

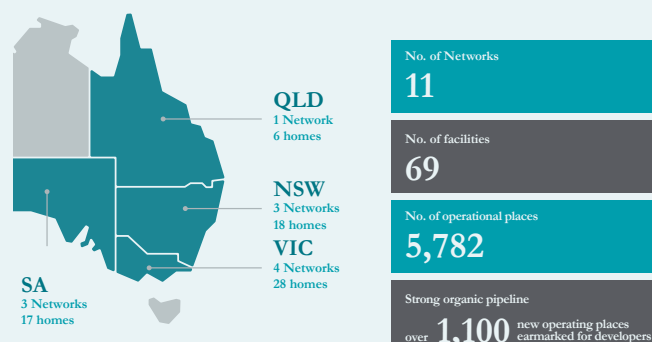
November 2016 COMPANY FACT SHEET

At a Glance*

| | |
|------------------------|-----------------|
| Listed | ASX: EHE |
| Founded | 31 July 2014 |
| Listing Date | 5 December 2014 |
| Sector | Health Care |
| FY End | June 30 |
| Share Price | 2.67 |
| Shares on Issue | 566.4m |
| Market Cap | \$521m |

*as at 30 November 2016

5,782 operating places in **69** facilities*



* position at 30 June 2016

Company Profile

Estia Health is one of the largest private providers of residential aged care services in Australia. Estia aims to provide its residents with the highest standards of aged care services in a supportive and caring environment.

Estia is focused on improving and expanding its portfolio to meet the growing demand for residential aged care services in Australia, underpinned by an ageing population and increasing demand for higher care services.

Financial Performance

| FY2016 FULL YEAR RESULTS | | |
|--------------------------|------------|------------|
| \$ million | FY16 | FY15 |
| Total Revenue | 446.5 | 297.5 |
| EBITDA | 92.7 | 70.7 |
| NPAT | 51.8 | 44.6 |
| EPS | 28.3 cents | 24.5 cents |

Investment Case

- Estia remains well positioned with considerable opportunities for further optimisation and growth
 - Highly experienced and capable new senior management team
 - Focus on structural and system improvements, quality initiatives and optimisation of strategic assets
 - Increased focus on significant refurbishment and additional services
 - Organic growth driven by greenfield and brownfield development
- Strong development pipeline
 - Five brownfield projects opened since June 2016 with 108 new places
 - Two openfield projects underway to add 123 new places in FY18
 - Seven projects identified to add 546 places in FY19 to FY21

- Solid financial position with strong operating cash flows and cash conversion rate
- Growth in net RAD receipts to fund organic development program
- Range of initiatives in place to offset reductions in Government funding

Focus for FY2017

Optimisation of assets

- Continue to improve performance of FY2016 acquisitions
- Fully integrate Kennedy within the Group
- Commission new brownfield beds

Focus on organic growth

- Complete brownfield developments
- Progress greenfield developments
- Secure key development approvals

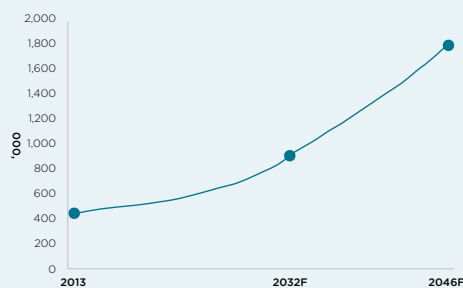
Careful capital management

- Introduce new initiatives to reduce net leverage ratio
- Significant debt covenant headroom of 1.4x (31 Oct)



Market Opportunity

Population aged over 85 years expected to double by 2032F and double again by 2046F



Source: 'Series 3222.0 Population Projection (Series A(or))', Australian Bureau of Statistics, 15 June 2014.

Executive Team

| NAME | TITLE | BIOGRAPHIES |
|------------------------|--|--|
| Norah Barlow | Chief Executive Officer & Managing Director | Norah Barlow has extensive executive leadership experience in the aged care and broader healthcare sectors. She is the former CEO and director of NZX and ASX-listed retirement village operator Summerset Group. Norah holds a number of other independent directorships including chair of ASX and NZX-listed Evolve Education Group, director of ASX-listed Ingenia Communities and Methven Group. She is also a director of Cigna Life Insurance and Vigil Healthcare Limited. She was appointed acting CEO in September 2016. |
| Steven Boggiano | Acting Chief Financial Officer | Steven has an extensive track record in banking, private equity and mergers and acquisitions. Steven was Managing Director and Head of Asia for Healthcare, Consumer, Retail and Real Estate at Barclays Investment Bank. He advised the company on the initial acquisition of Estia Health by Quadrant Private Equity and the subsequent acquisition of the Cook Care Group. Steven is Estia's former Chief Strategy Officer having had oversight of the company's successful acquisition program. |
| Mark Brandon | Chief Policy and Regulatory Director | Mark is an internationally recognised thought leader and expert on strategy, health and aged care quality and accreditation, government relations and organisation transformation. Mark held the CEO position at the Australian government's Aged Care Standards and Accreditation Agency from 2002 to 2013. Mark was awarded an Order of Australia Medal (OAM) in June 2015, in recognition of his contribution to health and aged standards. |
| Ian Thorley | Chief Operating Officer | Ian is an accomplished senior leader with over 30 years health and aged care experience in both Australia and overseas. His executive experience includes CEO and COO roles in large aged care groups, acute private hospital groups and diagnostic services. Ian has been at the forefront of major developments that have shaped the private healthcare sector in Australia including the privatisation of public hospitals, new reimbursement and funding models, and a broad range of public/private sector service models. He has consulted to aged care operators, private hospital groups, health insurers, health logistics and specialist health recruitment businesses throughout Australia, and has held the position of non-Executive Director in private equity owned and ASX listed companies. |
| Kate Sellick | People and Communications Director | Kate has 20 years of HR experience across a range of government, not for profit and private industries. Formerly the HR and Corporate Affairs Director at Bupa Care Services from 2007 to 2012, Kate also completed a number of strategic consulting roles during 2013 and 2014 at Opal, Uniting Care Ageing and Pulse Health, prior to joining Estia Health in October 2014. |
| Peter Hamilton | Development Director | Peter has 35 years' experience in a range of executive management roles in the aged care, construction and finance sectors across Australia, the UK and South Africa. Before joining Estia, he was GM Property and Capital Works at HammondCare for seven years, where he led all capital works projects, including the refurbishment and upgrade of existing residential aged care facilities and hospitals. |
| Mark Kennedy | Development Director | Former Managing Director of Kennedy Health Care Group, Mark has more than 16 years experience in the aged care industry. Throughout this time, he has specialised in the acquisition, design, development and construction of aged care facilities, most notably the award winning Kilbride Aged Care, and recently opened Bexley Park Aged Care. |
| Mary Burke | Quality Director | As the Director Customer Service and Transformation, Mary leads Estia's Quality Consultant team to deliver the Group's auditing program and Quality Management System. Mary is an experienced executive with extensive knowledge of the aged care industry. Mary has been in the aged care industry for 18 years, working in management roles across both profit and not for profit organisations. |

Board of Directors

PATRICK GRIER, AM
Non-executive Director and Chairman

NORAH BARLOW
Chief Executive Officer

ANDREW HARRISON
Non-executive Director

DR. GARY WEISS
Non-executive Director

PAUL FOSTER
Non-executive Director

Analyst Coverage

CLSA
Merrill Lynch
Moelis & Company
Morgan Stanley
Patersons
Shaw & Partners
UBS
Macquarie
APPSecurities

ZARA LYONS
WILLIAM DUNLOP
GARRY SHERRIFF
JOHN STAVLIOTIS
MARTYN JACOBS
DARREN VINCENT
ANDREW GOODSALL
THOMAS GODFREY
RUSSEL WRIGHT

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Share Registry

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