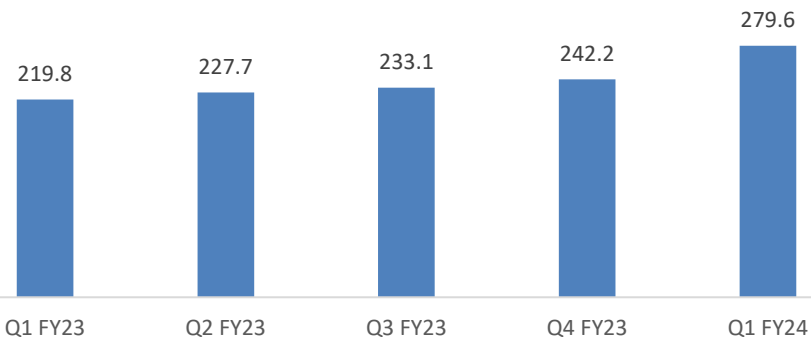
- ✓ Commenced construction of Regis Camberwell
- ✓ Upgraded Wi-Fi at all Regis homes
- ✓ New systems and processes to support AN-ACC funding model
- ✓ Rationalisation of non-income producing assets

Q1 FY24 Update

Average quarterly occupancy (%)



Aged care Government revenue per occupied bed day (\$)



► Average occupancy for Q1 FY24 was 93.5%

- Spot occupancy at 20 October 2023 was 93.8%

► Average Government revenue per occupied bed day for Q1 FY24 was \$279.60 up 23% from Q2 FY23 when AN-ACC was introduced, reflecting

- Resident reassessments
- Increased AN-ACC from 1 July 2023; Government intention to cover work wage increases and indexation
- Hotelling supplement of \$10.80 per resident per day introduced 1 July 2023

FY24 Key Strategic Priorities

Culture of Care

- ▶ Continued investment in integrated and person-centred care to residents and clients
- ▶ Improve resident services including dining, lifestyle and use of technology
- ▶ Implement improved clinical governance and consumer engagement frameworks
- ▶ Preparation to meet enhanced Aged Care Quality Standards

Positive People & Practice

- ▶ Improve labour productivity and reduce agency costs while continuing to provide high quality care and maintain regulatory compliance
- ▶ Rollout new people management system
- ▶ Strengthen continuity of care model

Ensuring Our Future

- ▶ On-going refurbishment of Regis' property portfolio
- ▶ Investment in greenfield developments
- ▶ Pursue material strategic acquisitions
- ▶ Improve business intelligence capability and cyber security posture
- ▶ Continue rationalisation of non-income producing assets

Camberwell Greenfield Development

Camberwell, VIC - in development

- ▶ 112 beds
- ▶ 4-level residence
- ▶ Land area ~4,300 sqm
- ▶ ~\$40 million investment estimate (excluding land)
- ▶ Various room types: standard and large single ensuite rooms
- ▶ Development commenced September 2022 and remains on track to open H2 FY25



Artist's impression of Regis Camberwell, VIC



Development progress

Future Greenfield Developments

Belrose, NSW

- ▶ Northern beaches of Sydney with ocean views
- ▶ 99 beds
- ▶ 3-level residence
- ▶ Land area ~21,451 sqm
- ▶ Various room types: standard and deluxe single ensuite rooms
- ▶ Development approval in place
- ▶ To be tendered FY24



Artist's impression of Regis Belrose, NSW

Carlingford, NSW

- ▶ West Sydney designed with large outdoor landscaped areas and communal activity spaces
- ▶ 99 beds
- ▶ 3-level residence
- ▶ Land area ~7,065 sqm
- ▶ Various room types: standard and deluxe single ensuite rooms
- ▶ Development approval in place
- ▶ To be tendered FY24



Artist's impression of Regis Carlingford, NSW

Toowong, QLD

- ▶ Inner-west riverside suburb in Brisbane
- ▶ 123 beds
- ▶ 5-level residence
- ▶ Land area ~5,248 sqm
- ▶ Various room types: standard single ensuite rooms and large suites
- ▶ Development approval in place
- ▶ Tendered FY23



Artist's impression of Regis Toowong, QLD

Primed for Growth

- ▶ Regis has commenced FY24 with key performance metrics trending favourably including occupancy and aged care government revenue
- ▶ Regis remains focussed on releasing capital from non-income producing assets to reinvest into higher returning core business opportunities
- ▶ A strong balance sheet, combined with low net debt and a substantial debt facility, supports Regis' active pursuit of material strategic acquisitions to broaden its residential aged care footprint



Formal Business

Graham Hodges





Item 1 Annual Financial Report



Item 2

Re-election of Director

Graham Hodges

Proxy Position: Item 2

Re-election of Graham Hodges as Director

Proxy position	In Favour	Undirected proxies* Open	Against	Total Valid Available Votes	As a % of Issued Capital	Abstain
• Votes	160,820,061	130,925	1,968,489	162,919,475	54.12%	71,694
• Holders	70	20	19			5
• Percentage	98.71%	0.08%	1.21%			

*Undirected proxies for Chairman of the meeting to vote (Chairman will vote “in favour”)



Item 3 Non-Executive Directors' Fee Pool

Proxy Position: Item 3

Non-Executive Directors' Fee Pool

Proxy position	In Favour	Undirected proxies* Open	Against	Total Valid Available Votes	As a % of Issued Capital	Abstain
• Votes	52,370,923	130,925	28,355,392	80,857,240	26.86%	30,950
• Holders	41	20	45			5
• Percentage	64.77%	0.16%	35.07%			

*Undirected proxies for Chairman of the meeting to vote (Chairman will vote "in favour")



Item 4 Adoption of the Remuneration Report

Proxy Position: Item 4

Adoption of the Remuneration Report

Proxy position	In Favour	Undirected proxies* Open	Against	Total Valid Available Votes	As a % of Issued Capital	Abstain
• Votes	80,307,565	130,925	219,465	80,657,955	26.79%	17,000
• Holders	49	20	35			2
• Percentage	99.57%	0.16%	0.27%			

*Undirected proxies for Chairman of the meeting to vote (Chairman will vote “in favour”)



Item 5

Approval of
FY2024 LTI
Grant of
Performance
Rights to
MD/CEO

Proxy Position: Item 5

Approval of FY2024 LTI Grant of Performance Rights to MD/CEO

Proxy position	In Favour	Undirected proxies* Open	Against	Total Valid Available Votes	As a % of Issued Capital	Abstain
• Votes	80,353,254	126,925	260,276	80,740,455	26.82%	82,037,479
• Holders	39	20	46			5
• Percentage	99.52%	0.16%	0.32%			

*Undirected proxies for Chairman of the meeting to vote (Chairman will vote “in favour”)

Meeting Concludes

The detailed results
of the polls will be
announced on the
Company's website
and ASX
announcement
platform later today.



Annual General Meeting 2023

