

# Eureka Group Holdings Limited

2017 Annual General Meeting

23 November 2017



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## 1.0 2017 Highlights



- Revenue up to \$26.5m from \$24.1m the previous year
- EBITDA of \$9.5m compared to \$12.5m the previous year
- Total Assets grew to \$128m from \$111m
- Occupancy up to 89.6% by financial year end
- Four additional villages acquired during the year
- Progress on resolution of Supported Residential Facilities properties



## 2.0 Significant Events Post 30 June 2017



### Occupancy

- Occupancy continuing to rise to 90.5%

### Terranora DA

- DA for Terranora approved by Tweed Shire Council. Eureka is now moving to satisfy the conditions

### Supported Residential Facilities

- Evaluation of options completed
- Decision to sell Amber Lodge
- Watching brief on remaining 2 Supported Residential Facilities assets



## 3.0 Priorities for 2018



### 1. Capital Recycling

- Identified between \$20m and \$30m of potential assets with majority of recycling over the next 12 months
- Expected to provide \$32m for acquisition
- Additional \$4m in run rate EBITDA when deployed

### 2. Revenue Management

- Target 92% Occupancy
- Occupancy and rent are related

### 3. Cost Management Initiatives

- Solar energy
- External resourcing
- Procurement



## 4.0 Summary of Guidance for FY2018

- Guidance for the year is for an EBITDA in the range of \$9.5m to \$11.5m
- This includes an EBITDA contribution from apartment sales at Terranora of between \$2m to \$3m
- This outlook excludes any profit contribution from new acquisitions
- It also excludes any asset revaluations



## 5.0 Eureka Outlook



- Objective that all assets are invested and working hard in our core business
- Improved levels of profitability
- Positive cash flow to fund growth

