

## **ASX RELEASE**

**9 December 2019**

### **Occupancy and Trading Update**

Estia Health Limited (Company) (ASX: EHE) advises that spot occupancy at 30 November 2019 had fallen to 93.5% across its portfolio of the 5,944 operational beds. This represents a fall of 0.6% from the spot rate at 16 August 2019 and reflects current sector dynamics and public sentiment. It is now not anticipated that the dynamics and sentiment will improve materially in the short-term.

In addition, revenue rates have been impacted by the reduction in the Maximum Permissible Interest Rate (MPIR) and competitive pressures. As a result, the level of increase in average daily revenue rates is trending below expectations at approximately 1.5% higher than FY19 rates - excluding the March 2019 temporary funding.

Overall costs are in line with expectations.

Subject to no material change from occupancy and revenue rates observed at the end of November during the remainder of the financial year, full year FY20 EBITDA on Mature Homes\* on a pre-AASB16 "like for like" basis within the range of \$78m to \$82m is expected.

The Company will provide further detail on financial performance and outlook when it releases its half year results on Tuesday 25 February 2020.

## **Ends**

### **Footnotes**

*EBITDA is categorised as non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 - Disclosing non-IFRS financial information, issued in December 2011. EBITDA is a measure consisting of earnings before interest, tax, depreciation, amortisation and impairment expenses and gain/loss on sale of assets held for sale.*

*\*Consistent with the Guidance provided in the Full Year FY19 Results Presentation, "EBITDA on Mature Homes" excludes the EBITDA impact of the new homes at Southport and Maroochydore, the impact of any direct costs associated with the Royal Commission and excludes the expected profit of \$7m before tax on the sale of the Mona Vale property reported to the AGM on 6 November.*

### **Investor enquiries:**

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