apollo® TOURISM & LEISURE LTD


# H1 FY2022

## Results Presentation

# Disclaimer

This document has been prepared by Apollo Tourism & Leisure Ltd (“Apollo”, “the Company” or “the Group”) and comprises written materials/slides for a presentation concerning the Company.

This presentation is for information purposes only and does not constitute or form part of any offer or invitation to acquire, sell or otherwise dispose of, or issue, or any solicitation of any offer to sell or otherwise dispose of, purchase or subscribe for, any securities, nor does it constitute investment advice, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any or contract or investment decision. Certain statements in this presentation are forward looking statements. You can identify these statements by the fact that they use words such as “anticipate”, “estimate”, “expect”, “project”, “intend”, “plan”, “believe”, “target”, “may”, “assume” and words of similar import.

These forward looking statements speak only as at the date of this presentation. These statements are based on current expectations and beliefs and, by their nature, are subject to a number of known and unknown risks and uncertainties that could cause the actual results, performances and achievements to differ materially from any expected future results, performance or achievements expressed or implied by such forward looking statements.

No representation, warranty or assurance (express or implied) is given or made by the Company that the forward looking statements contained in this presentation are accurate, complete, reliable or adequate or that they will be achieved or prove to be correct. Except for any statutory liability which cannot be excluded, the Company and its respective officers, employees and advisers expressly disclaim any responsibility for the accuracy or completeness of the forward looking statements and exclude all liability whatsoever (including negligence) for any direct or indirect loss or damage which may be suffered by any person as a consequence of any information in this presentation or any error or omission therefrom.

Subject to any continuing obligation under applicable law or relevant listing rules of the ASX, the Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward looking statements in these materials to reflect any change in expectations in relation to any forward looking statements or any change in events, conditions or circumstances on which any statement is based. Nothing in these materials shall under any circumstances create an implication that there has been no change in the affairs of the Company since the date of the presentation.

# Important Points to Note

**General**

- All comparisons are against prior corresponding period (pcp).
- All figures in this presentation are rounded to the nearest $100,000.
- Where a balance was negative in the pcp and is positive in the current financial year (or vice-versa), the percentage change cannot be calculated. The percentage change in these instances has been reflected as "N/M", being Not Meaningful.
- All figures in this report are presented in Australian dollars, unless otherwise stated. The exchange rates used to convert foreign currencies to AUD are set out below:

| Exchange rates | Average for period | | Rate at period end | | |
|---|---|---|---|---|---|
| AUD to: | H1 FY22 | H1 FY21 | Dec-21 | Jun-21 | Dec-20 |
| NZD | 1.0540 | 1.0715 | 1.0628 | 1.0745 | 1.0665 |
| USD | 0.7311 | 0.7302 | 0.7256 | 0.7518 | 0.7702 |
| CAD | 0.9211 | 0.9607 | 0.9245 | 0.9318 | 0.9818 |
| GBP | 0.5364 | 0.5533 | 0.5376 | 0.5429 | 0.5657 |
| EUR | 0.6305 | 0.6130 | 0.6411 | 0.6320 | 0.6269 |

**Key Financial Metrics**[1]

- Average Funds Employed = Total Assets – Non-Interest Bearing Liabilities – Cash On Hand (calculated as the average of the opening and closing funds employed balances).
- Return On Funds Employed (ROFE) = Earnings Before Interest & Tax (EBIT) / Average Funds Employed.
- Average Total Equity = (Opening Total Equity + Closing Total Equity) / 2.
- Return on Equity (ROE) = Net Profit After Tax (NPAT) / Average Total Equity.
- Debt : EBITDA ratio = Net Debt / Earnings Before Interest, Tax, Depreciation & Amortisation (EBITDA).

[1] For half year reporting, metrics involving performance based results (i.e. EBIT/NPAT), have been calculated using calendar year results, to account for the impact of seasonality, which disproportionately skews the Company's results towards H1, due to Northern Hemisphere operations.

# Table of Contents



# Introduction

# H1 FY22 Highlights

| AUD $M | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| Revenue | 141.6 | 160.2 | (18.6) | (11.6%) |
| Underlying EBIT | 1.9 | (4.9) | 6.8 | N/M |
| **Statutory net loss after tax** | **(2.2)** | **(7.5)** | **5.3** | **70.7%** |


## H1 in review

- **Statutory net loss after tax of $2.2M[1]** (H1 FY21: -$7.5M).
- **Underlying net loss after tax of $1.6M[2]** (H1 FY21: -$7.5M).
- **Improved EBIT** for all regions, except New Zealand, over pcp.
- Reduction in revenue from pcp attributable to **holding back fleet sales** in Northern Hemisphere in response to new vehicle supply concerns.
- **Recovery momentum impacted** by the outbreak of Delta and Omicron COVID-19 strains.
- Future rental activity expected to ramp up with **international borders reopening and negligible travel restrictions** in most regions.
- **Strong RV sales margins** as orders exceed supply capacity globally.
- **Sound liquidity position** to manage through recovery period.
- **Fleet sales accelerated** in Australia and New Zealand to capitalise on strong RV sales demand.
- **No dividends declared** for H1 FY22.
- **Proposed merger with *thl*** announced on 10 December 2021, an exciting prospect for the business.

[1] H1 FY22 statutory net loss after tax includes merger transaction costs and share of Camplify losses totalling $1.0M. H1 FY21 benefited from $2.8M Government wage subsidies, whilst H1 FY22 benefited from $0.7M Government wage subsidies.

[2] H1 FY22 underlying net loss after tax excludes $0.6M merger transaction costs.

# Opportunities & Challenges

## Positioned to benefit from tourism rebound

- Australia **reopened international borders** to fully vaccinated travellers on 21 February 2022.
- Canada opened its borders to international visitors on 7 September 2021 with **further easing of entry requirements** to come into effect on 1 March 2022.
- European travel has been **largely unrestricted** since the end of FY21.
- New Zealand's reopening is **lagging behind** other regions and domestic travel demand remains subdued due to restrictions.
- **Fleet numbers will be replenished** relative to rising demand and supply availability.
- OEM chassis deliveries for Australian production continue to be impacted by **supply chain constraints**.
- **Vehicles have been retained on-fleet** in Canada and Europe/UK due to concerns surrounding OEM supply of new fleet for 2022 summer season.
- Fleet purchases will be funded using the **existing headroom** in fleet financing facilities and additional headroom generated through fleet sales and principal payments.
- Apollo's Brisbane manufacturing facility will continue to **scale up production** output in response to demand, subject to supply chain issues being alleviated.

# Liquidity

## Sound liquidity position to manage through recovery

Apollo has sufficient liquidity and capacity to navigate beyond the current challenges presented by COVID-19. The Company's liquidity position is summarised as follows:

**SUFFICIENT CASH RESERVES**

**SIGNIFICANT SUPPORT**

**IMPROVING MARKET CONDITIONS**

### Group

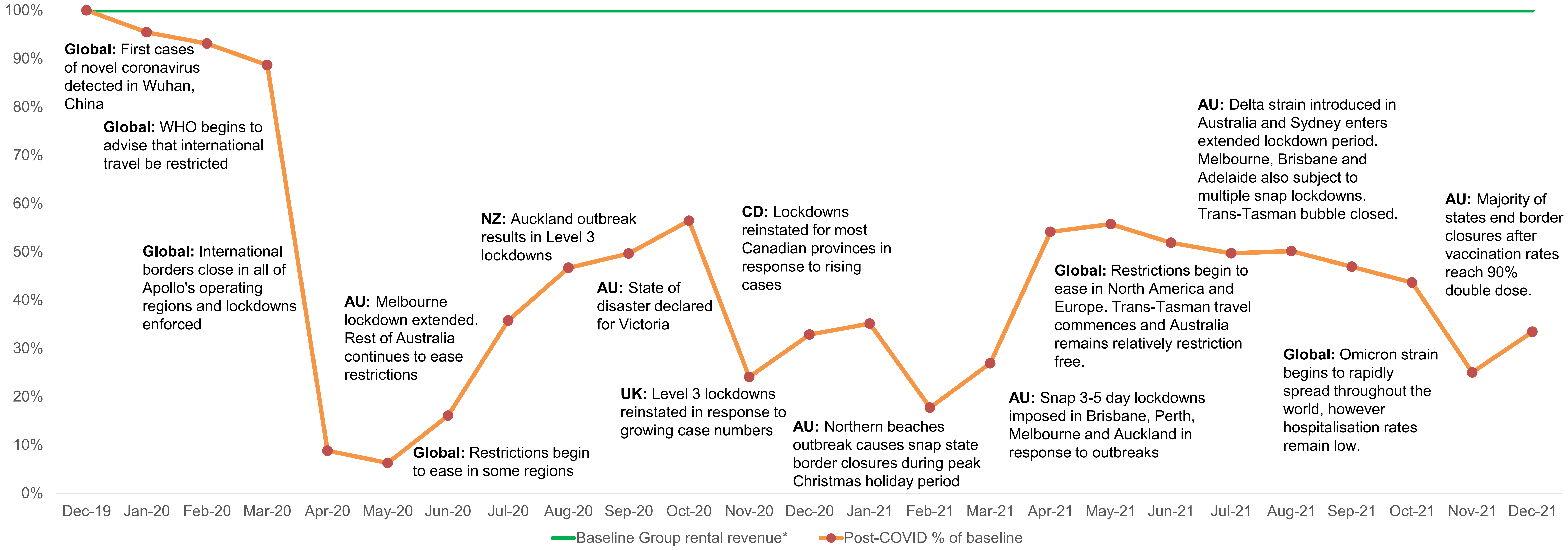
- Cash at 31 December 2021 of $26.2M (30 June 2021: $45.5M).
- Reduction in cash from 30 June 2021 attributable to the hold back of fleet sales in Canada and Europe in response to new vehicle supply concerns for the upcoming summer season. Excess vehicles will be sold post the summer season in FY23 and cash reserves replenished.
- Future cash burn is dependent on rental revenue, fleet disposals and acquisitions, and working capital requirements as recovery occurs.

### COVID-19 Support Funding

- $29.2M of COVID-19 support funding fully drawn, comprised of:
    - $24.0M in Australia, after $1.0M principal repayment made on the Export Finance Australia facility in December 2021;
    - $3.3M in Canada; and
    - $1.9M in the UK.
- Revised terms have been agreed with Export Finance Australia on the outstanding $14.0M COVID-19 support facility in response to the impact of the Delta and Omicron strains in Australia, extending the repayment timeframe.
- $1.4M principal repaid in H1 FY22. $4.2M to be repaid in H2 FY22.

# COVID-19 Timeline

Recovery to pre-COVID-19 rental revenue levels continues to be affected by travel restrictions, snap lockdowns and border closures.




*Baseline Group rental revenue represents monthly rental revenue for CY2019.

# Segment Performance

# Global Footprint

## Europe & UK

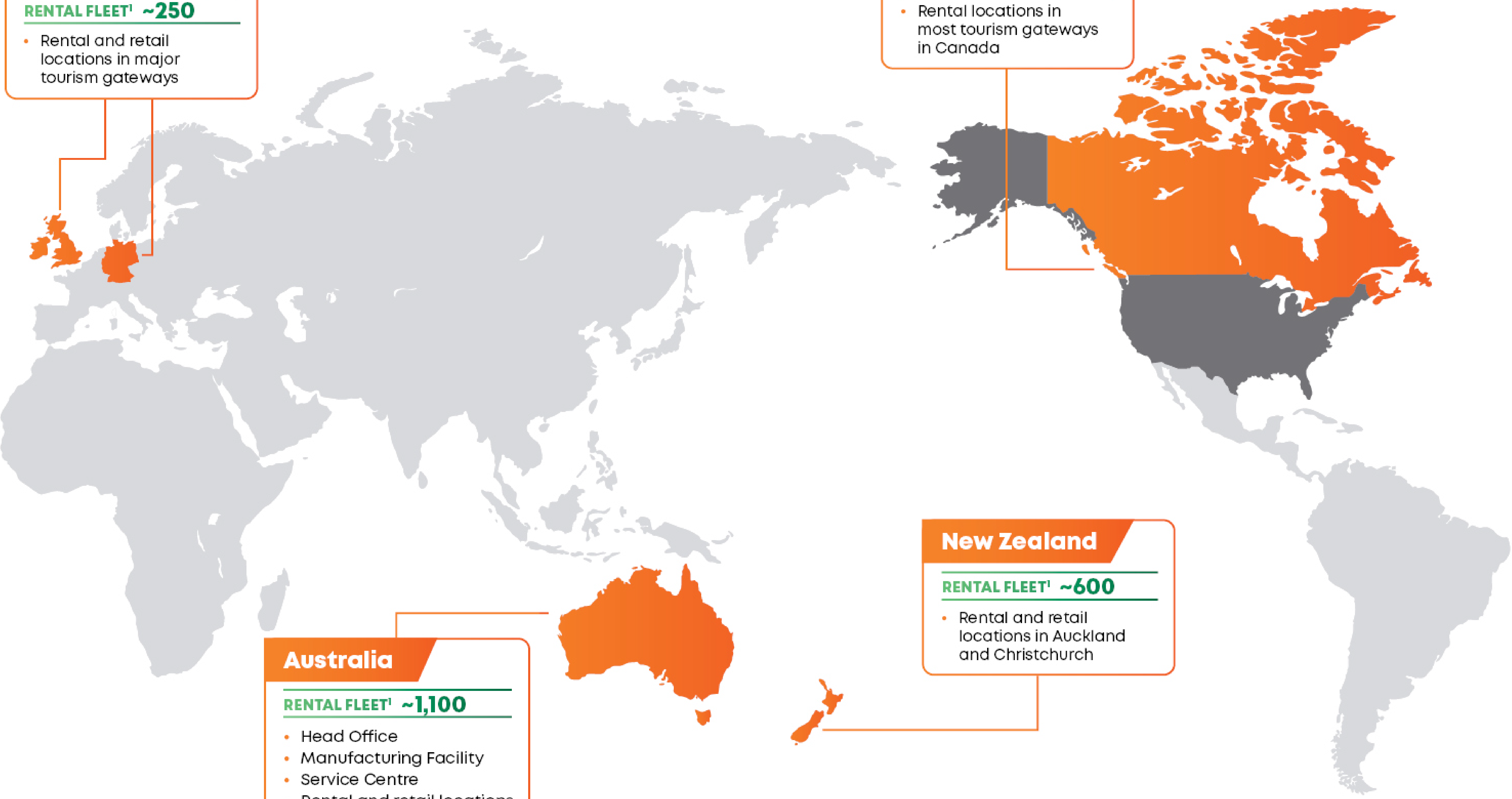
**RENTAL FLEET[1] ~250**

- Rental and retail locations in major tourism gateways

## North America

**RENTAL FLEET[1,2] ~700**

- Rental locations in most tourism gateways in Canada



## Australia

**RENTAL FLEET[1] ~1,100**

- Head Office
- Manufacturing Facility
- Service Centre
- Rental and retail locations in most tourism gateways

## New Zealand

**RENTAL FLEET[1] ~600**

- Rental and retail locations in Auckland and Christchurch

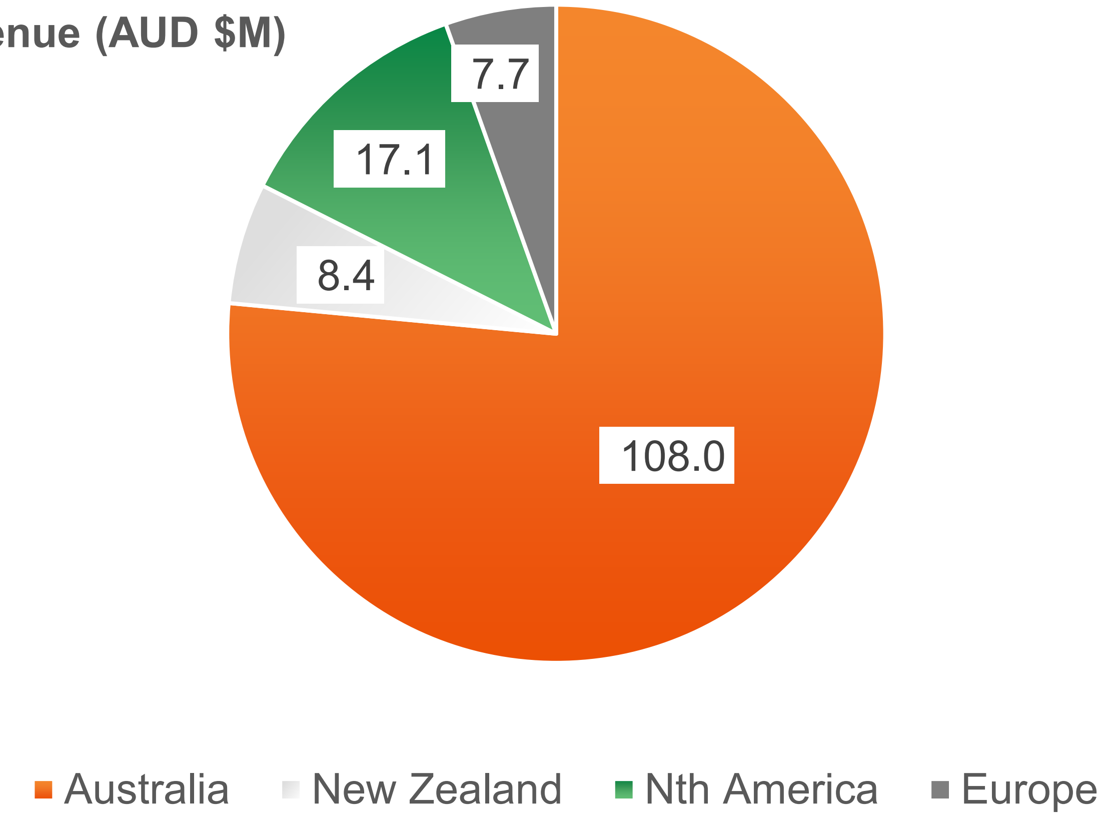


[1]Rental fleet sizes represent fleet sizes as at 31 December 2021.
[2]The USA business was placed into hibernation at the end of FY20 and remains so at the time of this report.

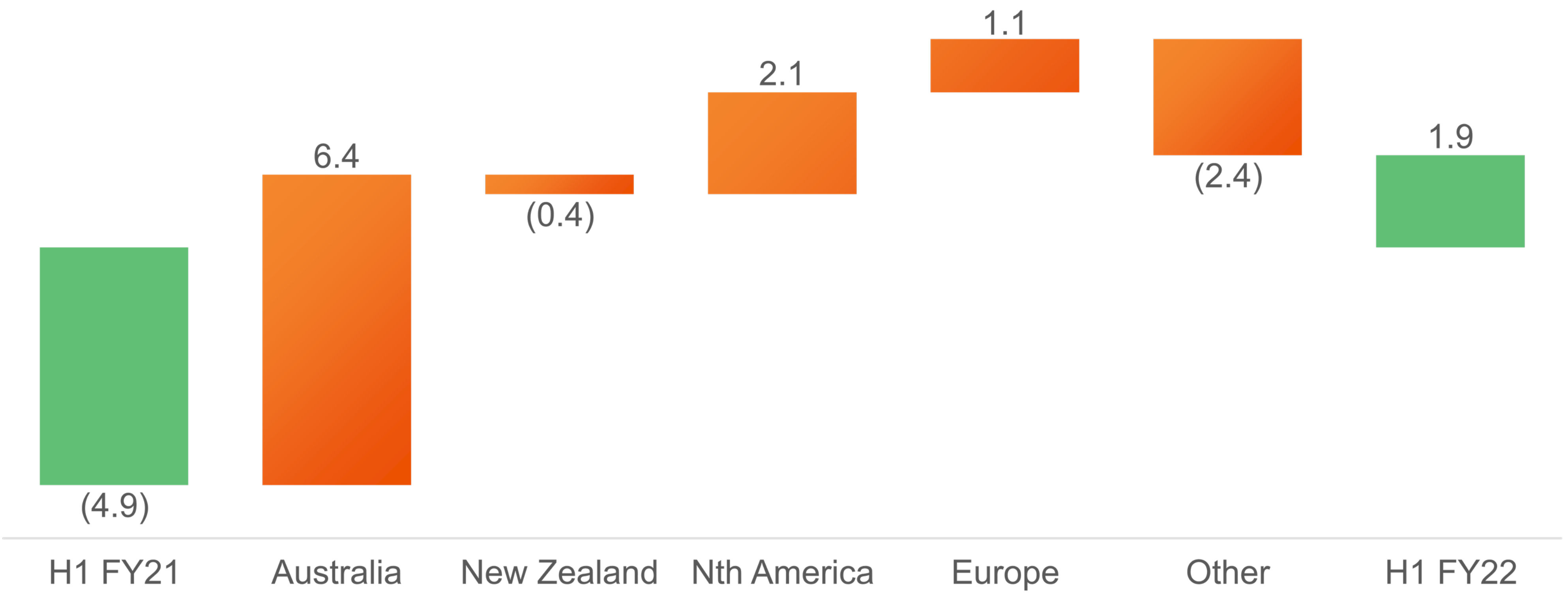
# Segment Results

| | H1 FY22 | | H1 FY21 | | Change ($) | | Change (%) | |
|---|---|---|---|---|---|---|---|---|
| AUD $M | REVENUE | EBIT[1] | REVENUE | EBIT | REVENUE | EBIT | REVENUE | EBIT |
| Australia | 108.0 | (0.6) | 89.8 | (7.0) | 18.2 | 6.4 | 20.3% | 91.4% |
| New Zealand | 8.4 | (3.0) | 11.1 | (2.6) | (2.7) | (0.4) | (24.3%) | (15.4%) |
| North America | 17.1 | 3.8 | 51.1 | 1.7 | (34.0) | 2.1 | (66.5%) | 123.5% |
| Europe | 7.7 | 2.0 | 8.7 | 0.9 | (1.0) | 1.1 | (11.5%) | 122.2% |
| Other/eliminations | 0.4 | (0.3) | (0.5) | 2.1 | 0.9 | (2.4)[2] | N/M | N/M |
| **Total** | **141.6** | **1.9** | **160.2** | **(4.9)** | **(18.6)** | **6.8** | **(11.6%)** | **N/M** |

H1 FY22 Revenue (AUD $M)




EBIT Waterfall (AUD $M)




- Other/eliminations segment represents the elimination of inter-entity charges, foreign currency translation adjustments on loans between segments and amortisation of internally generated intangibles on acquisitions.
- The tourism industry is subject to seasonal fluctuations with peak demand for tourism attractions and transport occurring in summer months. Accordingly, Apollo’s results are skewed to the first half. Earnings in Australia and New Zealand are typically generated over the southern hemisphere summer months, while earnings in North America and Europe are generated over the northern hemisphere summer.

[1] Australian segment EBIT excludes $0.9M of *thl* merger costs incurred in H1 FY22.
[2] Movement attributable to foreign currency translation adjustments on intercompany loans.



apollo TOURISM & LEISURE LTD

# Australia

- Rental revenues exceeded pcp by 10.1% due to an overall softening of travel restrictions during the period. However, consumer confidence remained subdued following the Delta and Omicron outbreaks.
- Reopening of international borders on 21 February 2021 a positive for the region with early indicators signalling a ramp up of bookings from Europeans from July 2022 and continuing into the summer months.
- Apollo's retail division continued to experience strong levels of demand and sales margins. Combined new and ex-fleet sales volumes exceeded pcp by 15.1% despite volumes being constrained in July and August 2021 due to several dealerships being closed during lockdowns. The number of forward orders (not yet delivered) remains high.
- Cost increases reflect growth in new vehicle sales volumes and reduced Government wage subsidies.
- Management of production scheduling for the Brisbane factory continues to prove challenging due to OEM chassis supply uncertainty and staff absenteeism from COVID-19 isolation requirements.
- Supply chain issues are anticipated to lessen in the medium term. Investment in people and infrastructure during the period has positioned the factory to scale up production in H2 FY22 and FY23 in response to demand.

| AUD $M | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| Rental income | 12.0 | 10.9 | 1.1 | 10.1% |
| Sale of goods - ex-rental fleet sales | 6.3 | 14.1 | (7.8) | (55.3%) |
| Sale of goods - new RV sales[1] | 89.7 | 64.2 | 25.5 | 39.7% |
| Other income | - | 0.6 | (0.6) | 100.0% |
| Costs | (108.6) | (96.8) | (11.8) | (12.2%) |
| **EBIT[3]** | **(0.6)** | **(7.0)** | **6.4** | **91.4%** |
| **Calendar Year ROFE** | **N/M** | **N/M** | **N/M** | |

| VEHICLE FLEET UNITS | H1 FY22 | H1 FY21 | No. Change | % Change |
|---|---|---|---|---|
| **Opening fleet - at 30 June** | **1,143** | **1,629** | **(486)** | **(29.8%)** |
| Vehicles disposed[2] | (124) | (254) | (130) | (51.2%) |
| Rental fleet purchases | 68 | 23 | 45 | 195.7% |
| **Closing fleet - at 31 December** | **1,087** | **1,398** | **(311)** | **(22.2%)** |
| Retail RV sales - new and trade-in | 1,105 | 960 | 145 | 15.1% |
| **Total RV sales (rental + retail)** | **1,229** | **1,214** | **15** | **1.2%** |

1. Sale of goods – new RV sales, represents delivered sales only and includes revenue generated from part sales, repairs and servicing and finance and insurance sales.
2. Vehicle disposals include vehicle write-offs, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.
3. H1 FY22 EBIT excludes $0.9M of *thl merger* transaction costs incurred during the period.

# New Zealand

- New Zealand implemented a country wide lockdown in July 2021 in response to the Delta outbreak and the Trans-Tasman bubble was closed at the same time. Auckland remained in lockdown for the majority of the period. With international borders closed and limited opportunities for domestic travel, rental revenue was down 48.8% on pcp.
- New Zealand's recovery pathway is lagging behind other regions due to the Government's strict COVID-19 response policies and the Company anticipates that rental activity for the remainder of FY22 will be impacted.
- Combined new and ex-fleet RV sales volumes exceeded pcp, with the retail sites in Auckland and Christchurch capitalising on increased consumer demand. Total revenue on vehicle sales was down on pcp however, due to the mix of ex-fleet vehicles sold, with a larger portion of smaller, lower gross profit generating vehicles being sold during the period. Additionally, all new RV sales in the period were sold on a wholesale basis, with 6 new units being sold to retail customers in pcp, attracting higher margins.
- The Company will adopt a cautious approach to replenishing the rental fleet in-line with increasing demand.

| AUD $M | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| Rental income | 2.1 | 4.1 | (2.0) | (48.8%) |
| Sale of goods - ex-rental fleet sales | 5.4 | 5.2 | 0.2 | 3.8% |
| Sale of goods - new RV sales | 0.9 | 1.8 | (0.9) | (50.0%) |
| Other income | - | - | - | 0.0% |
| Costs | (11.4) | (13.7) | 2.3 | 16.8% |
| **EBIT** | **(3.0)** | **(2.6)** | **(0.4)** | **(15.4%)** |
| **Calendar Year ROFE** | **N/M** | **2.1%** | **N/M** | |
| | | | | |
| **VEHICLE FLEET UNITS** | **H1 FY22** | **H1 FY21** | **No. Change** | **% Change** |
| **Opening fleet - at 30 June** | **679** | **855** | **(176)** | **(20.6%)** |
| Vehicles disposed[1] | (100) | (88) | 12 | 13.6% |
| Rental fleet purchases | 4 | 5 | (1) | (20.0%) |
| **Closing fleet - at 31 December** | **583** | **772** | **(189)** | **(24.5%)** |
| Retail RV sales - new and trade-in | 13 | 14 | (1) | (7.1%) |
| **Total RV sales (rental + retail)** | **113** | **102** | **11** | **10.8%** |

1. Vehicle disposals include vehicle write-offs, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.

# North America

- International travel and domestic COVID-19 restrictions curtailed rental bookings during the period. International borders were reopened to Canada's key rental markets for fully vaccinated guests on 7 September 2021, however the peak July and August summer months were missed.
- Despite the impact of ongoing restrictions, Canada's rental revenue exceeded pcp by 14.5% due to strong yields being achieved.
- International interest and bookings have substantially increased recently in response to the easing of restrictions.
- From 1 March 2022 Canada is removing pre-arrival PCR testing requirements and easing on-arrival testing and 24-hour self isolation requirements for vaccinated travellers. This is expected to further increase international demand.
- Global supply chain issues, particularly microchip shortages, have held back RV manufacturer production, resulting in limited supply and increased pressure on the used RV market.
- Following completion of the 2021 summer season the Company halted its fleet disposal plans in order to retain vehicles on fleet for the 2022 season and meet demand. Other avenues are currently being pursued to obtain new vehicles in time for the season.

| AUD $M | H1 FY22 | H1 FY21 | Movement | % Change |
|---|---|---|---|---|
| Rental income | 12.6 | 11.0 | 1.6 | 14.5% |
| Sale of goods - ex-rental fleet sales | 4.3 | 39.6 | (35.3) | (89.1%) |
| Sale of goods - new RV sales | 0.2 | 0.1 | 0.1 | 100.0% |
| Other income | - | 0.4 | (0.4) | 100.0% |
| Costs | (13.3) | (49.4) | 36.1 | 73.1% |
| **EBIT** | **3.8** | **1.7** | **2.1** | **123.5%** |
| **Calendar Year ROFE** | **2.8%** | **N/M** | **N/M** | |

| VEHICLE FLEET UNITS | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| **Opening fleet - at 30 June** | **575** | **1,337** | **(762)** | **(57.0%)** |
| Vehicles disposed[1] | (45) | (569) | (524) | (92.1%) |
| Rental fleet purchases | 167 | 37 | 130 | 351.4% |
| **Closing fleet - at 31 December** | **697** | **805** | **(108)** | **(13.4%)** |
| Retail RV sales - new and trade-in | 3 | 4 | (1) | (25.0%) |
| **Total RV sales (rental + retail)** | **48** | **573** | **(525)** | **(91.6%)** |

1. Vehicle disposals include vehicle write-offs, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.



apollo® TOURISM & LEISURE LTD

# Europe

- Apollo's European and United Kingdom markets service primarily in-market guests. With lighter travel restrictions for the region than elsewhere in the Group during the period, H1 FY22 performance for the segment was up on pcp in both income and EBIT terms.
- Sales of ex-fleet and new vehicles in the region were lower than pcp, due to a continued sell-off of older UK fleet during the pandemic. RV sales are at historically low levels as more vehicles are retained on fleet to mitigate the impact of delayed supply of new vehicles.
- Guest experience scores have increased on the back of improvements to service proposition: overflow call handling, 3rd party breakdown cover and an increase in the use of branch apps and tablets.
- Costs are lower than pcp due to fewer ex-fleet sales which was partially offset by higher operating costs, driven by increased rental demand and income.

| AUD $M | H1 FY22 | H1 FY21 | Movement | % Change |
|---|---|---|---|---|
| Rental income | 5.0 | 4.1 | 0.9 | 22.0% |
| Sale of goods - ex-rental fleet sales | 2.3 | 3.6 | (1.3) | (36.1%) |
| Sale of goods - new RV sales | - | 1.0 | (1.0) | 100.0% |
| Other income | 0.4 | - | 0.4 | 100.0% |
| Costs | (5.7) | (7.8) | 2.1 | 26.9% |
| **EBIT** | **2.0** | **0.9** | **1.1** | **122.2%** |
| **Calendar Year ROFE** | **21.7** | **N/M** | **N/M** | |

| VEHICLE FLEET UNITS | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| **Opening fleet - at 30 June** | **270** | **316** | **(46)** | **(14.6%)** |
| Vehicles disposed[1] | (27) | (35) | (8) | (22.9%) |
| Rental fleet purchases | 10 | 16 | (6) | (37.5%) |
| **Closing fleet - at 31 December** | **253** | **297** | **(44)** | **(14.8%)** |
| Retail RV sales - new and trade-in | 1 | 10 | (9) | (90.0%) |
| **Total RV sales (rental + retail)** | **28** | **45** | **(17)** | **(37.8%)** |

1. Vehicle disposals include vehicle write-offs, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.

# Camplify

Apollo has a 17.79%[1] investment in Camplify Holdings Limited (previously Camplify Co (Australia) Pty Ltd) (Camplify), a leading P2P digital marketplaces connecting Owners of RVs such as caravans, campervans and motorhomes to Hirers. It operates in Australia, the UK, New Zealand, and Spain.

**H1 FY22 Update:**

- At the date of this presentation Apollo's shares in Camplify were valued at $20.1M[2].
- Continued growth and strong performance, highlighted as follows:

| | |
|---|---|
| **$22.9M**<br>Total Transaction Value<br>+62% on pcp | **$6.8M**<br>Total revenue<br>+109% on pcp |
| **17,300+**<br>Total Bookings<br>+25% on pcp | **$1,183**<br>Average booking value<br>= $321 revenue to Camplify |
| **7,338**<br>Total RVs on Platform<br>+45% on pcp | **39,819**<br>New Customers[3] in FY21<br>+79% CAGR (FY19 to FY21) |

[1] The Company's shares in Camplify are held in escrow until 28 June 2023.
[2] Calculated using the closing share price on 24 February 2022.
[3] New customers are defined as created an account and created a booking. The booking revenue may not be recognised in this period.



# Financial Performance

# Group P&L

| AUD $M | H1 FY22[1] | H1 FY21 | $ Change |
|---|---|---|---|
| Rental income | 31.7 | 30.1 | 1.6 |
| RV sales and other income | 109.9 | 130.1 | (20.2) |
| **Total revenue** | **141.6** | **160.2** | **(18.6)** |
| Operating costs | (127.9) | (150.3) | 22.4 |
| **EBITDA** | **13.7** | **9.9** | **3.8** |
| Depreciation & amortisation | (11.8) | (14.8) | 3.0 |
| **EBIT** | **1.9** | **(4.9)** | **6.8** |
| Finance costs | (4.9) | (5.3) | 0.4 |
| **Net loss before tax** | **(3.0)** | **(10.2)** | **7.2** |
| Tax benefit | 1.4 | 2.7 | (1.3) |
| **Net loss after tax (exc merger transaction costs)** | **(1.6)** | **(7.5)** | **5.9** |
| *Performance indicators* | | | **% Change** |
| EBIT margin | 1.3% | N/M | N/M |
| Calendar Year ROFE | N/M | N/M | N/M |
| Calendar Year ROE | N/M | N/M | N/M |
| EPS (basic) | (0.8) | (4.0) | 3.2 |

- COVID-19 travel restrictions continued to significantly impact the Company's rental operations during the period.
- Small increases in rental revenue over pcp in Australia, North America and Europe were offset by limited rental activity in New Zealand.
- Strong new and ex-fleet sales in Australia and New Zealand with high margins being achieved.
- Top line vehicle sales income down on pcp due to the hold back of fleet sales in Canada and Europe in response to new vehicle supply concerns.
- Cost reduction and efficiency initiatives introduced as part of COVID-19 response continue to assist the Company's liquidity position.

[1] The figures in the table above represent H1 FY22 statutory results, adjusted to remove $0.9M of *thl* merger transaction costs ($0.6M after tax) incurred during the period.



apollo TOURISM & LEISURE LTD

# Group Balance Sheet

| AUD $M | Dec-21 | Jun-21 | $ Change |
|---|---|---|---|
| Cash and cash equivalents | 26.2 | 45.5 | (19.3) |
| Intangibles | 23.4 | 23.3 | 0.1 |
| Inventories | 51.3 | 53.2 | (1.9) |
| Equity accounted investments | 2.9 | 3.3 | (0.4) |
| Property, plant and equipment | 122.1 | 107.3 | 14.8 |
| Right-of-use assets | 88.2 | 102.1 | (13.9) |
| Other assets | 21.3 | 22.0 | (0.7) |
| **Total assets** | **335.4** | **356.7** | **(21.3)** |
| | | | |
| Payables | 16.1 | 22.3 | (6.2) |
| Borrowings | 199.7 | 199.5 | 0.2 |
| Lease liability - land and buildings | 44.9 | 48.3 | (3.4) |
| Provisions | 5.4 | 4.9 | 0.5 |
| Income tax payable | - | 0.1 | (0.1) |
| Other payables | 33.1 | 43.2 | (10.1) |
| **Total liabilities** | **299.2** | **318.3** | **(19.1)** |
| | | | |
| **Net assets** | **36.2** | **38.4** | **(2.2)** |

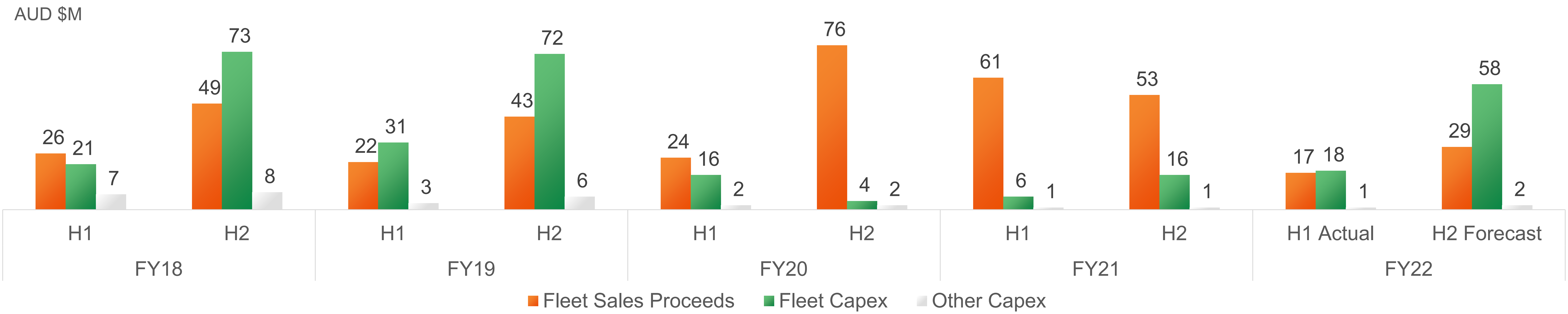
- Reduction in cash attributable to limited rental activity in New Zealand due to COVID-19 and the hold back of planned fleet sales in Canada and Europe in response to new vehicle supply concerns for the upcoming 2022 summer season.
- Reduction in payables due to seasonality with higher creditor and accruals balances being held in the Northern Hemisphere at June each year in the lead up to the peak summer season.
- Reduction in fleet sizes in Australia and New Zealand offset by an increase in fleet held in Canada to meet demand for the upcoming 2022 summer season.
- Fleet debt in-line with June 2021. Increase in Australian floor plan debt offset by principal pay down of COVID-19 support loans and Canadian mortgages.

# Group Cash Flow

| Cash flow movements | H1 FY22 | H1 FY21 | $ Change |
|---|---|---|---|
| **Statutory net loss after tax** | **(2.2)** | **(7.5)** | **5.3** |
| ***Non-cash adjustments*** | | | |
| Depreciation and amortisation | 11.8 | 14.8 | (3.0) |
| Impairment of assets | 0.0 | (0.1) | 0.1 |
| Transfer of ex-fleet vehicles to inventory | 4.3 | 40.7 | (36.4) |
| Other non-cash adjustments | (2.2) | 2.1 | (4.3) |
| Change in working capital | (7.3) | 17.8 | (25.1) |
| **Net cash from operating activities** | **4.4** | **67.8** | **(63.4)** |
| | | | |
| Fleet capex | (18.4) | (6.2) | (12.2) |
| Other PPE and intangibles capex | (1.2) | (1.0) | (0.2) |
| **Free cashflow** | **(15.2)** | **60.6** | **(75.8)** |
| | | | |
| Net proceeds from/(repayment of) borrowings | 15.0 | (23.7) | 38.7 |
| Repayment of lease liabilities | (19.4) | (21.9) | 2.5 |
| **Net (decrease)/increase in cash** | **(19.6)** | **15.0** | **(34.6)** |

- Operating cash flows impacted by reduced rental activity.
- Hold back of planned fleet sales in Canada and Europe impacted cash inflows historically realised in H1 following Northern Hemisphere summer season.
- Fleet acquisitions in Australia to refresh aged vehicles and growth in Canadian fleet in response to demand increased fleet capex over pcp.
- Working capital reduction over pcp due to higher levels of deferred revenue at June 2021 associated with increased rental revenue following the recovery from COVID-19, in addition to the cash inflow generated in the pcp from the sell down of fleet assets in Canada.
- Funding for forecast fleet purchases of $58M in H2 FY22 utilising existing headroom in fleet financing facilities (refer slide 23 for more detail), as well as headroom created through fleet sales and principal payments.
- Working capital requirements expected to increase based on higher production forecasts in the Australian factory to meet anticipated fleet and retail sales demand in H1 FY22 and FY23.

# Capital Expenditure and Rental Fleet Sales




**Fleet Sales Proceeds**

- Fleet sales proceeds down on pcp as the Company held back planned fleet disposals in Canada and Europe in response to concerns surrounding the supply of new vehicles in time for the upcoming 2022 summer season.

**Fleet Capex**

- To right size the fleet relative to COVID-19 impacted demand, fleet acquisitions were minimised in H1 FY21. Gradual replenishment of fleet was resumed during the period.
- Forecast acquisitions for H2 FY22 relate to the replenishment of Canadian and European fleet, to meet anticipated demand over the 2022 summer season and the gradual ramp up of Australian fleet in response to the anticipated increase in demand following the reopening of international borders. All planned fleet acquisitions for New Zealand in H2 FY22 have been deferred to FY23 due to its lagging rental recovery.
- All acquisitions are subject to OEMs meeting vehicle delivery timeframes which have been impacted by supply chain issues.
- Fleet purchases will be funded using existing asset financing facilities (refer slides 23 & 24 for details).

**Other Capex**

- Other capex is being kept to a minimum based on business needs.



apollo® TOURISM & LEISURE LTD

# Borrowings

| AUD $M | Closing Drawn Balance | | | |
|---|---|---|---|---|
| **Facility Type** | **Dec-21** | **Jun-21** | **Movement $** | **Movement %** |
| Fleet financing[1] | 112.0 | 111.8 | 0.2 | 0.2% |
| Floor plan | 30.3 | 27.5 | 2.8 | 10.2% |
| Bank loans | 28.2 | 29.1 | (0.9) | (3.1%) |
| COVID-19 Support Loans | 29.2 | 31.1 | (1.9) | (6.1%) |
| **Total[2]** | **199.7** | **199.5** | **0.2** | **0.1%** |

**Floor Plan Facilities**

- Floor plan facilities provide the Company with an efficient source of capital to fund its retail inventory holdings. New and ex-fleet vehicles can be added to a facility, up to the value of the facility's limit, with only interest payments being required in the first six months of the vehicle's finance term and no penalties incurred to pay out a sold vehicle.
- Floor plan debt increased from pcp due to increased new vehicle stock held, with the corresponding increase in inventory being offset by a reduction in factory raw materials.

**Bank Loans**

- Apollo owns the properties on which four Canadian rental branches are located. These properties are financed via mortgages. Refer to slide 31 for additional detail.
- Bank overdrafts (reflected in Cash and Cash Equivalents) are held in Canada and the UK and may be drawn at any time and terminated by the relevant bank without notice.

**COVID-19 Support Loans**

- At 31 December 2021 COVID-19 Government support loans are comprised of $14.0M from Export Finance Australia (after $1.0M principal repaid during the period), $10.0M from the Queensland Government, C$1.3M working capital facility from Royal Bank of Canada, C$1.8M term loan from the Canadian Government, and £1.0M loan from the UK Government.

**Treasury**

- All debt repayable on demand and any additional fleet financing facilities due to be repaid within the next 12 months are treated as current liabilities in accordance with Australian Accounting Standards. The majority of underlying assets being financed (e.g. rental fleet vehicles) are treated as non-current assets, which results in a net current liability position of $73.5M, as at 31 December 2021. The Company has sufficient cash flows to satisfy all debt obligations with an expiry of 12 months or less. Refer to slide 31 for additional detail.
- The Consolidated Entity is subject to lending covenants in New Zealand and Canada. Due to the impact of COVID-19 on each region's respective rental activities, some of these covenants are currently forecast to be at risk of breach during the 2022 financial year. The New Zealand lender has waived its covenants that are at risk, up to and including 30 June 2023. The Canadian lenders have changed their debt service covenant and deferred the next assessment date until 30 September 2022, when forecasts indicate that these covenants will be satisfied.

[1] Refer slide 24 for additional information on fleet financing.
[2] Borrowings as at 31 December 2021 per the Company's balance sheet total $244.6M. The variance to total debt in the table above relates to $44.9M of lease liabilities recognised in accordance with AASB 16.



apollo® TOURISM & LEISURE LTD

# Vehicles & Property Debt Security Position

| Estimated Debt Security Position as at 31 December 2021 | | | |
|---|---|---|---|
| **Segment (AUD $M)** | **Estimated Asset Value** | **Carrying Value** | **Drawn Debt Balance** |
| ***Rental fleet*** | | | |
| Australia | 64.4 | 53.4 | 38.5 |
| New Zealand | 38.6 | 31.6 | 23.0 |
| North America | 78.1 | 53.3 | 44.2 |
| Europe | 13.8 | 13.6 | 6.3 |
| **Total rental fleet** | **194.9** | **151.9** | **112.0** |
| ***Properties*** | | | |
| North America | 55.0 | 35.4 | 26.2 |
| **Total property** | **55.0** | **35.4** | **26.2** |
| **TOTAL** | **249.9** | **187.3** | **138.2** |

**Fleet Financing Facilities**

- Each rental fleet unit is individually financed through fleet financing facilities with financiers in each region.
- Rental fleet estimated asset values represent the expected sales value of all units held at 31 December 2021 based on current sales prices.
- Carrying value includes vehicles held for sale and recognised in inventory at 31 December 2021.
- Underlying debt is paid down faster than a vehicle's decline in value over its lifecycle, creating an intrinsic unrealised equity value in each vehicle.
- As at 31 December 2021, approximate Group cash held in the rental fleet across all segments is $82.9M. Refer to slide 32 for an example of the relationship between a vehicle's realisable sale value and its corresponding finance value over the vehicle's lifecycle.
- Ample facility headroom available to meet planned fleet capex.

**Properties**

- The estimated asset value of the North American properties is based on the most recent independent estimation of the properties. Refer to slide 25 for additional details.

# Canadian Owned Properties

Apollo owns four properties in Canada where rental branches are located. These properties have experienced significant capital growth in recent years increasing the equity held and are a potential source of future liquidity.

**Market Value***

$55.0M

**Carrying Value**

$35.4M

**Mortgage Debt Owed**

$26.2M

**Vancouver**

**Calgary**


**Toronto**


**Halifax**

* Based on the most recent independent estimation of the properties.

# Outlook

# FY22 Outlook

Apollo anticipates that the negative impact of COVID-19 will continue to subside in H2 FY22. Europe's restrictions remain relatively light and Canada is further easing international visitor testing requirements from 1 March 2022, after reopening international borders to fully vaccinated travellers on 7 September 2021.

With Australia's double dose vaccination rate now exceeding 90% lockdowns have been ceased and international borders were reopened to fully vaccinated eligible visa holders on 21 February 2022. Western Australia will also be opening it's borders on 3 March 2022, helping to further strengthen the Australian market. New Zealand's recovery pathway continues to lag behind the Company's other regions, however it is anticipated that border restrictions will begin to lift in coming months.

Apollo will purchase or manufacture new rental fleet for all regions, subject to OEM vehicle supply, and normal fleet sales programs have currently been deferred to ensure sufficient vehicles are retained on fleet to meet anticipated demand.

RV sales demand remains strong globally. While global RV supply chain issues have limited the Company's ability to deliver customer orders, forward orders in Australia remain high. Supply chain issues are expected to reduce in the medium term.

Whether on a combined group or stand-alone basis, depending on the outcome of the proposed merger with *thl,* Apollo is confident it has sufficient liquidity and capacity to navigate beyond the current challenges presented by COVID-19, supported by its current cash reserves, significant embedded equity in the rental fleet, reduced cost base and the easing of travel restrictions in key markets.

Due to the ongoing uncertainty of the current trading environment, Apollo is not in a position to provide earnings guidance for FY22, noting that:

- Fleet sizes in all regions other than Europe are significantly lower than pre-COVID-19 levels.
- Outbreak of the Delta variant in Q1 FY22 and the subsequent rapid spread of the Omicron variant in Q2 FY22 significantly impacted rental demand throughout H1 FY22 and continues to hinder consumer confidence in the initial months of H2 FY22.
- Supply chains continue to be impacted, which in turn affects manufacturing, rental fleet replenishment and retail sales delivery performance.
- Uncertainty remains as to how Governments and consumers will respond to any future COVID-19 outbreaks.

The Company expects to report a smaller loss in H2 FY22 compared to pcp. Apollo is well positioned to return to profitability with borders now reopening and sees no reason that it will not return to pre-COVID profit levels once there is a full recovery from COVID-19.

# Supporting Analysis

# Profit or Loss

| AUD $M | H1 FY22[1] | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| Rental income | 31.7 | 30.1 | 1.6 | 5.3% |
| Revenue from sale of goods | 109.1 | 129.6 | (20.5) | (15.8%) |
| Other revenue | 0.8 | 0.5 | 0.3 | 60.0% |
| **Total revenue** | **141.6** | **160.2** | **(18.6)** | (11.6%) |
| Costs | (127.9) | (150.3) | 22.4 | 14.9% |
| **EBITDA** | **13.7** | **9.9** | **3.8** | **38.4%** |
| Depreciation & amortisation | (11.8) | (14.8) | 3.0 | 20.3% |
| **EBIT** | **1.9** | **(4.9)** | **6.8** | **N/M** |
| Finance costs | (4.9) | (5.3) | 0.4 | 7.5% |
| **Loss before income tax** | **(3.0)** | **(10.2)** | **7.2** | **70.6%** |
| Income tax (expense)/benefit | 1.4 | 2.7 | (1.3) | (47.0%) |
| **Loss attributable to Apollo shareholders (exc *thl* merger transaction costs)** | **(1.6)** | **(7.5)** | **5.9** | **79.1%** |
| Basic EPS | (0.8) | (4.0) | 3.2 | 80.0% |

[1] The figures in the table above represent H1 FY22 statutory results, adjusted to remove $0.9M of *thl* merger transaction costs ($0.6M after tax) incurred during the period.

# Balance Sheet

| AUD $M | Dec-21 | Jun-21 | Dec-20 | Dec-21 vs Jun-21 | Dec-21 vs Dec-20 |
|---|---|---|---|---|---|
| Cash and cash equivalents | 26.2 | 45.5 | 37.8 | (19.3) | (11.6) |
| Intangibles | 23.4 | 23.3 | 23.1 | 0.1 | 0.3 |
| Inventories | 51.3 | 53.2 | 45.8 | (1.9) | 5.5 |
| Equity accounted investments[1] | 2.9 | 3.3 | 1.6 | (0.4) | 1.3 |
| Property, plant and equipment | 122.1 | 107.3 | 114.7 | 80.0 | 72.6 |
| Right-of-use asset | 88.2 | 102.1 | 117.9 | (79.1) | (94.9) |
| Other assets[2] | 21.3 | 22.0 | 19.5 | (0.7) | 1.8 |
| **Total assets** | **335.4** | **356.7** | **360.4** | **(21.3)** | **(25.0)** |
| | | | | | - |
| Payables | 16.1 | 22.3 | 18.4 | (6.2) | (2.3) |
| Borrowings (current + non-current) | 199.7 | 199.5 | 211.7 | 0.2 | (12.0) |
| Lease liability - land and buildings (current + non-current) | 44.9 | 48.3 | 47.4 | (3.4) | (2.5) |
| Provisions (current + non-current) | 5.4 | 4.9 | 4.1 | 0.5 | 1.3 |
| Income tax payable | - | 0.1 | 0.5 | (0.1) | (0.5) |
| Other payables[3] | 33.1 | 43.2 | 30.8 | (10.1) | 2.3 |
| **Total liabilities** | **299.2** | **318.3** | **312.9** | **(19.1)** | **(13.7)** |
| | | | | - | - |
| **Net assets** | **36.2** | **38.4** | **47.5** | **(2.2)** | **(11.3)** |
| | | | | | - |
| Net debt position[4] | 173.5 | 154.0 | 173.9 | 19.5 | (0.4) |
| Net tangible assets (NTA)[5] | 12.8 | 15.1 | 24.4 | (2.3) | (11.6) |
| NTA per share[6] | $0.07 | $0.08 | $0.13 | | |
| Book value of net assets per share[7] | $0.19 | $0.21 | $0.26 | | |
| Net debt / net debt + equity ratio (net of Intangibles) | 93.1% | 91.1% | 87.7% | | |
| Equity ratio[8] | 10.8% | 10.8% | 13.2% | | |
| | | | | | |
| Total no. of shares on issue at period end | 186,150,908 | 186,150,908 | 186,150,908 | | |

**Notes:**

1. Represents the Company's investment in Camplify.
2. Other assets is comprised of trade and other receivables, income tax refunds receivable, prepayments and other assets and deferred tax assets and other non-current asset balances, per the balance sheet.
3. Other payables is comprised of contract liabilities, unearned rental income, deferred tax liabilities and other liabilities, per the statement of financial position.
4. Represents total borrowings (excluding lease liabilities recognised on land and buildings under AASB 16), less cash and cash equivalents.
5. Represents equity, net of intangibles.
6. Calculated as NTA / total no. of shares on issue at period end.
7. Calculated as equity / total no. of shares on issue at period end.
8. Calculated as equity / total assets.

# Funding

- Debt facilities as at 31 December 2021 are summarised as follows:

| AUD $M | Total facility | | | | Drawn amount | | | | Undrawn amount | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Segment | Fleet financing | Floor plan | Bank Loans | COVID-19 Support Loans | Fleet financing | Floor plan | Bank Loans | COVID-19 Support Loans | Fleet financing | Floor plan | Bank Loans | COVID-19 Support Loans |
| Australia | 47.6 | 46.0 | N/A | 24.0 | 38.5 | 29.1 | N/A | 24.0 | 9.1 | 16.9 | N/A | 0.0 |
| New Zealand | 25.1 | 1.9 | N/A | N/A | 23.0 | 0.5 | N/A | N/A | 2.1 | 1.4 | N/A | N/A |
| North America | 103.7 | 0.0 | 26.3 | 3.3 | 44.2 | N/A | 26.2 | 3.3 | 59.5 | N/A | 0.1 | 0.0 |
| Europe | 10.0 | 0.9 | 2.0 | 1.9 | 6.3 | 0.7 | 2.0 | 1.9 | 3.7 | 0.2 | 0.0 | 0.0 |
| **Facility totals** | **186.4** | **48.8** | **28.3** | **29.2** | **112.0** | **30.3** | **28.2** | **29.2** | **74.4** | **18.5** | **0.1** | **0.0** |
| **Group total** | | | | **292.7** | | | | **199.7** | | | | **93.0** |
| Debt from lease liabilities recognised on leases previously classified as operating leases | | | | | | | | 45.0 | | | | |
| Cash and cash equivalents | | | | | | | | (26.2) | | | | |
| **Net debt** | | | | | | | | **218.5** | | | | |



apollo TOURISM & LEISURE LTD

# Example: Rental Fleet Debt/Value Relationship

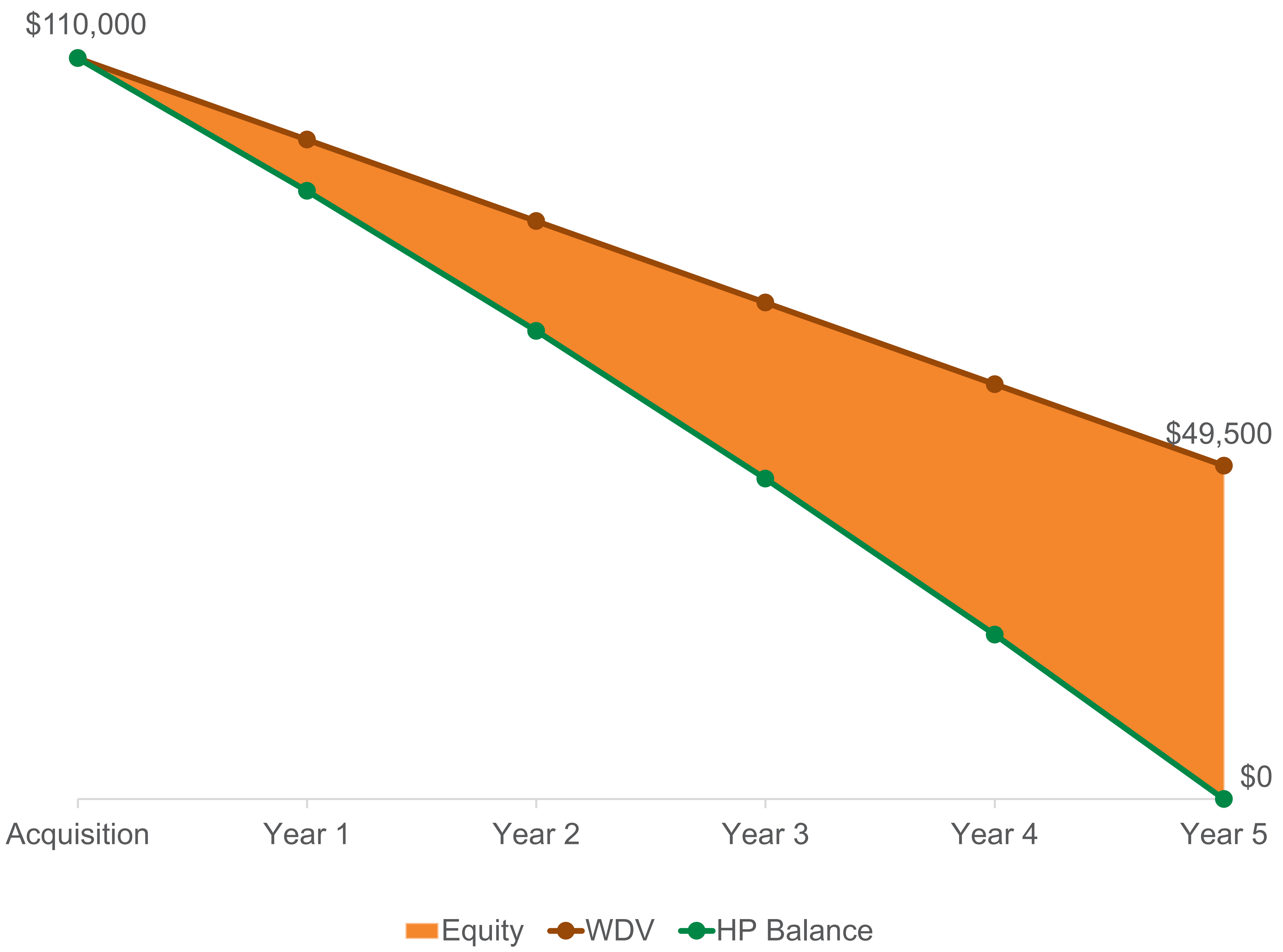
The following graph demonstrates the relationship between the fleet finance balance and the corresponding WDV of an example 6 Berth rental fleet vehicle in Australia, from acquisition date, to disposal, at the end of the vehicle's rental lifecycle. *Note: the following figures are for illustrative purposes only.

**Assumptions:**

| | |
|---|---|
| Assumed wholesale purchase price | $110,000 |
| Finance value | $110,000 |
| Finance term | 5 years |
| Finance interest rate | 5.50% p.a. |
| Depreciation rate | 11.00% p.a. |
| Rental lifecycle | 5 years |
| Sale price at disposal | Assumed equal to WDV |

**Comments:**

- Each vehicle acquired has an intrinsic unrealised value at acquisition date, with the wholesale purchase price being lower than market retail price.
- Value continues to increase as the vehicle ages, with debt being repaid at a faster rate than depreciation.
- Actual fleet lifecycles, depreciation rates and market sale prices may vary depending on prevailing market conditions in any given year.
- It is Apollo's policy to adopt depreciation rates that reduce the book value to the approximate net realisable value at the end of the vehicle's lifecycle.



# Net Current Liability Position

The Company is in a net current liability position as at 31 December 2021 of $73.5M. In accordance with AASB 101 Presentation of Financial Statements, the rental fleet borrowings payable in the next 12 months, including those repayable on demand, are treated as current liabilities including $20.1M of lease liabilities, $47.5M of loans from financiers and $12.0M of COVID-19 support loans, with the assets that are being financed included as non-current assets. This results in current liabilities being in excess of current assets in the statement of financial position as at 31 December 2021.

The Directors consider that the Company will generate sufficient operating cash flows to finance its ongoing operations and meet its financial obligations. Accordingly, the financial report has been prepared on a going concern basis. Refer to Note 1, Significant accounting policies, located in the financial statements for further information of the Directors' conclusion in relation to the going concern basis of accounting.

The financing arrangements for retail and rental vehicles of the Company are shown below by combining the total current and non-current liabilities and aligning this with the related asset value:

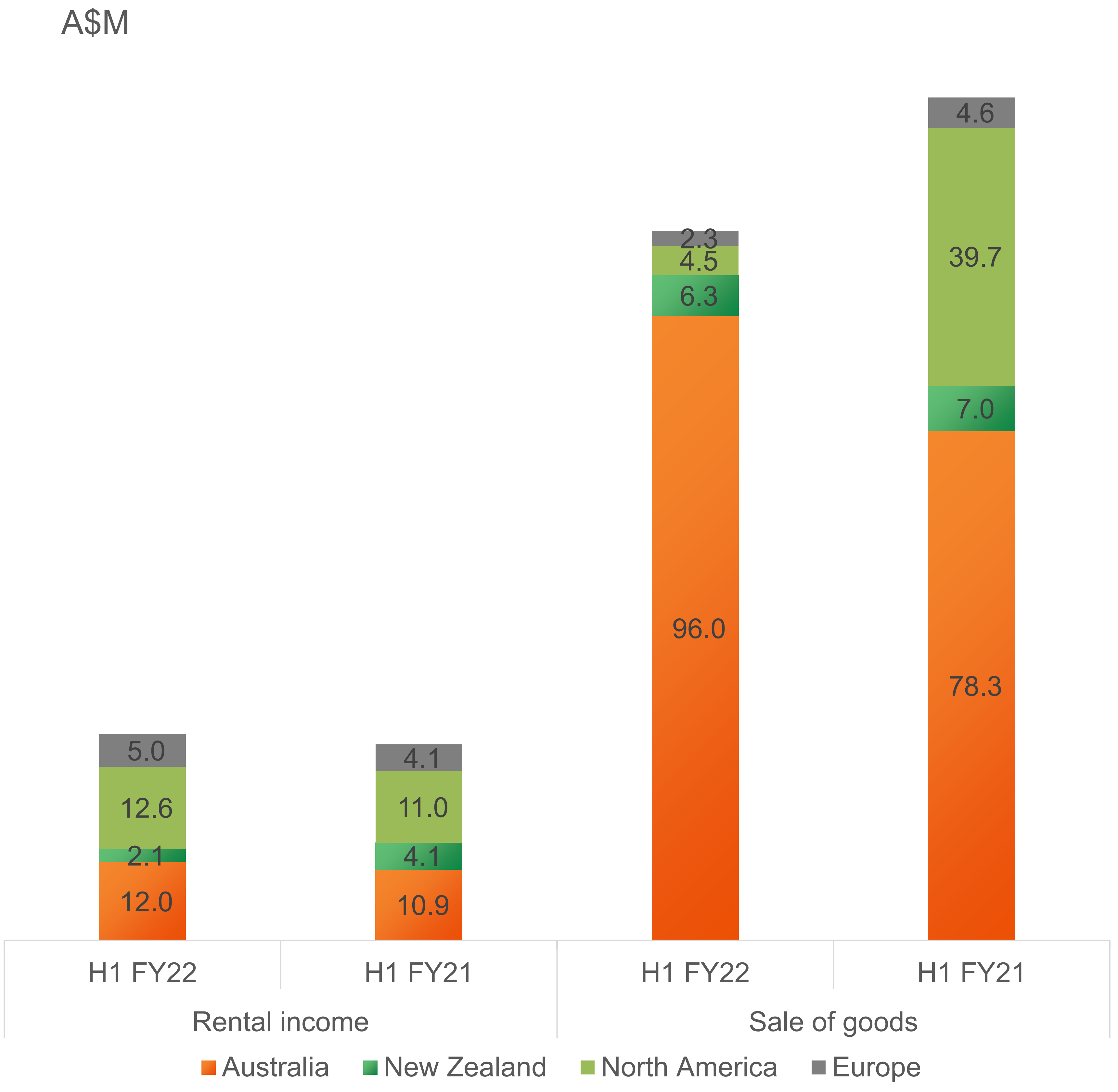
| Borrowings (AUD $M) | Related asset | Asset | Liability | Difference |
|---|---|---|---|---|
| **Vehicle financing** | | | | |
| Floor plan and loans from other financiers | New and used vehicles for retail sale and motor vehicle PPE | 114.8 | 97.3 | 17.5 |
| Lease liability - rental fleet | Motor vehicles: ROU asset | 65.2 | 44.9 | 20.3 |
| | | **180.0** | **142.2** | **37.8** |



apollo TOURISM & LEISURE LTD

# Revenue

| AUD $M | H1 FY22 | H1 FY21 | $ Change | % Change |
|---|---|---|---|---|
| **Rental income** | | | | |
| Australia | 12.0 | 10.9 | 1.1 | 10.1% |
| New Zealand | 2.1 | 4.1 | (2.0) | (48.8%) |
| North America | 12.6 | 11.0 | 1.6 | 14.5% |
| Europe | 5.0 | 4.1 | 0.9 | 22.0% |
| | **31.7** | **30.1** | **1.6** | **5.3%** |
| **Sale of ex-rental fleet** | | | | |
| Australia | 6.3 | 14.1 | (7.8) | (55.3%) |
| New Zealand | 5.4 | 5.2 | 0.2 | 3.8% |
| North America | 4.3 | 39.6 | (35.3) | (89.1%) |
| Europe | 2.3 | 3.6 | (1.3) | (36.1%) |
| | **18.3** | **62.5** | **(44.2)** | **(70.7%)** |
| **Sale of RVs** | | | | |
| Australia | 89.7 | 64.2 | 25.5 | 39.7% |
| New Zealand | 0.9 | 1.8 | (0.9) | (50.0%) |
| North America | 0.2 | 0.1 | 0.1 | 100.0% |
| Europe | - | 1.0 | (1.0) | 100.0% |
| | **90.8** | **67.1** | **23.7** | **35.3%** |
| **Other Income** | | | | |
| Australia | - | 0.6 | (0.6) | 100.0% |
| New Zealand | - | - | - | 0.0% |
| North America | - | 0.4 | (0.4) | 100.0% |
| Europe | 0.4 | - | 0.4 | 100.0% |
| | **0.4** | **1.0** | **(0.6)** | **(60.0%)** |
| Other/eliminations | 0.4 | (0.5) | 0.9 | N/M |
| **Total revenue** | **141.6** | **160.2** | **(18.6)** | **(11.6%)** |
| | | | | |
| **Segment split** | | | | |
| Australia and other | 108.4 | 89.3 | 19.1 | 21.4% |
| New Zealand | 8.4 | 11.1 | (2.7) | (24.3%) |
| North America | 17.1 | 51.1 | (34.0) | (66.5%) |
| Europe | 7.7 | 8.7 | (1.0) | (11.5%) |
| | **141.6** | **160.2** | **(18.6)** | **(11.6%)** |






apollo TOURISM & LEISURE LTD

# EBIT Margin

| AUD $M | H1 FY22[1] | H1 FY21 | Change |
|---|---|---|---|
| Australia | (0.6%) | (7.8%) | 7.2% |
| New Zealand | (35.7%) | (23.4%) | (12.3%) |
| North America | 22.2% | 3.3% | 18.9% |
| Europe | 26.0% | 10.3% | 15.6% |
| **Total** | 1.3% | (3.1%) | **4.4%** |

# EBITDA Margin

| AUD $M | H1 FY22[1] | H1 FY21 | Change |
|---|---|---|---|
| Australia | 5.6% | 1.6% | 4.1% |
| New Zealand | (7.1%) | 5.4% | (12.5%) |
| North America | 35.1% | 8.0% | 27.1% |
| Europe | 32.5% | 17.2% | 15.2% |
| **Total** | **9.7%** | **6.2%** | **3.5%** |

- While corporate overhead allocation is reviewed annually, the Australian segment retains the majority share of such costs.
- The tourism industry is subject to seasonal fluctuations with peak demand for tourism attractions and transport occurring in summer months. Accordingly, Apollo's results are skewed to the first half. Earnings in Australia and New Zealand are typically generated over the southern hemisphere summer months, while earnings in North America and Europe are generated over the northern hemisphere summer.

[1] Australian segment EBIT excludes $0.9M of *thl* merger costs incurred in H1 FY22.

# Funds Employed

| AUD $M | Average Funds[2] | | | Period End Funds | | |
|---|---|---|---|---|---|---|
| | H1 FY22 | H1 FY21 | Change | Dec-21 | Jun-21 | Change |
| Australia | 130.9 | 168.3 | (22.2%) | 117.1 | 144.7 | (19.1%) |
| New Zealand | 44.4 | 66.1 | (32.9%) | 35.9 | 52.8 | (32.0%) |
| North America | 68.5 | 91.3 | (25.0%) | 75.4 | 61.5 | 22.6% |
| Europe | 4.6 | 8.5 | (45.9%) | 4.6 | 4.6 | 0.0% |
| Other/eliminations[1] | (41.8) | (43.7) | 4.3% | (40.5) | (43.1) | 6.0% |
| **Total Segment Funds Employed** | **206.5** | **290.5** | **(28.9%)** | **192.5** | **220.5** | **(12.7%)** |
| Net deferred tax position | (6.7) | (12.6) | 47.2% | (5.8) | (7.5) | 22.7% |
| **Total Net Funds Employed** | **199.9** | **277.9** | **(28.1%)** | **186.7** | **213.0** | **(12.3%)** |

| Calendar Year ROFE | H1 FY22[3] | H1 FY21 | Change |
|---|---|---|---|
| Australia | N/M | N/M | N/M |
| New Zealand | N/M | 2.1% | N/M |
| North America | 2.8% | N/M | N/M |
| Europe | 21.7% | N/M | N/M |
| **Total** | **N/M** | **N/M** | **N/M** |

1. Other/eliminations segment represents the elimination of inter-entity charges, foreign currency translation adjustments on loans between segments and amortisation of internally generated intangibles on acquisitions.
2. Average funds are calculated as the average of the closing period end funds.
3. Australian segment EBIT used to calculate the Calendar Year ROFE excludes $0.9M of *thl* merger costs incurred in H1 FY22.

TOURISM & LEISURE LTD

**Luke Trouchet**
CEO and Managing Director

**Kelly Shier**
CFO

**T** (+61) 7 3265 9222 | **E** info@apollotourism.com | **W** apollotourism.com