

# Mantra Group

## April 2017



MANTRA  
GROUP

PEPPERS

mantra

BreakFree

Peppers Soul, Surfers Paradise

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## Non-IFRS financial information

Mantra Group uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards. These measures are referred to as non-IFRS financial information. Mantra Group considers that this non-IFRS financial information is important to assist in evaluating Mantra Group's performance. The information is presented to assist in making appropriate comparisons with current periods and to assess the operating performance of the business. All non-IFRS financial information is reconciled to IFRS financial information.

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

**127+**  
properties



**21,500+**  
rooms



**5,500+**  
employees



**MANTRA**  
GROUP



# PEPPERS





# MANTRA





# BREAKFREE



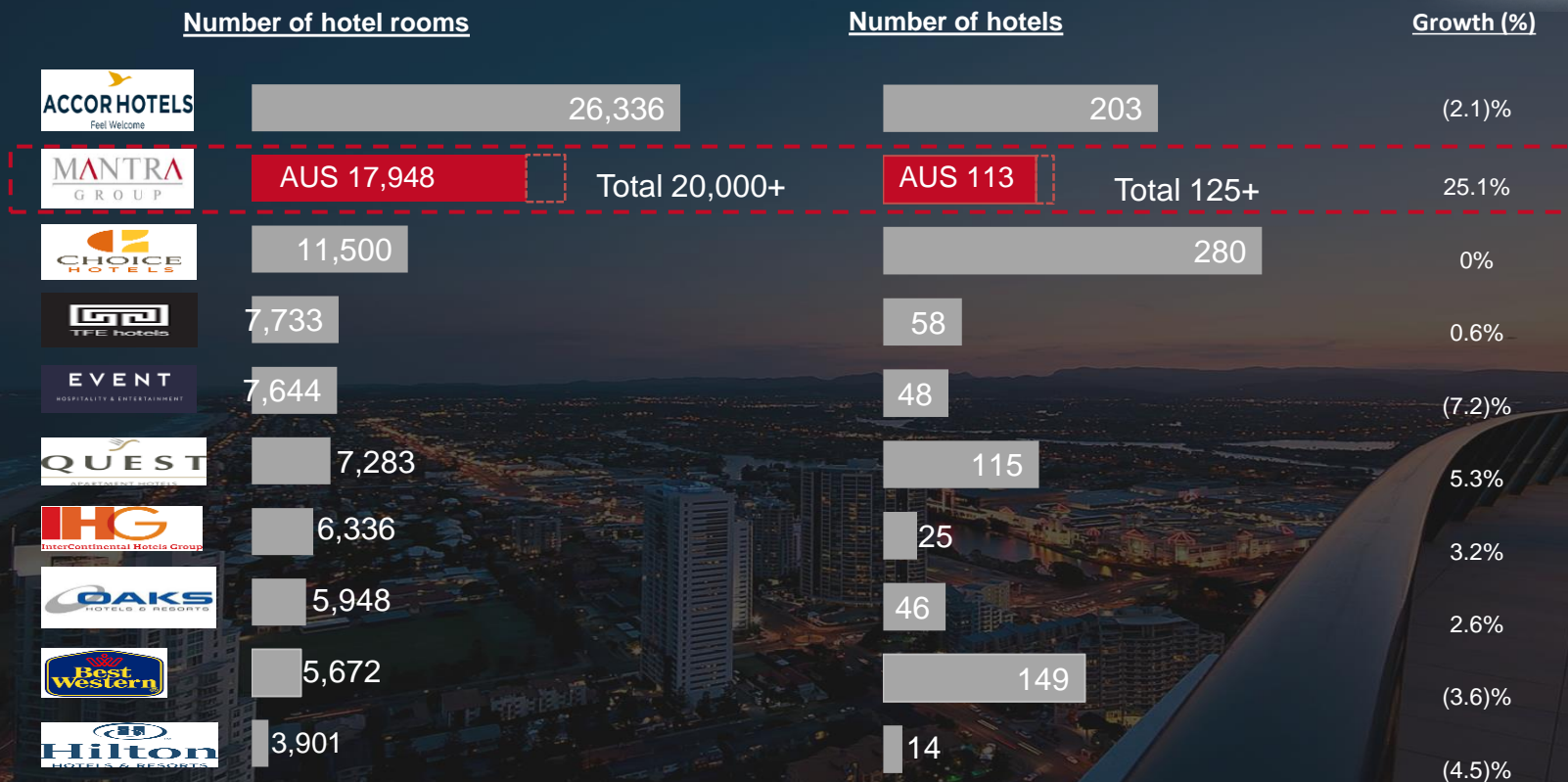
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# MANTRA GROUP LOCATIONS





# MANTRA GROUP COMPETITIVE LANDSCAPE

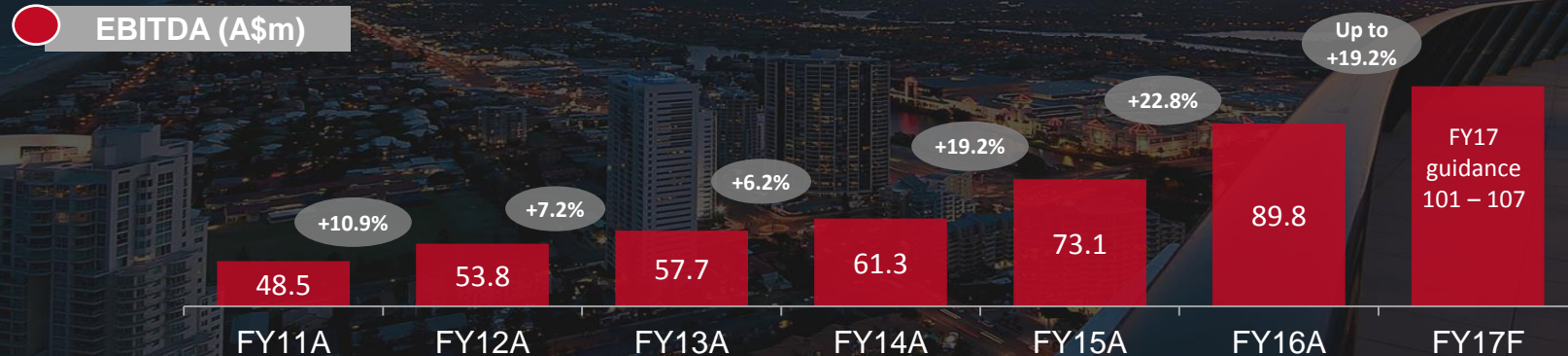
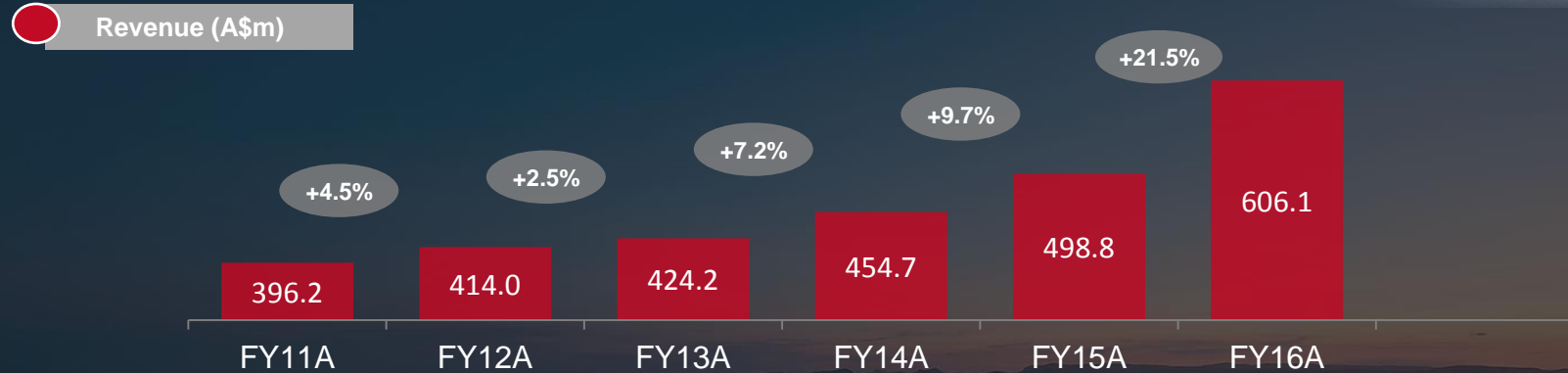


Source: JLL

Note: Mantra total includes Australian and offshore locations



# MANTRA GROUP REVENUE & EBITDA PERFORMANCE



Mantra has experienced strong earnings growth which has accelerated since IPO and is expected to continue into FY17

# HIGHLIGHTS HY17

Strengthening  
leisure market &  
CBD performing  
to expectations



1

Brand  
Geographic spread  
Operating model



2

Inbound  
market  
buoyant



3

Market supply  
growth in line  
with expectations



4

Hawaii  
property  
outperforming



5

Healthy  
portfolio  
growth



6

Refurbishments



7

FY17  
market guidance  
reaffirmed



8



# HIGHLIGHTS HY17 – STATUTORY

TOTAL REVENUE

**\$356.2M**

 **15.9%**

EBITDAI

**\$57.0M**

 **17.8%**

NPAT

**\$30.5M**

 **26.0%**

NPATA

**\$31.8M**

 **24.6%**

EPS

**10.3** CPS

 **14.2%**

INTERIM DIVIDEND

**5¢**

PER SHARE

# HIGHLIGHTS HY17 – UNDERLYING\*

EBITDAI

**\$58.7M**

 **10.3%**

NPAT

**\$31.8M**

 **15.1%**

NPATA

**\$33.1M**

 **14.4%**

REVPAR

**\$144.91**

 **5.9%**

EPS

**10.7** CPS

 **3.7%**

**4**

PROPERTIES ADDED

\* Underlying Results are the statutory results excluding acquisition related transaction costs of \$1.7m expensed in the period



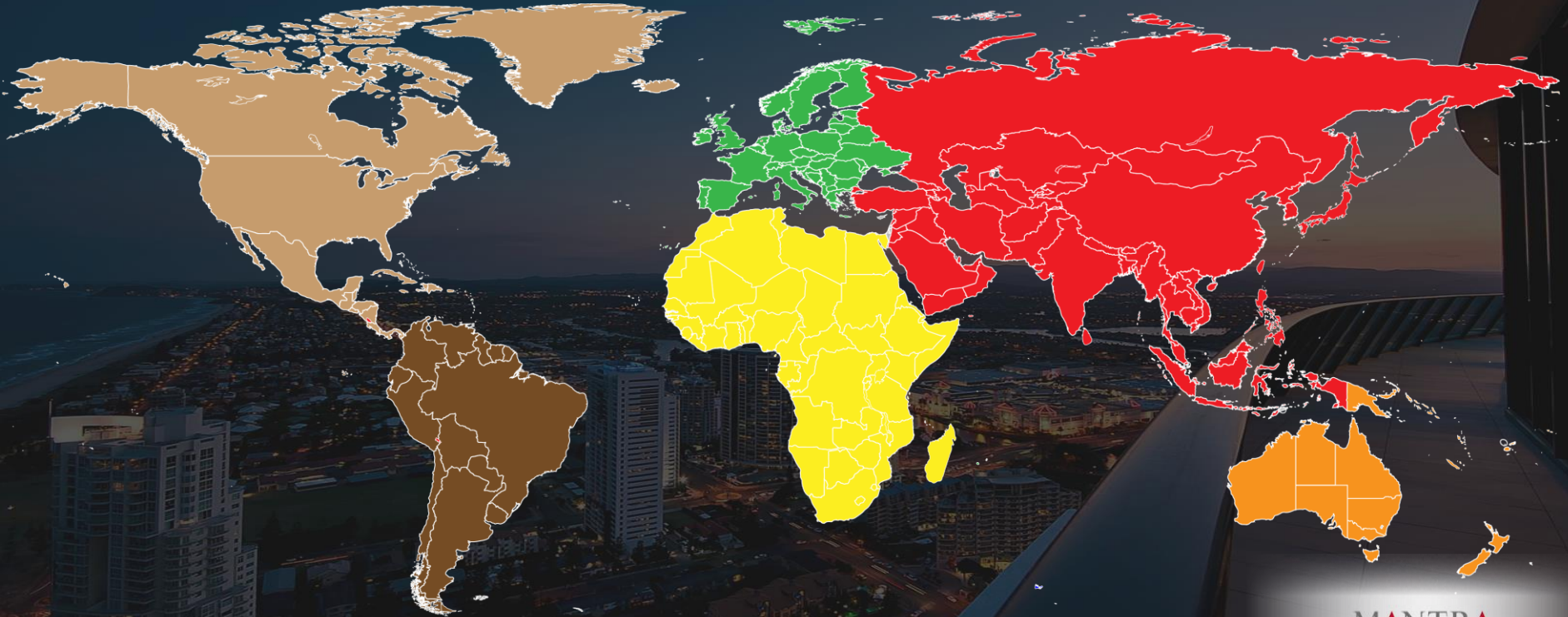
An aerial photograph of a coral reef system. The image is split diagonally from the top-left to the bottom-right. The upper-left portion shows shallow, clear turquoise water with visible sandy and coral patches. The lower-right portion shows deeper, darker blue water. The word "MARKET" is written in large, white, sans-serif capital letters on the dark blue background.

# MARKET

INTERNATIONAL  
TOURIST ARRIVALS 2016 -1.23B

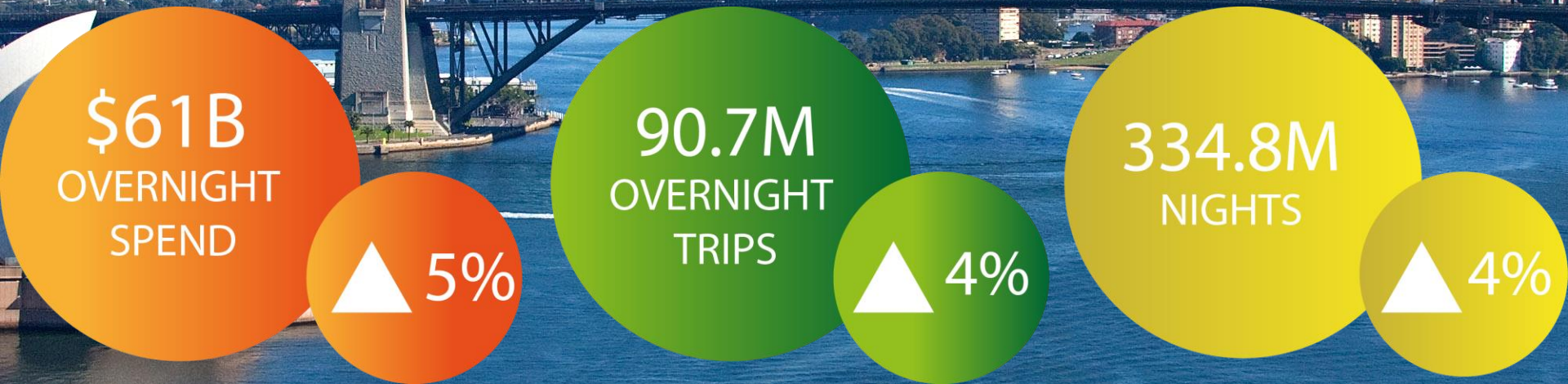
▲ 3.9%

3-4% GROWTH  
2017





# Travel by Australians – YE Dec 16





# International Visitors in Australia – YE Dec 16

8.3M  
INTERNATIONAL  
ARRIVALS

▲ 11%

\$39B  
INTERNATIONAL  
VISITOR SPEND

▲ 7%





**TOP 5**  
markets delivering  
4.36M visitors &  
\$21B in spend

**JAPAN #1**  
market for  
growth

**CHINA #1**  
market for  
spend

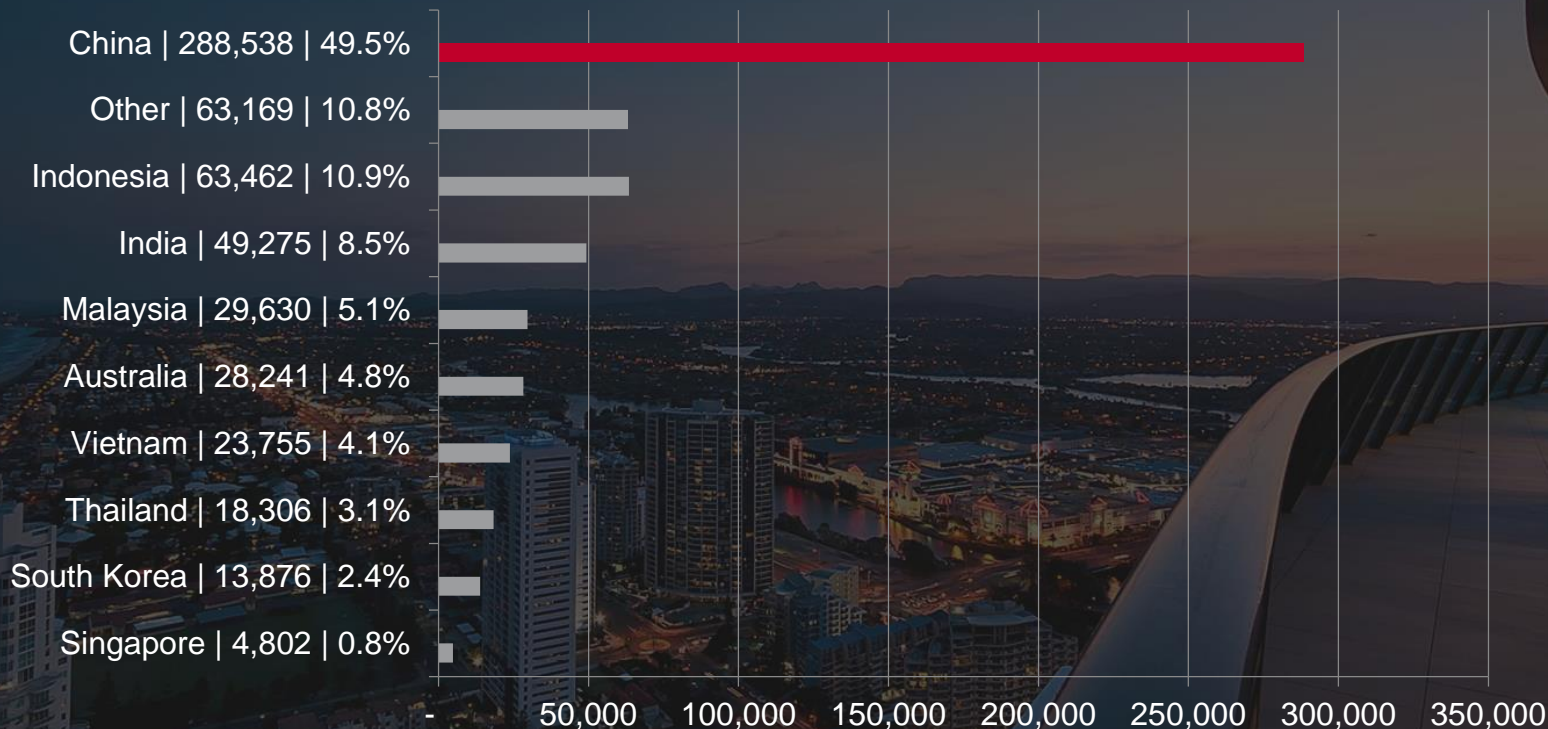




Supply

# ASIA PACIFIC PIPELINE

Total of 583,054 rooms in the pipeline for the listed regions



Source: STR, March 2017





# Tourism and Events Queensland

Inspiring the world to experience the best address on earth







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