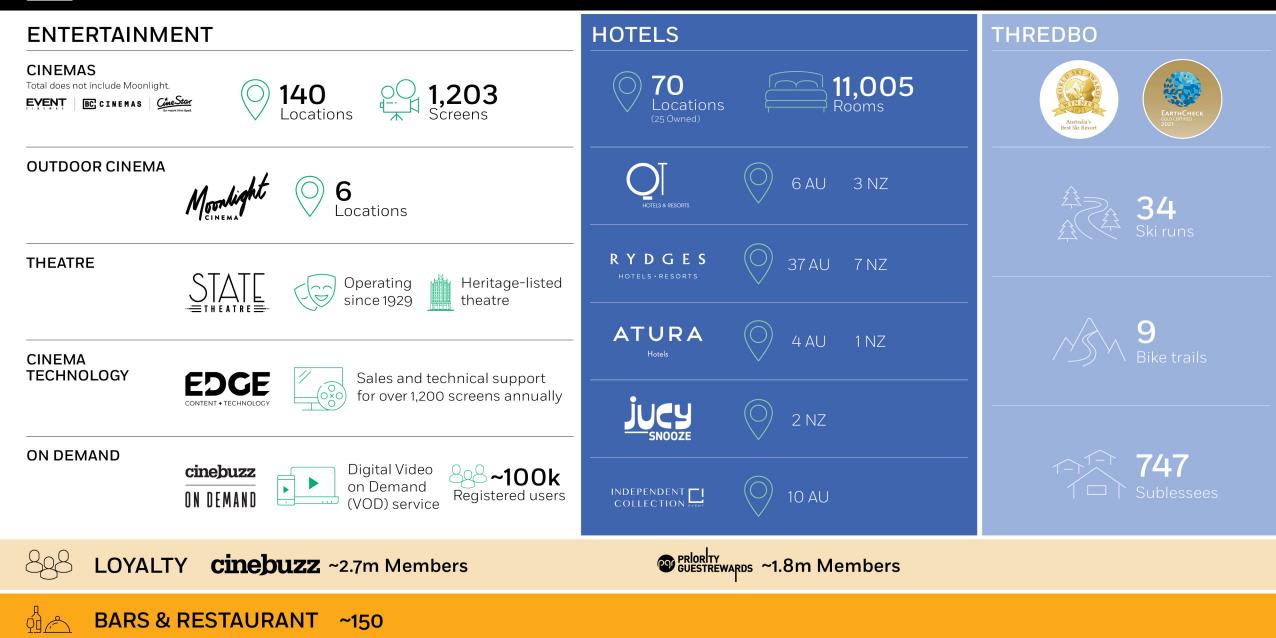




Ord Minnett Leisure, Tourism & Gaming Conference 24 March 2022

### **PROPERTY** Total portfolio fair value of ~A\$2bn



## Strategic priorities

### Grow revenue above market

Agile COVID-safe operations

Enhanced brands and pricing models

Experience innovation and expansion



### Maximise assets

Divestment strategy

Targeted investment in core assets

Progress major developments



### **Business transformation**

Insight led customer experience enhancement

Innovative customer and operating technology

ELEVATE People, Social, Environment

3

# Property portfolio

~\$2 billion





## Property

### \$2 billion property portfolio

# \$194.4 million

proceeds from divestments

### **Future growth** strong progress on key projects

## Value created

\$7m Thredbo bed rights revenue

### **Property strategy**

Owner of operating assets, principally hotels, and other properties that have potential to be developed into an operating asset.

Divestment of non-core property strategy announced in 2021 and on-track to realise targeted pre-tax proceeds of \$250 million.

### Key asset upgrades

Rydges Melbourne closed for refurbishment and expansion of conference facilities, reopening mid 2023.

QT Gold Coast remains open during refurbishment of rooms, conferencing, and creation of new revenue-generating areas.

Cinema of the Future upgrades of Chermside and Innaloo in progress.



### Major developments

525 George Street progressing well, stage 2 DA submission in June 2022. Sales agent in the process of being appointed for residential market process. Construction estimated to commence FY24.

458-472 George Street commercial office tower stage 1 DA submitted for approval.

### Other developments

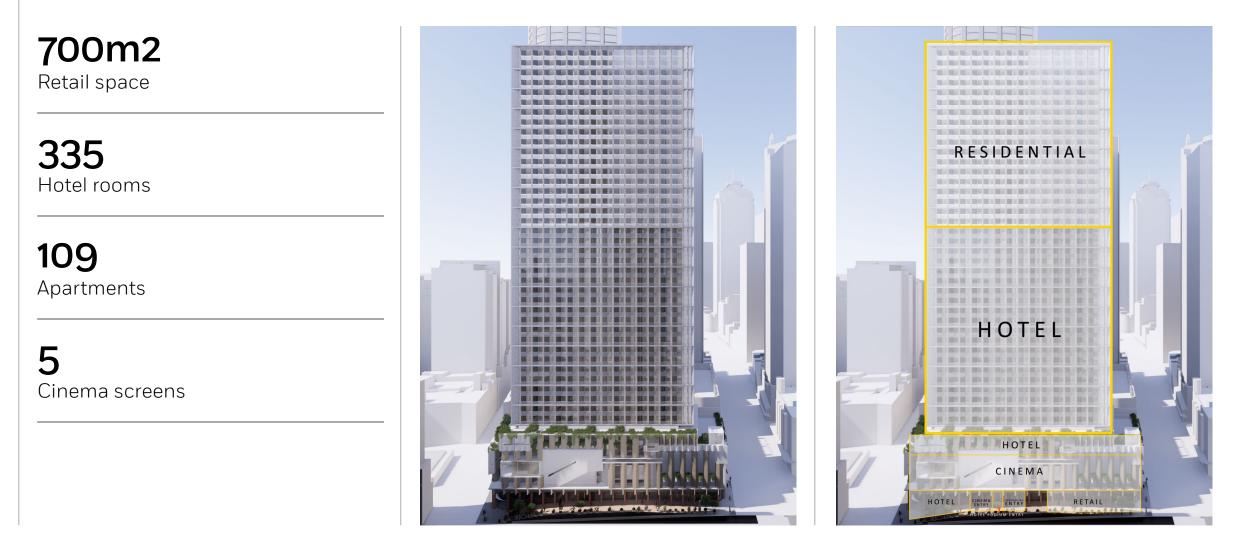
Strategy to unlock unutilised bed rights in Thredbo, revenue of \$7 million in H1. Thredbo development projects underway.

Jucy Snooze Auckland to open in 4<sup>th</sup> quarter of calendar year.

Stepped acquisition of Rydges Latimer Christchurch from 16% to 70% (currently) and 100% (2023).

## 525 George Street, Sydney

Subject to final design and DA approvals



## 458-472 George Street, Sydney

Subject to final design and DA approvals

## **320m2** Retail space

**72** Additional hotel rooms

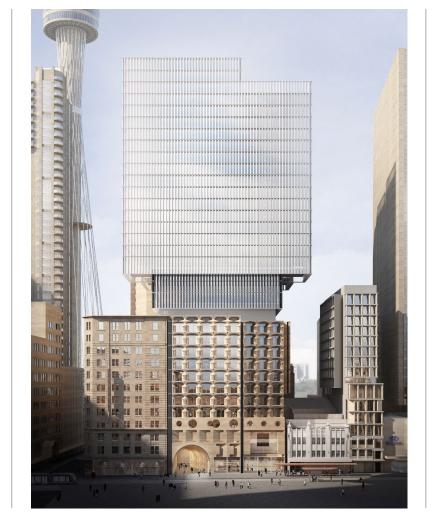
**34,000m2** Commercial office space

# QT rooftop bar

Extension of existing hotel

**Conference** 

Extension of existing hotel





# Hotels

## Hotel brands

### We cover the market from premium to budget experiences





9 hotels | 1,542 rooms

*QT Newcastle opening May 2022* 

## R Y D G E S



44 hotels | 7,218 rooms





5 hotels | 663 rooms





2 hotels | 98 rooms

*New Jucy Snooze Auckland flagship hotel opening late 2022* 

# INDEPENDENT

10 hotels | 1,484 rooms | 4 tiers

South Terrace Hotel opening October 2022





9

## **Competitive advantages**

### Customer obsessed

### **Powerful distribution**

### More agile

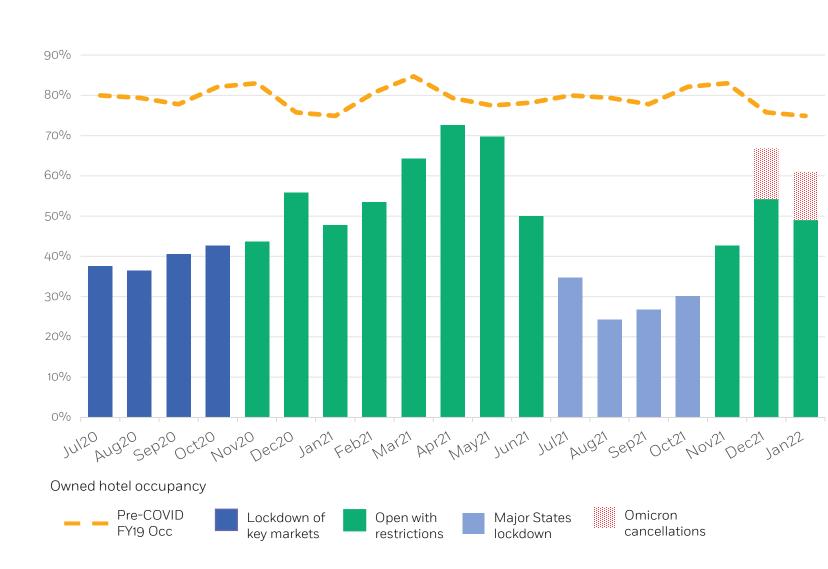
### Think like an owner







## Demand returns after lifting of restrictions



## Strong rate recovery when restrictions ease



# **Projects underway**

## Rydges Melbourne

## Rydges Melbourne

RYDGES \*07ELS #ESORTS

. .

## QT Gold Coast

RUN CONTRACTOR

# QT Gold Coast



## JUCY Snooze Auckland

JUCY

inita

. .

Leased property

L

## JUCY Snooze Auckland

States

12.418

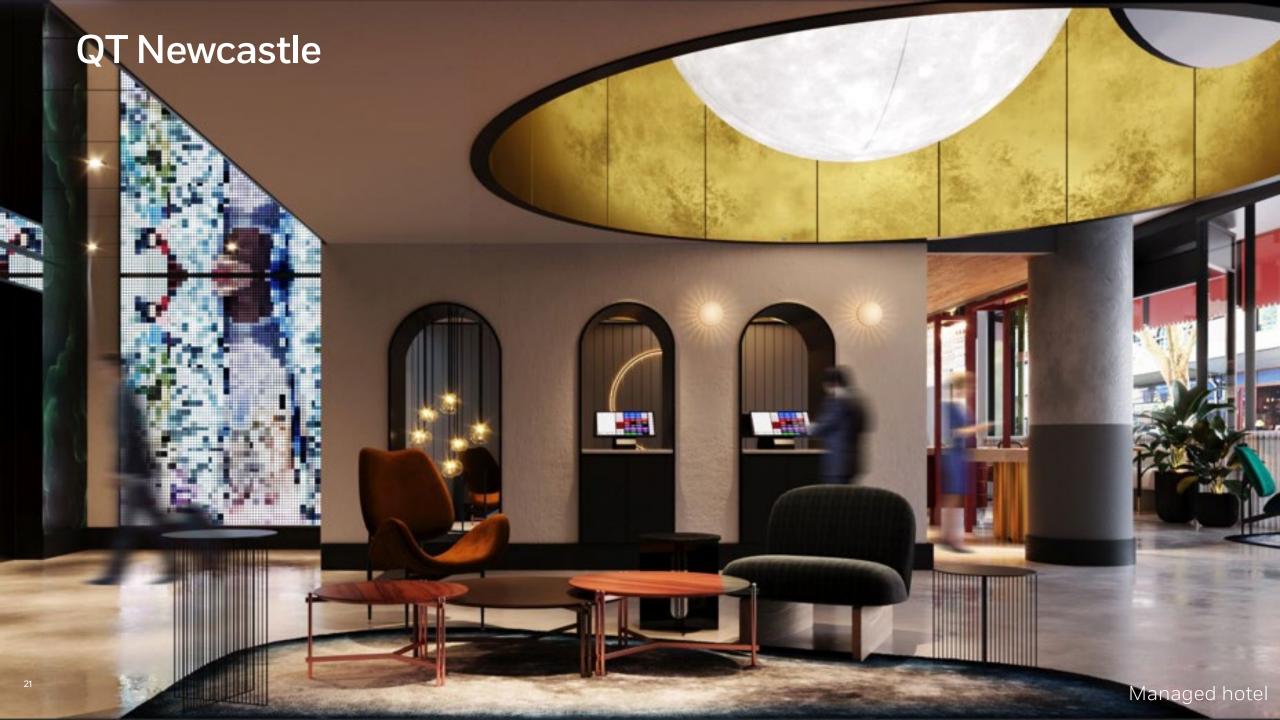
172

1117

665

## JUCY Snooze Auckland





## **QT** Newcastle

Managed hotel

eap

# QTNewcastle

Managed hotel

# Atura next generation

D,

Atura guest room concept

Australia's premier year round alpine resort









## Australia's best ski resort

attracting +850,000 visitors per year

### Australia's longest ski runs

### Australia's only alpine gondola & lift-accessed mountain biking park

### Australia's largest network of lift accessed gravity mountain bike trails

& hiking trails including the iconic Mt Kosciuszko

### Australia's first EarthCheck Gold accredited alpine resort





Australia's premier year round alpine resort



### **Leased until 2057** from the State of New South Wales

### +700 subleases

### **Operating income**

includes lift ticket sales, ski school, equipment rental, accommodation, food and beverage

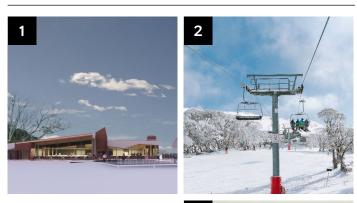
### Development strategy



Future initiatives



### FY 23/24





1. Merritts Mountain House Preliminary Construction

3.Cruiser MTB Park Stage 3

2.Snowgums Chair replacement

FY 21/22

1





FY 22/23

1. Cruiser MTB Park Stage 2

2.Alpine Coaster



- 1. Friday Flat Fan Gun Upgrade
- replacement

2.Cruiser MTB Park Stage 1



3.Friday Flat Children's Outside Play

# Entertainment

Cinema of the future

## Premiumisation

Cinema of the future strategy

### Range of experiences, maximising auditorium returns

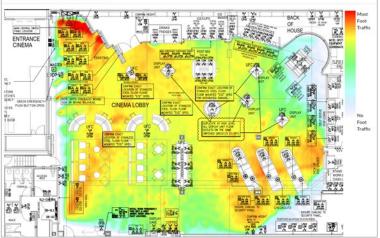
## Optimisation

## Technology





#### Selected Duration: 01-Apr-2021 to 28-/





## Premiumisation

Cinema of the future strategy



EVENT | GOLD CLASS



EVENT | BOUTIQUE



EVENT | V-MAX



**IMAX** 

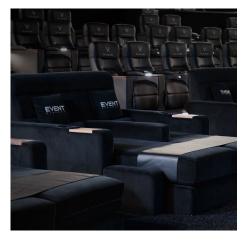




ORIGINAL

**EVENT** 



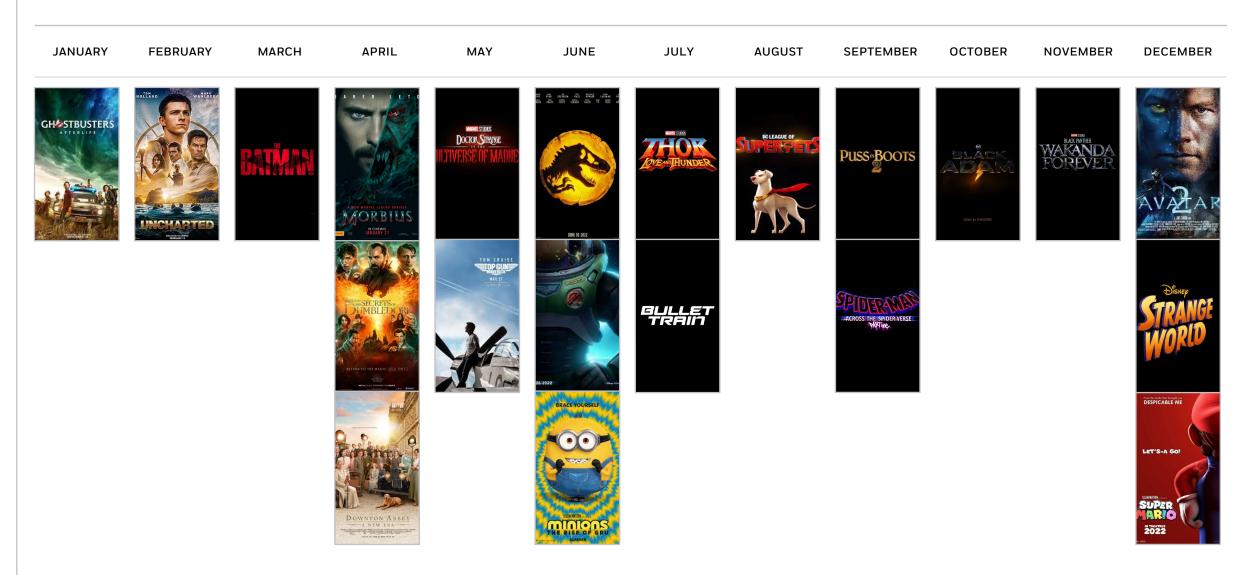


YOUR CINEMA | YOUR WAY



## Solid film line-up

2022



# Group

## Strong signs of recovery H1 2021/22

## EBITDA \$64.1m

+\$95.1m turnaround

### **\$75.1m savings** Strong active cost management

## \$194.4m divested

+35.1% above recent valuations

### **Net debt down** To \$292.3m (pre-COVID level)

## **Positive outlook**

Proven pent-up demand

## Group revenue \$438 million, up 54.8% on prior year

Entertainment benefited from blockbuster releases and the German Bridging Aid III subsidy.

Hotels achieved greater than fair market share and strong ARR growth.

Thredbo's new business model delivered good results before Government mandated closure.

## Divestments on-track: \$194.4 million to date

Non-core assets including Canberra Civic, Rydges Bankstown and Newcastle cinema and underperforming asset QT Falls Creek sold in the half year.

Gross proceeds to date exceeded most recent valuations by 35.1%.

Additional proceeds of \$7 million realised from Thredbo property strategy.

# 2

### Normalised EBITDA turnaround from a 2020 loss of \$31.1 million to a profit of \$64.1 million

Entertainment results partially offset by impact of materially harsher COVID-19 restrictions on Hotels and Thredbo.

Continued strong cost discipline resulting in \$75.1 million active cost management in this period.

### Strong balance sheet

Divestments and improved trading performance reduced net debt to \$292.3 million at 31 December 2021, consistent with pre-COVID-19 levels.

Strong position to navigate current COVID challenges and progress growth projects.



HOSPITALITY & ENTERTAINMENT

The EVENT Group results are prepared under Australian Accounting Standards, and also comply with International Financial Reporting Standards ("IFRS"). This presentation includes certain non-IFRS measures, including the normalised profit concept. These measures are used internally by management to assess the performance of the business, make decisions on the allocation of resources and assess operational performance. Non-IFRS measures have not been subject to audit or review. however all items used to calculate these non-IFRS measures have been derived from information used in the preparation of the reviewed financial statements. Included in the Appendix 4D for the half year ended 31 December 2021 is a reconciliation of the Normalised Result to the Statutory Result.

Thank you