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NZX & ASX RELEASE
4 May 2026

SUMMERSET GROUP HOLDINGS INVESTOR DAY PRESENTATION

Summerset Group Holdings has released its Investor Day presentation to the NZX. The Investor Day was held at its first Australian village, Cranbourne North, on Friday 1 May to enable investors to view Summerset's first main building in Australia, see Cranbourne North's progress, and review progress on the Chirnside Park and Oakleigh South sites.

The Investor Day presentation is attached.

As part of the presentation to investors, Summerset management provided a performance update on what the company is seeing following the conflict in the Middle East beginning at the end of February.

Summerset CEO Scott Scoullar reported that its overall sales contracting levels remain consistent since before the Middle East crisis began.

"The mix between new sales and resales has shifted slightly in favour of new sales, with weekly average new sales up one unit and weekly resales down one unit.

"This shift in part reflects our current mix of stock with new unit deliveries being weighted to Q1 with the opening of our Cranbourne North, Waikanae and Whangarei villages' main buildings. Of our 750-850 build rate guidance (across New Zealand and Australia), we've delivered approximately 420 units this year already.

"Uncontracted resale stock has continued to track down since December 2025 and is now at 2.4% of the portfolio."

The presentation also addressed the cost inflation impacts the company is seeing following the escalation in fuel prices.

"Our construction activity is well-protected through procurement and contracting in place for most of this year's work programme, though we have seen some minor cost escalation across recent tenders for future works," said Mr Scoullar.

"Recent construction tendering has shown price escalations of about 1.3% equating to around \$1.9 million across the tenders. Civils and earthworks are the areas with the most cost inflation at 2.4%.

"We have also seen some operational cost increases which are up about 6%, most notably in food and medical supplies. This equates to an annualised increase of approximately \$1 million, which remains relatively small in the context of our overall cost base.

"At this early stage we're proactively managing our contracts with our suppliers as we see how fuel prices play out."

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Summerset's presentation also referenced the levers the company has in place should economic conditions deteriorate and impact the company's sales in the long-term.

"We have a number of options to protect our balance sheet, but currently we're not seeing any significant change. We're staying flexible and well prepared should things evolve."

ENDS

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ABOUT SUMMERSET

- Summerset is one of the leading operators and developers of retirement villages in New Zealand, with 40 villages completed or in development nationwide
- In addition, Summerset owns seven proposed sites at Belmont (Auckland), Rotorua (Bay of Plenty), Mission Hills (Napier), Masterton (Wairarapa), Otaihanga (Kāpiti Coast), Rolleston (Canterbury), and Mosgiel (Dunedin)
- Summerset also has four villages in development (Cranbourne North, Chirnside Park, Torquay and Oakleigh South) and owns three other proposed sites in Victoria, Australia (Craigieburn, Drysdale and Mernda)
- Summerset provides a range of living options and care services to more than 9,500 residents



For people only



Growing sustainable value over the long term

Summerset Group Holdings Limited

Australian Investor Day
1 May 2026

\$234.2m

Underlying profit

\$13.75

NTA per share

\$9.2b

Total assets

9,500+

Residents

Summerset builds, owns and operates retirement villages and aged care centres across New Zealand and Australia

NZX: SUM | ASX: SNZ

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- This presentation contains certain forward-looking statements with respect to a variety of items. All of these forward-looking statements are based on estimates, projections and assumptions made by Summerset about circumstances and events that have not yet occurred. Although Summerset believes these estimates, projections and assumptions to be reasonable, they are inherently uncertain
- Therefore, reliance should not be placed upon these estimates or forward-looking statements and they should not be regarded as a representation or warranty by Summerset, its directors or officers, or any other person that those forward-looking statements will be achieved or that the assumptions underlying the forward-looking statements will in fact be correct. It is likely that actual results will vary from those contemplated by these forward-looking statements and such variations may be material
- Furthermore, while all reasonable care has been taken in compiling this presentation, Summerset accepts no responsibility for any errors or omissions
- This presentation does not constitute investment advice. For further information please go to www.summerset.co.nz/investor-centre/

Agenda

Time	Details	Speaker	Locations
8:30am	<i>Bus tour departing from Summerset, 412 St Kilda Road for Cranbourne North</i>		
9:15am	Cranbourne North village and main building tour		
10:30am	CEO address	Scott Scoullar Chief Executive Officer	Cranbourne North
10:50am	Australia business update	Stewart Scott Chief Operating Officer – Australia	Cranbourne North
11:20am	Australia sales update	Riet Bersma-Rees Head of Sales – Australia	Cranbourne North
12:00pm	Depart Cranbourne North for Chirnside Park (Lunch box provided for bus trip)		
12:40pm	Chirnside Park viewing and site update		Chirnside Park
1:00pm	Depart Chirnside Park for Oakleigh South		
1:40pm	Oakleigh South site viewing and site update		Oakleigh South
2:00pm	<i>Drop off will be back at 412 St Kilda Road</i>		

Our speakers today

Presentations from key members of our leadership team



Scott Scoullar

Chief Executive Officer



Stewart Scott

Chief Operating Officer
Australia



Riet Bersma-Rees

Head of Sales
Australia

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01 CEO welcome

Scott Scoullar



Most trusted and considered brand

Summerset has a strong and trusted brand across a range of proof points

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Thank you to all the wonderful nurses at the rest home. I truly appreciate your kindness, patience, and the way you support and care for my mother. Your compassion means so much to me and my family, and I'm very grateful for everything you do.

Your name and location (optional)
Parvaneh

Thank you everyone
Have an amazing day

Your name and location (optional)
Monita

I would like to thank all staff at Summersett Cranbourne North, for your helpfulness, smiles and willing to listen. Also, Chris for all the activities she has run and listening to our requests. This is a fantastic village and I enjoy using all the amenities that you offer.

Your name and location (optional)
Liz Spencer-White Cranbourne North Victoria

Summerset on the Hill
There is no way I could let Tarsh and the team at Summerset on the Hill know how grateful I am for all the support and help they have given me before and after Mike. They are truly angels without wings, every one of them xx

Your name and location (optional)
Shona

One of the standouts for me over my last year at Summerset St Johns has been the wonderful staff. Always friendly, willing to help, have a laugh and generally be a warm presence in the village, each and every staff member I have contact with on a daily basis enhances our village life. The whole experience of living here is enhanced by the way their jobs are carried out.

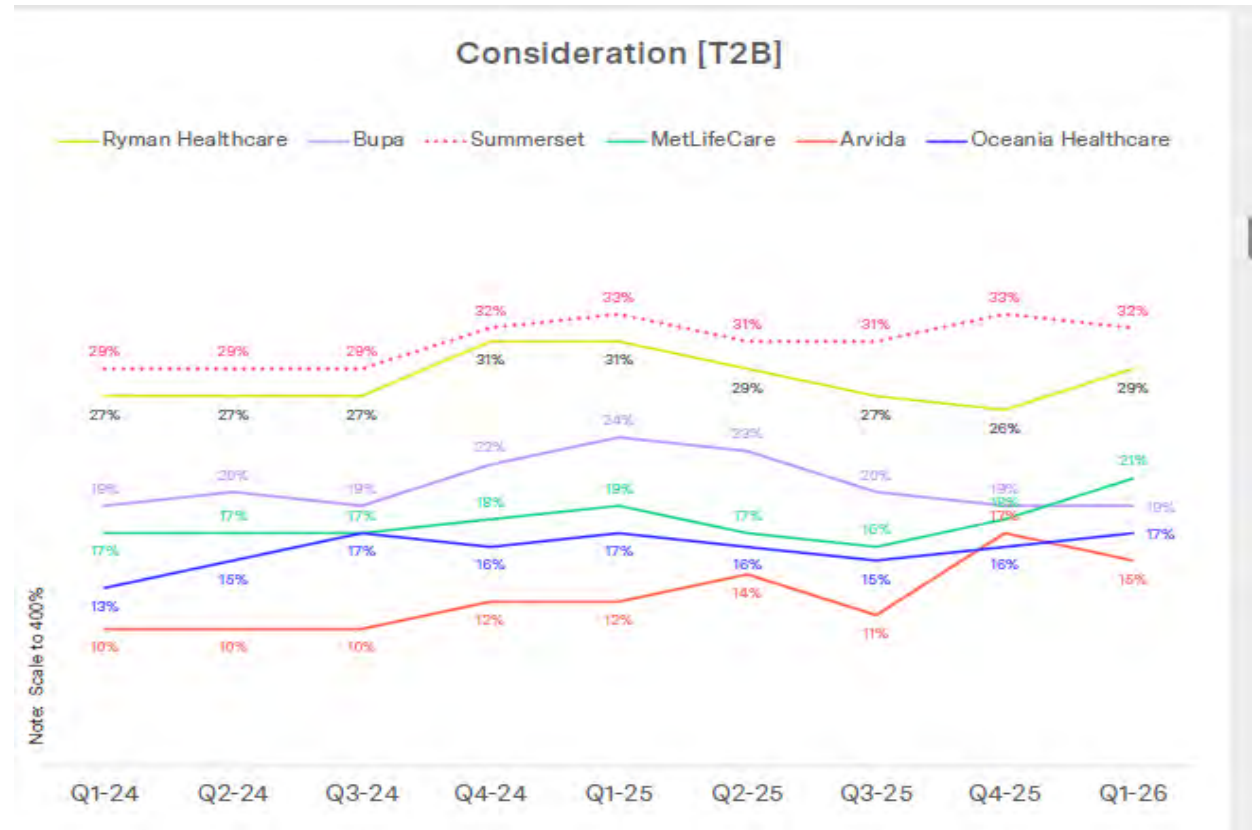
Your name and location (optional)
Summerset St Johns

Thank you Hamilton Team
Down the lane for your hard work and support. I truly appreciate everyone effort, kindness and teamwork.

Your name and location (optional)
Lavender(Hamilton)

Management and staff of summerset Cavendish
I have 5 sisters along with our respective families that come to visit our mum who started in a serviced apartment and from there was under the care of care and now to hospi

+ Post



CEO update

Positive early FY26 trading provides a solid platform for the year

Performance update

- Q1 2026 new sales **up 34%**, resales **up 19%** vs Q1 2025
- March: 3rd **highest enquiry month** ever; Q1 the **largest quarter** on record
- YTD **tracking well**; some **NZ sales softening in late April** (holidays, geopolitical uncertainty)
- **Regional divergence** emerging – Auckland softer, rest of NZ on track
- Sales mix **skewing to care-based** over independent units
- Pipeline: ~**425 units contracted** (broadly in line with FY25); **some settlements shifting Q2 to Q3** as macro outlook changes

CEO update

Proactively managing headwinds as sentiment turns more cautious

External volatility & outlook

- Actively managing **fuel-cost exposure** and **shifting economic outlook**
- Proven **leadership through prior downturns**; sales **historically resilient**
- FY26 capex **largely locked in**; some general operating **cost inflation** flowing through
- Growth targets **adjustable if needed** – **long-term business health** prioritised over short-term targets
- **No major decisions yet**; significant mitigations available if conditions deteriorate
- Retain expectation of operating at **lower end of \$2.0b–\$2.5b target debt band** through FY26 and FY27

Response to a further deterioration in economic outlook

Summerset retains significant flexibility within its business plan should the economy slow in FY26

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<p>Defer new sites</p> <h2>Land acquisitions</h2> <ul style="list-style-type: none"> Pause land purchases 	<p>Defer new sites</p> <h2>Queensland expansion</h2> <ul style="list-style-type: none"> Delay entry until later date 	<p>Dispose of land</p> <h2>Surplus land</h2> <ul style="list-style-type: none"> Sales of surplus land and adjoining residential sites 	<p>Slow build rate</p> <h2>Deliveries</h2> <ul style="list-style-type: none"> Reduce capex spend and deliveries
<p>Price flexibility</p> <h2>Unit pricing</h2> <ul style="list-style-type: none"> Manage pricing to support sales momentum, if needed 	<p>Review underway</p> <h2>Cost discipline</h2> <ul style="list-style-type: none"> Full review of cost base 	<p>Review underway</p> <h2>Revenue review</h2> <ul style="list-style-type: none"> Strategic review of deferred management fees and weekly fees 	<p>Review underway</p> <h2>Dividend review</h2> <ul style="list-style-type: none"> Strategic review announced as part of FY25 results announcement

CEO update

Balance sheet discipline drives decisions; business well positioned

Why we are resilient

- Proven **framework and business model** for sustainable long-term growth
- Focused on **long-term strength** with flex to absorb short-term volatility
- Operating **cash generation growing** as villages mature and occupancy lifts
- Regional **diversification** and broad-acre build programme enables **agile market response**
- Long-dated debt, **significant headroom**, and **strong banking relationships** ensure funding certainty
- Sector leading **brand strength embedded** in market

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02 Australian business update

Stewart Scott

Australia business update

Stewart Scott | Chief Operating Officer - Australia

Leads Summerset's activities in Australia

Joined Summerset in 2020

30 years experience across development and operations

20 years dedicated to the Australian retirement and aged care sector

Previously held senior executive positions in continuum of care settings across development, operations and sales space



Stewart Scott

Chief Operating Officer - Australia

Key takeaways from today

Summerset is a compounding asset business – one that turns structural demographic tailwinds into perpetual, and sustainable growth across New Zealand and Australia

Summerset in Australia

- A business model based on the **sale of occupation rights** with villages designed around a **continuum of care**
- Recap on **growth path** and **demographic** trends

Understand design and construction philosophy

- Villages **designed** to their **local environment**
- **Collaboration** with NZ team and **shared ideas**
- Moving to **self performance model** for delivery

Local leadership team

- Introduction to **key team members** responsible for Summerset's expansion into Australia

Long term vision for Summerset in Australia

- Strategy targets **long term sustainable growth**, able to **confidently work through** any short term economic instability
- Expansion driven by **quality** and **adoption of systems** to enable scale when ready

Tour sites and view progress

- Melbourne **village tour** of Oakleigh South, Chirnside Park and Cranbourne North
- Walk through of **first Australian main building**

Update on sales and village operations

- Sales **progress** and key dates

Australian leadership team

Experienced leadership team delivering the “Best of Life”

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Greg Fifield
Senior Acquisitions
Manager

Mel Parry
Head of Design

Bryce Laricchia
Head of Delivery

Paul Fairbrother
GM Construction

Riet Bersma-Rees
Head of Sales

Jocelyn Small
Regional Clinical and
Quality Manager

Summerset in Australia

Who we are

Summerset builds and owns **integrated retirement villages** in Australia and New Zealand

We focus on **broad acre, easily stageable** village development

Residents generally **enter a Summerset village in their late 70's** meaning villages do not directly compete with lifestyle offerings

Australian business follows a **similar model** to Summerset in New Zealand, a resident purchases an **occupation right** and pays a **deferred management fee (DMF)** - based off ingoing sales price

Generate financial returns from **village development** and the **ongoing operations** of villages once units are delivered

- Ongoing cash flows are earned from weekly fees, care fees, DMF and resale gains (Summerset retaining 100%)
- Villages provide a **continuum of care** – something that is a **clear point of difference** in Australia
- Residents are **attracted to Summerset** because of the **community and social environment**, and certainty of care if they need it

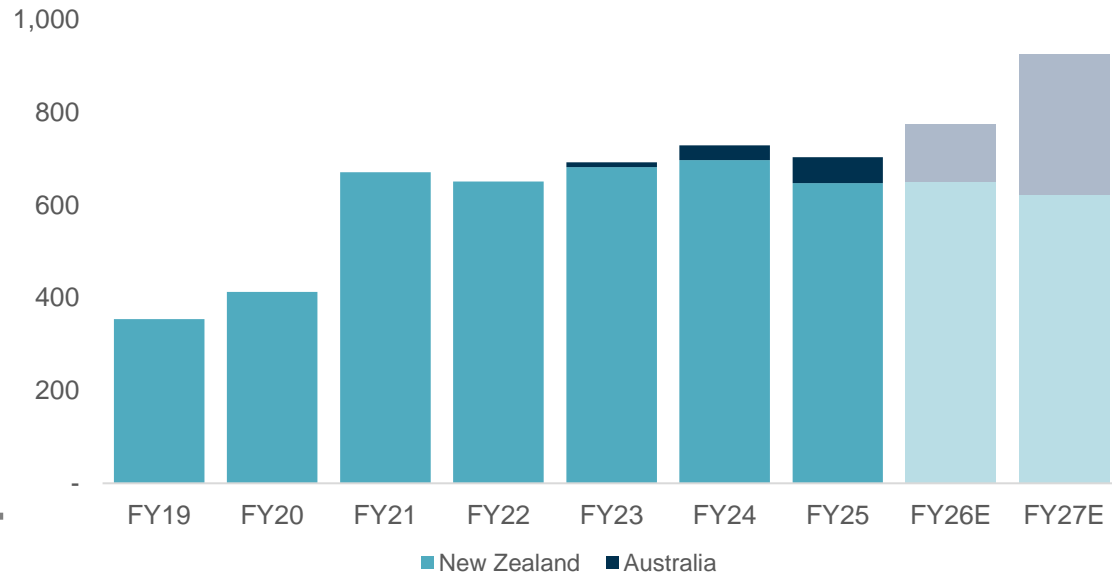


Summerset in Australia

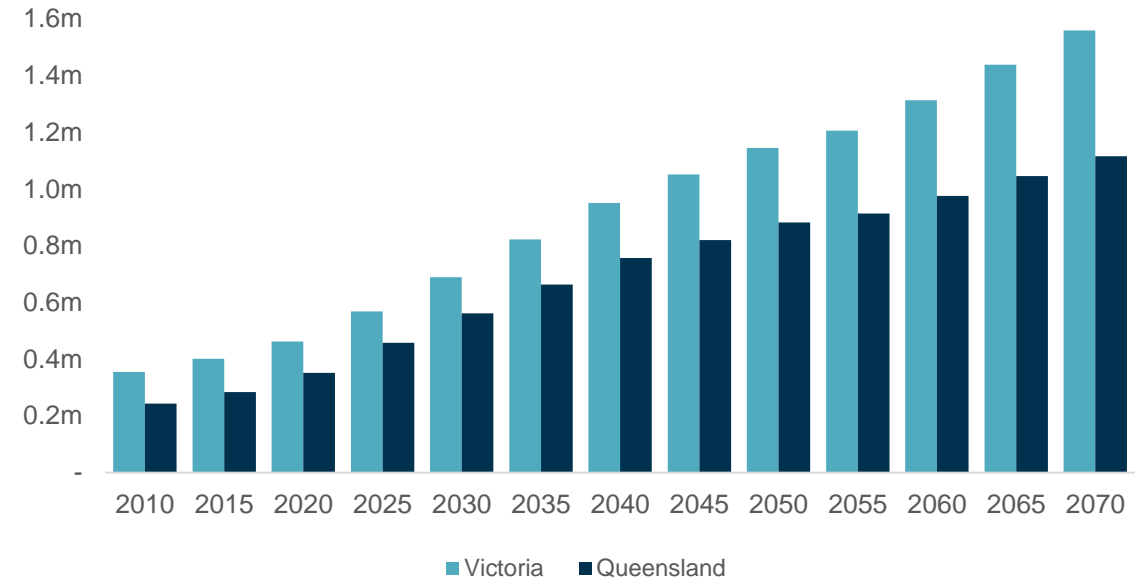
Summerset focuses on the long term, supported by strong demographic tailwinds

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Summerset build rate



Australia 75+ population



Build rate

- New Zealand **build rate stabilising** at approximately 650 per annum under **normal operating conditions**
- Australian build rate to **progressively scale** to 300 per annum in 2027

Demographics

- Victoria 75+ population to **grow over 2.7x by 2070**, Queensland by **2.4x**
- Retirement village penetration rate of **7% in Victoria**, NZ higher at 14%

Our pathway to date

Footprint now across eight sites with four in construction and two villages delivering units

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2018 Australia strategy announced	2019 Acquired Cranbourne North and Torquay	2020 Cranbourne North design completed COVID-19 Pandemic	2021 Construction at Cranbourne North commenced Acquired Chirside Park, Craigieburn and Oakleigh South	2022 Acquired Drysdale and Mernda	2023 First units at Cranbourne North Construction at Chirside Park commenced	2024 Cranbourne North village open Construction at Torquay commenced	2025 First main building at Cranbourne North Deliveries at Chirside Park Construction at Oakleigh South commenced Acquired Mornington	2026 First care residents at Cranbourne North First residents at Chirside Park Self performance in Australia underway
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Growth in footprint

Pipeline to enable a stabilised build rate of 300 units per annum over the medium term

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- Maintaining our **disciplined approach** to land acquisition
- Land **pipeline of over 2,300** units in Victoria
- Focused on **broad acre land** in our core target areas
- Pipeline management focused on **ensuring Summerset can deliver** on its **medium term target** of 300 units per annum, forecast from 2027 onwards as economic conditions allow
- Recent announcement of **6ha site in Mornington**, Victoria
 - Excellent catchment with **median house price of \$1.3m** and population of **more than 11,000 people** aged 75+
 - Permit is **now approved**



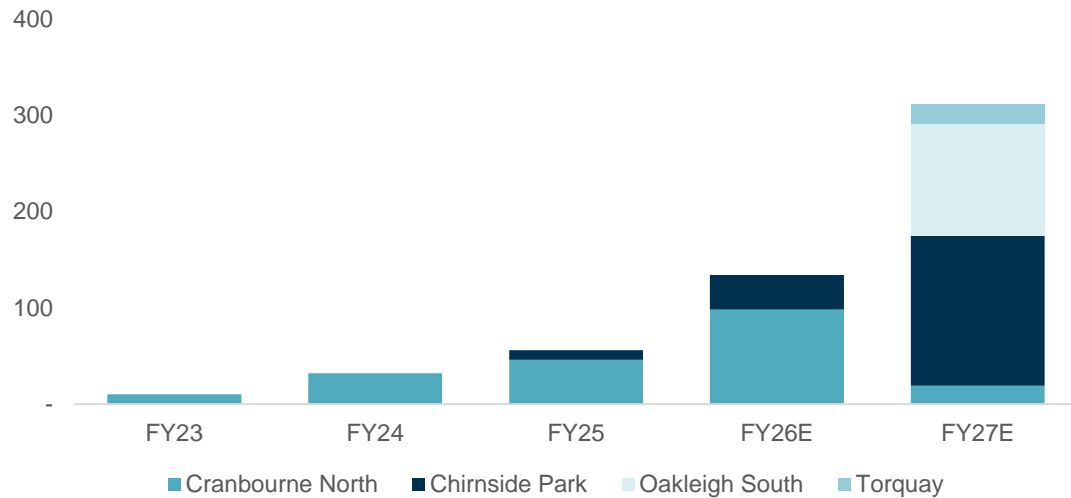
Village	Summerset Australia Pipeline				Total units and beds
	Villas	Apartments	Assisted living apartments	Care beds	
Chirnside Park	185	-	28	80	293
Craigieburn	267	-	34	72	373
Cranbourne North	161	-	33	72	266
Drysdale	277	-	34	72	383
Mernda	260	-	20	72	352
Mornington	156	-	-	33	189
Oakleigh South	50	50	-	66	166
Torquay	215	-	34	72	321
Total Australia	1,571	50	183	506	2,343

Build rate

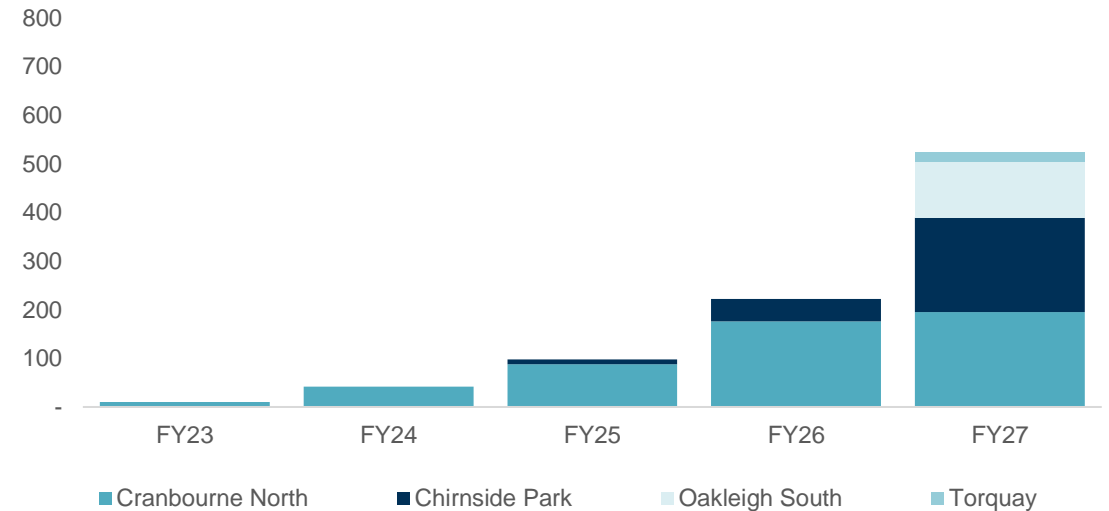
Steady growth in build rate as one village added each year - scale reached by 2027 as portfolio grows to over 500 units

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Australia build rate



Australia portfolio



Build rate

- Australian build rate **lifting from ten units** in FY23 to between **100 and 150 in FY26** across two villages
- Targeting **build rate of 300 in AUS in 2027** but **retain flexibility to adapt to market conditions** as we do in New Zealand

Portfolio

- Australian portfolio to lift **above 500 units by 2027** across four sites
- Delivers the **foundation for Summerset's Australian footprint** within ten years of signalling intention to enter Australian market

Product and Planning

We continue to tailor and improve our product and service offering for the local market

Australian villages **designed to their environment**

Australian based design team **lead product development and master planning**

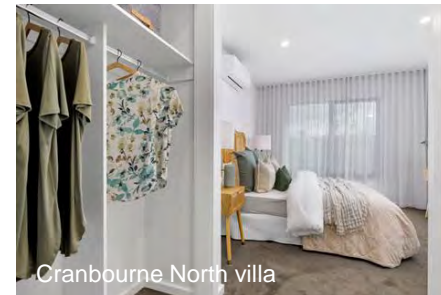
Team **collaborates with NZ design-delivery team** to test and refine products – benefits seen for **both teams**

Cranbourne North village has **provided lessons for the next generation of builds** at Oakleigh South and Chirnside Park

Regular focus groups also provide **opportunity to adopt product design improvements**

Some typologies **now largely standardised across both NZ and Australia** that will provide procurement efficiencies and cost savings

- Feedback on **first main building overwhelmingly positive**, particularly on the amenities



Delivery

Growing scale and maturity providing confidence in construction pathway

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Village open

Cranbourne North

- First Australian village
- ILU stages one to three complete
- Main building delivered
- Care centre now filling
- 266 total units once complete

Units delivered

Chirnside Park

- First ILU deliveries complete
- Selling now
- First residents move in during Q3
- Main building targeting FY27 delivery
- 293 total units once complete

Construction

Oakleigh South

- Basement excavation works complete
- First deliveries expected in FY27
- 166 total units once complete
- Central Melbourne corridor

Construction

Torquay

- Coastal destination village
- Infrastructure and enabling works now complete
- Subject to economic conditions, delivery of first villas targeting FY27

\$550m+

Forecast NTA to be added on completion and first sell down

300 units per year

Target annual build rate in Australia in FY27

| First four villages underway | 8% to 10% development margin | Development net cash position breakeven |

Cranbourne North

Main building now open with village filling well

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22

Cranbourne North



161 independent homes and
33 assisted living apartments once complete



72 bed aged care home
Care centre fully accredited and opened in March 2026



80 villas remaining to be completed

Cranbourne North

High quality fit out designed to showcase Summerset in Victoria to new audience

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Chirnside Park

Construction underway, first units delivered and village to open in Q3 2026

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24

Chirnside Park



185 independent homes and 28 assisted living apartments once complete



80 bed aged care home



First 10 villas delivered in Q4 2025

Chirnside Park

Village design seeks to optimise the sloping nature of the site and views available

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Oakleigh South

Construction underway, with the first units to be delivered in 2027

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Oakleigh South



100 independent homes units once complete



66 bed aged care home



Construction commenced in Q4 2025

Oakleigh South

Contemporary design matching expectations of local catchment

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Torquay


Civil construction is underway, with the first villas targeting delivery in late 2027


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Torquay

 215 independent homes and 34 assisted living apartments once complete

 72 bed aged care home

 First site under in-house construction team

Torquay

Village to adopt a more coastal design aesthetic in keeping with surrounding environment

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Future state

Committed to introducing construction self performance in Victoria

Initiated programme for **self performance** of both **construction and procurement** in Victoria

Expect there to be **significant cost savings** in the medium term as **capability and maturity grows**

Adoption will be **deliberate, measured and methodical**, embedding the learnings from NZ

Entry point is **planned to be the first villas at Torquay** with commencement planned in early 2027

Roadmap starts with **independent living units**, potential to **consider commercial construction** in 3-5 years time

Paul Fairbrother, previously **Summerset NZ Project Director** has now relocated to Melbourne to lead implementation



Village operations

Summerset's first aged care home and assisted living units now delivered and selling

Summerset's retirement village operations **commenced in Q1 2024**

Our second village at **Chirnside Park is due to open in mid 2026**, followed by Oakleigh South

The team navigated the complex regulatory regime surrounding the **new Aged Care Act** and in March 2026 Summerset officially became a **Commonwealth registered aged care provider**

In **Q2 2026** we opened our **first aged care home** and welcomed our first assisted living residents

There is **optimism in the industry** surrounding the **future profitability** of aged care following the reforms

- Value capture will be **underpinned by a focus on accommodation charges** (RAD/DAP's) as well balancing staff costs, skill sets, resident acuity and funding mix



First assisted living resident - Carol



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03 Sales

Riet Bersma-Rees



Australia sales update

Riet Bersma-Rees | Head of Sales Australia

- Joined Summerset in 2018, as Group Sales Manager Auckland
- Held Summerset's Acting Chief Sales Officer role
- Moved to Melbourne in 2024, establishing and leading Summerset's Australian sales team and strategy
- Previous experience in real estate sales and homecare operations
- Owned a private homecare agency with government contracts
- Passionate about empowering high performing sales teams that delight the customer at every touch point



Riet Bersma-Rees

Head of Sales Australia

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Key themes for 2026

Opportunity to take advantage of large catchments and lifting engagement in RV living

Market tailwinds driving demand

- Retirement living demand underpinned by **Australia's ageing population**
- Interest in **retirement village living in Australia** continues to grow

Preselling earlier in the development cycle

- Sales timeline brought forward, **more time to grow Summerset's brand** and pipeline
- 75+ population within village catchments **significantly larger** than seen in NZ

Continuum of care

- Increased acceptance of the **continuum of care model**, remains a strong **point of difference** for Summerset
- Focus on moving prospects away from downsizing view to a **'best of life'** mindset

Conversion-led sales model

- High-quality, **conversion focused** pipelines
- Increase conversion rates through **qualification, nurturing** and **appointment** strategies

Brand trust and customer experience

- Brand and customer experience are **key to high consideration** purchases
- Focus is to elevate **customer experience** and increased referrals similar to NZ model

Scalable sales infrastructure

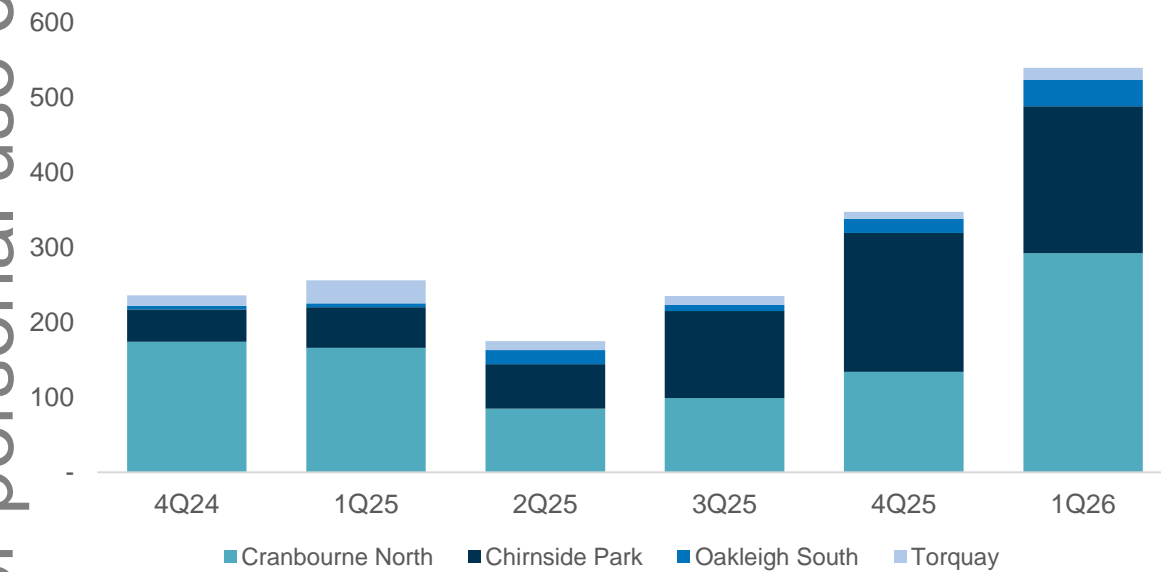
- Building a **repeatable, high-performing sales model** & team
- Roll out across **multiple villages** and future pipeline

Sales pipeline and database

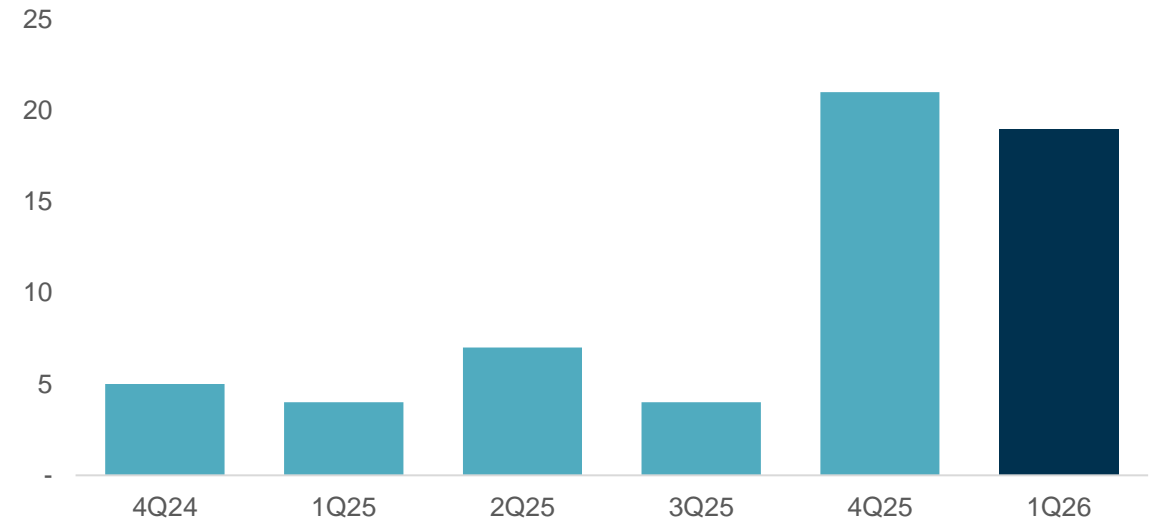
Measuring what matters – seeing good lift in sales rates and enquiry

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Australian enquiry levels (quarterly)



Australian sales contracts (quarterly)



Enquiry

- Over **200% increase in quarterly enquiry** between 2Q24 and 1Q26
- Consistent **lift in enquiry** at Cranbourne North and Chirnside park over last four quarters

Sales contracts

- Significant **step up in sales contracts** since 4Q24
- Almost 70% of first release at **Chirnside Park now sold**, incl. all villas, next stage released in May 2026 with **database of 380+ prospects**

Key village dates

Upcoming sales activation milestones

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Chirnside Park

- First **residents move in** – August 2026
- **Main building delivery** expected in FY27
- Community partnerships: 8



Oakleigh South

- Village **sales suite** and **experience centre** operational from December 2026
- Launch **presales** – **Q3 2026**
- First **residents move in** – Q3 2027



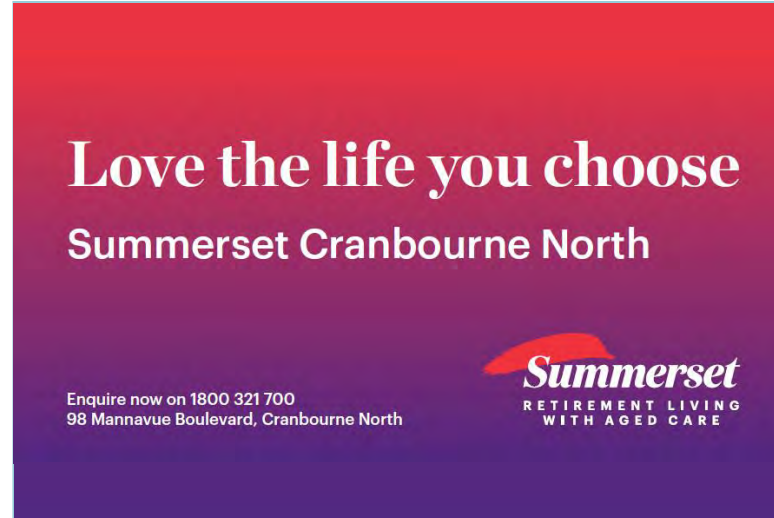
Torquay

- Village **sales suite** and **experience centre** operational from December 2026
- Launch **presales** - **Q2 2027**

Key themes in 2026

Emphasis on building brand and engagement with current and future residents

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Resident

- Deliver **high impact open days** and sales led engagement events
- Maximise **resident satisfaction** and earlier tenure experience
- Increase **referral led enquiries** and **repeat engagement**

Brand

- **Expand market presence** ahead of and during launch phase
- Grow and activate **high-quality database** across all villages
- Grow **community partnerships**, currently 20 across four developments

Team

- Drive strong **sales and settlement performance** across all villages
- Strengthen our **high-performing team** ahead of next village launches



Summerset
Ngā mihi

Summerset Group Holdings Limited

May 2026