



Wednesday, 25 October 2017

**APOLLO TOURISM & LEISURE LTD  
2017 ANNUAL GENERAL MEETING and PRESENTATION**

Please find attached, presentation to shareholders at this morning's Annual General Meeting, commencing at 11am Brisbane time:

- The welcome address by Mr Stephen Lonie, the company's Chairman; and
- The presentation by Mr Luke Trouchet, the company's Managing Director and CEO.

A handwritten signature in blue ink, appearing to read "P. Jans", with a small mark below it.

Peter Jans  
Company Secretary  
Apollo Tourism & Leisure Ltd

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Cheapa Campa

HIPPIE

WINNEBAGO



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## **Apollo Tourism & Leisure Ltd | 2017 Annual General Meeting**

### **Chairman's Address**

It is a privilege to be able to welcome you to Apollo's first Annual General Meeting at a public company and I hope that all shareholders will be happy that they chose to invest their funds with us, and continue a successful journey into the future.

Apollo's first year has been an eventful one, so let me briefly recount the key highlights:

- The Company listed on the Australian Stock Exchange on 4 November 2016.
- On 8 February 2017, Apollo completed the acquisition of Sydney RV for \$1.75 million, to provide Apollo with a pivotal retail presence in the Sydney RV market.
- On 8 February 2017, Apollo also completed an investment of \$1.75 million for a 25% interest in peer to peer RV operator Camplify.
- Apollo reported its first result for the half year ended 31 December 2017 to the ASX and shareholders on 22 February 2017, advising that Apollo was tracking to the prospectus forecast.
- On 8 May 2017, Apollo announced that it had entered into an arrangement with the Directors of CanaDream Inc. to acquire the shares that Apollo did not already own, so that CanaDream Inc. would become a wholly owned subsidiary of Apollo.
- On 29 May 2017, Apollo completed the acquisition of Kratzman's Caravans and Clint's Caravans for \$14.9 million, to provide Apollo with a pivotal retail presence in the Brisbane RV market.
- On 2 June 2017, Apollo completed a successful capital raising for \$40.3m to enable Apollo to settle the CanaDream Inc. acquisition.
- On 11 July 2017, Apollo completed the acquisition of CanaDream Inc., which is now a wholly owned subsidiary of Apollo.
- During 2017, Apollo also expanded its operations in the United States of America market through its expansion to the east coast, with new branches established in Orlando and New York.



*Cheapa Campa*

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- On 23 August 2017, post 30 June 2017, Apollo completed the acquisition of George Day Caravans for \$9.1 million, to firmly establish Apollo's presence in the Perth RV market.
- On 23 August 2017, Apollo released its results for the period to 30 June 2017, noting that it had exceeded its prospectus forecasts.

By any counts, this first year as a public company has been very busy, pursuing the strategies that drove Apollo to seek a listing on the ASX and raise capital, so it could pursue its ambitions at a time when the opportunities to do so were available and attractive to do.

We are pleased with how we are going on all fronts so far this financial year, but let me close my introduction by saying that Luke and his team are both energised by the opportunities that these initiatives present but are also cognizant of the need to implement Apollo's business model successfully across this larger asset base, to deliver the returns that Apollo's shareholders seek from the capital they have invested in Apollo.

I will now ask Luke to present his Managing Director's presentation while ComputerShare count the results. Following Luke's presentation I will announce the results of the poll.

Stephen Lonie  
Chairman



Cheapa Campa

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# Apollo Tourism & Leisure Ltd

AGM October 2017

Managing Director & CEO Presentation





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# Business Overview

Apollo Tourism & Leisure Ltd (ASX: ATL) is a multi-national, manufacturer and importer, rental fleet operator, wholesaler and retailer of a broad range of recreational vehicles including motorhomes, campervans and caravans.

Long, proud history,  
operating since  
1985.

Extremely capable  
management team  
with 'skin in  
the game'.

One of the largest  
RV rental operators  
in the world.

Six acquisitions  
since listing in  
November 2016.

Positive growth  
prospects.

Delivering upon  
strategy.

# FY17 Results highlights

## TRADING

- Highly successful IPO completed November 2016.

## RESULTS

- Financial Results for 12 months to June 2017 exceeded prospectus forecasts.

## CAPITAL RAISE

- Successful capital raise of \$40 million in May 2017 to allow acquisition of CanaDream.

## GROWTH

- Acquisition of retail dealerships contributed to expanded retail sales presence across Australia.

## OUTLOOK

- Outlook continues to be favorable across the business.

# FY17 Results Summary

Exceeded revenue, EBIT and NPAT prospectus forecasts.

| A\$M              | FY17 actual | Growth vs forecast | Growth vs FY16 |
|-------------------|-------------|--------------------|----------------|
| Pro forma Revenue | \$191.8m    | 4.8%               | 23%            |
| Pro forma EBIT    | \$28.1m     | 3.9%               | 64%            |
| Pro forma NPAT    | \$13.9m     | 12.1%              | 125%           |
| Pro forma EPS     | 9.6         |                    |                |

- FY17 total dividend of 2.5 cents per share.
  - Final 2.0 cents.
  - Interim 0.5 cents.
- Zero core debt.

**Note:**

- Pro forma figures represent non-IFRS financial information that has not been subject to audit or review but have been determined using information presented in the Company's financial statements and the prospectus dated 6 October 2016. Refer page 19 of FY17 results presentation for a reconciliation of pro forma amounts to IFRS amounts.



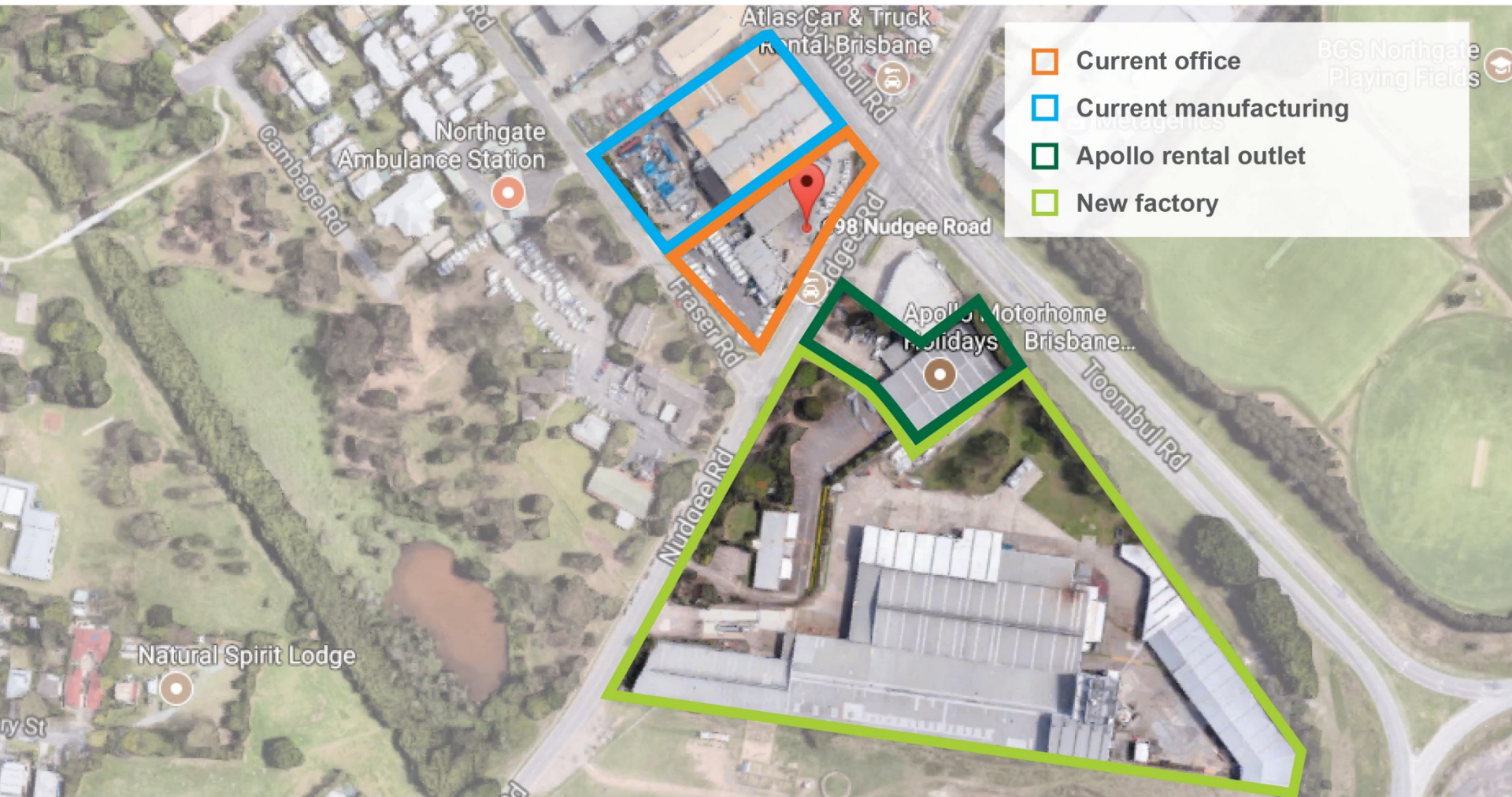
# FY17 Operational Highlights

- Total RV sales steadily increasing through Apollo retail outlets and recent dealership acquisitions.
- New Zealand and Canada rentals performed ahead of expectations, with Australia and the USA meeting expectations.
- Designed and manufactured new RV models to expand product offering across retail network in Australia and New Zealand.
- Expanded dynamic fleet offering.
- First East coast rental locations, in New York and Orlando, opened in the USA.
- CanaDream new Vancouver branch completed.

# Acquisitions overview



# Re-location of factory to manage growth





# Re-location of factory to manage growth





# Re-location of factory to manage growth



# Retail sales locations



# International visitor arrivals



Australia visitor growth forecast

**5.8%**

over next 10 years



New Zealand visitor growth forecast

**4.8%**

over next 6 years



USA visitor growth forecast

**3.3%**

over next 4 years

Canada visitor growth forecast

**2%**

over next 5 years

Sources: Tourism Forecasts 2017, Tourism Research Australia, Australian Trade and Investment Commission (Austrade); New Zealand Tourism Forecasts 2017-2013, Ministry of Business, Innovation & Employment (MBIE); U.S. Commerce Department releases six-year forecast for international travel to the United States – 2016-2021, National Trade and Tourism Office (NTTO); Annual Report on Canadian Tourism 2016, The Tourism Industry Association of Canada (TIAC) & HLT Advisory



# Summary of strategic growth initiatives



## Expand North American footprint

- Successful integration of recent CanaDream acquisition.
- Investigate opportunities to open additional North America branches.



## New RV Sales

- Grow retail network as opportunity arises.
- Successful integration of acquisitions.



## Rental fleet diversity

- Expand dynamic fleet offering.



## Retail product diversity

- Expand product offering across retail network.



## Ongoing business improvement initiatives

- Capitalise on efficiency of scale from acquisitions.
- Further investment in IT and technology across the business.
- Factory move to new, larger premises.



## Further develop Asia initiative

- Build on modest Asian market base to accelerate growth from this market.



## Geographic expansion & strategic acquisitions

- Explore further merger and acquisition and organic growth opportunities as they arise.
- Camplify to launch in the UK.



## Leadership

- Further develop and add to talent within the group.



# Outlook

Positive growth in international visitor numbers forecast for all geographic regions.

Global rental business outlook is positive.

Apollo has confidence in the quality of its recent acquisitions.

FY18 focus is successful integration of recent CanaDream and retail acquisitions.

New ERP system & larger factory for manufacturing will see short term cost increases but provide long term benefits.

FY18 results will benefit from 12 months of SydneyRV & Kratzmann, 11 months of CanaDream & 10 months of George Day.



Thank you





# Close

