



# Q3 24

TRADING UPDATE

EXPERIENCE CO LIMITED | Q3 24 TRADING UPDATE | APRIL 2024

**EXPERIENCE**CO

TREETOPS ADVENTURES | CANBERRA | AUSTRALIA

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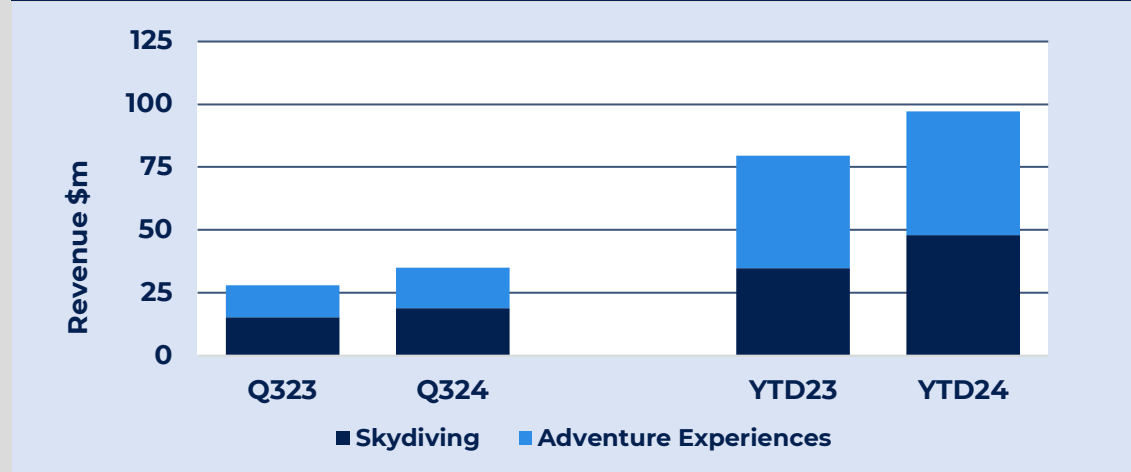
# Q3 24 TRADING UPDATE

Revenue growth achieved across both operating segments

## GROUP FINANCIAL OVERVIEW<sup>(1)</sup>

\$ MILLION	Q3 24	Q3 23	Change %	YTD 24	YTD 23	Change %
SKYDIVING	18.9	15.3	23%	48.0	34.8	38%
ADVENTURE EXPERIENCES	16.1	12.8	26%	49.3	44.8	10%
<b>SALES REVENUE</b>	<b>35.0</b>	<b>28.1</b>	<b>24%</b>	<b>97.3</b>	<b>79.6</b>	<b>22%</b>
<b>UNAUDITED U/EBITDA<sup>(1)(2)</sup></b>	<b>4.9</b>	<b>2.4</b>	<b>104%</b>	<b>12.0</b>	<b>8.2</b>	<b>46%</b>

## OPERATING SEGMENT REVENUE SUMMARY<sup>(1)</sup>



### NOTES:

(1) Financial results for the year ending 30 June 2024 are unaudited. These results remain subject to audit.

(2) U/EBITDA = Underlying EBITDA. EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ("AAS"). EBITDA represents the profit under AAS adjusted for impairment, interest, income taxes, depreciation and amortization. Underlying EBITDA represents EBITDA adjusted for acquisition-related transaction costs, restructure costs and other significant items, and net gains and losses on the sale of assets. Refer to Note 2 to the FY23 audited financial statements for a reconciliation between statutory profit/(loss) and underlying EBITDA.

(3) PCP = prior comparable period (Q3 FY23)

## Q3 24 TRADING

- Continued improvement in earnings operating leverage consistent with higher volumes and business in the Skydive and Reef Unlimited segments
- Growth driven by continued return of inbound markets, including increased visitation of Chinese customers throughout the quarter and the Lunar New Year holiday period
- Pleasing performance given impact of unfavourable weather events during Christmas/New Year holiday period and continued challenging macroeconomic environment
- Skydiving trading driven by continued strong performance in New Zealand with the Australian business impacted during January by weather conditions. Both markets experienced increased volumes on a PCP<sup>(3)</sup> basis
- Adventure Experiences growth driven by strong trading for Reef Unlimited, whilst Treetops Adventure and Wild Bush Luxury performed in line with PCP<sup>(3)</sup>
- Management has commenced a dedicated cost efficiency programme targeting corporate and operating costs within the business

## APRIL 24 TRADING

- Q3 24 operating momentum has continued in April with all operating segments seeing volumes consistent with Australian and NZ School holiday trading

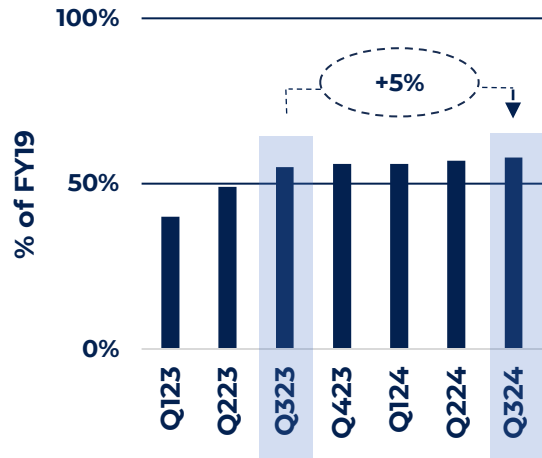
# SKYDIVING

Continued volume improvement in both markets

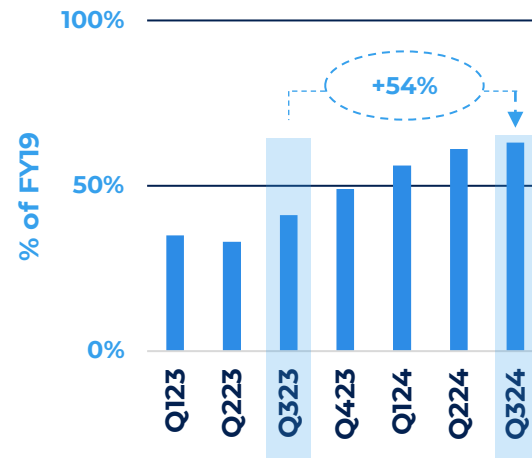
## SKYDIVING REVENUE<sup>(1)</sup>

\$ MILLION	Q3 24	Q3 23	Change %	YTD 24	YTD 23	Change %
SKYDIVING REVENUE	18.0	13.8	30%	44.0	31.1	41%
AVIATION & OTHER REVENUE <sup>(2)</sup>	0.9	1.5	(40%)	4.0	3.8	5%
<b>REVENUE</b>	<b>18.9</b>	<b>15.3</b>	<b>23%</b>	<b>48.0</b>	<b>34.8</b>	<b>38%</b>

## SKYDIVING AUSTRALIA VOLUME



## SKYDIVING NEW ZEALAND VOLUME



### NOTES:

- (1) Financial results for the year ending 30 June 2024 are unaudited. These results remain subject to audit.
- (2) Income that is related to aircraft maintenance, aircraft cross-hire and other revenues not related to skydiving PAX.
- (3) PCP = prior comparable period (Q3 FY23)

## COMMENTARY

- Q3 24 ~36,000 Tandem PAX or ~60% of pre-pandemic volumes
- Volume growth achieved in Australia despite weather interruptions in South-East Queensland during January
- Volume growth more pronounced in New Zealand due to the strong return of inbound markets to Queenstown
- Average revenue per pax and photo and video % trended above PCP<sup>(3)</sup> in both markets, continuing YTD trend
- Aviation revenues impacted by a lower level of third-party freight/cross-hire activity due to one less aircraft in fleet following the VH-UMV incident in October 2023
- Margins improved in line with volume recovery and operating leverage
- Continued focus on optimising operations to improve margin performance, balancing availability of operating capacity for volume recovery and more gradual return of inbound markets
- Business retains required operating leverage to execute recovery as inbound markets improve to pre-pandemic levels

# ADVENTURE EXPERIENCES

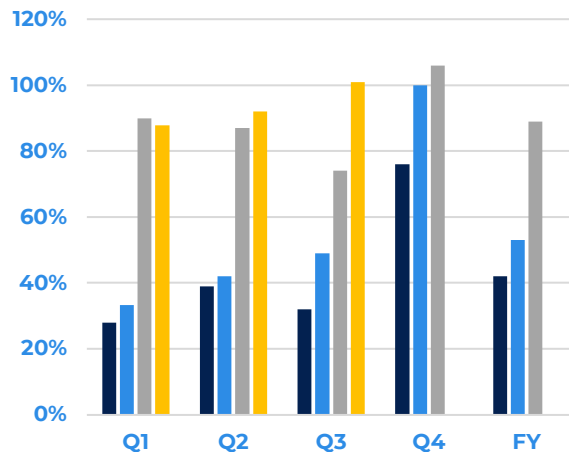
Volumes remained resilient

## ADVENTURE EXPERIENCES REVENUE<sup>(1)</sup>

\$ MILLION	Q3 24	Q3 23	Change %	YTD 24	YTD 23	Change %
REVENUE	16.1	12.8	26%	49.3	44.8	10%

### REEF UNLIMITED

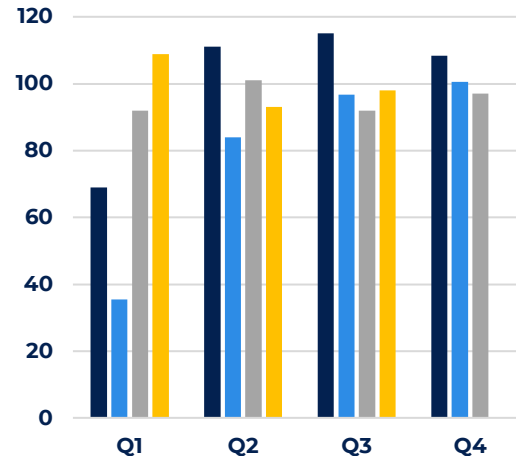
PAX FY19 %



■ FY21: 111k PAX    ■ FY22: 141k PAX  
 ■ FY23: 238k PAX    ■ FY24 YTD: 197k PAX

### TREETOPS ADVENTURE

PAX (000s)



■ FY21: 404k PAX    ■ FY22: 317k PAX  
 ■ FY23: 383k PAX    ■ FY24 YTD: 300k PAX

## COMMENTARY

- Revenue growth vs. PCP<sup>(2)</sup> driven by Reef Unlimited
- Reef Unlimited achieved strong growth in volume and revenue vs. PCP<sup>(2)</sup> despite lingering impacts of TC Jasper on TNQ region
  - Volume at ~100% of FY19 levels and up +36% vs. PCP<sup>(2)</sup>
  - Cairns has recovered relatively quicker than Port Douglas post TC Jasper
  - Increased Chinese visitation during Lunar New Year period and return of cruise ship activity helped support volumes
  - Average revenue per customer remained higher than PCP<sup>(2)</sup>
- Treetops Adventure traded well during Q3 24, with total volume up +6% vs. PCP<sup>(2)</sup> driven by consistent volume at existing sites and incremental volume from Taronga Zoo (re-opened Q4 FY23)
  - Both Cape Tribulation site (closed for most of Q3 24) and new Canberra site opened at end of March in time for Easter
  - Average yield per customer lower than PCP<sup>(2)</sup> due to customer mix and higher proportion of school groups
- Wild Bush Luxury revenue in line with PCP<sup>(2)</sup> but continues to experience a post COVID correction from the peak trading period of FY22
- Continued focus on improving efficiency of operations to mitigate impact of cost pressures associated with inflationary environment

### NOTES:

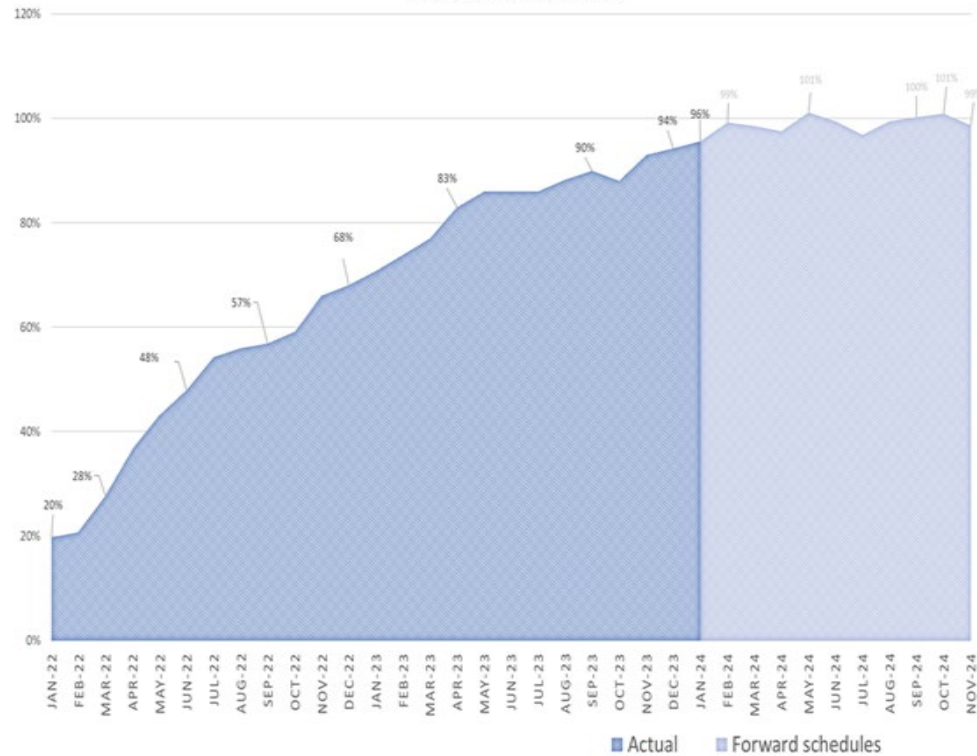
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# AUSTRALIA'S INBOUND DEMAND RECOVERY CONTINUES

Aviation seat capacity continues to recover with forward schedules indicating that capacity will remain around 100% of 2019 throughout most of CY2024. Holiday visitation has now overtaken VFR in volume and is 71% recovered

### % OF INBOUND SEATS RETURNING TO AUSTRALIA (COMPARED TO SAME MONTH IN 2019)

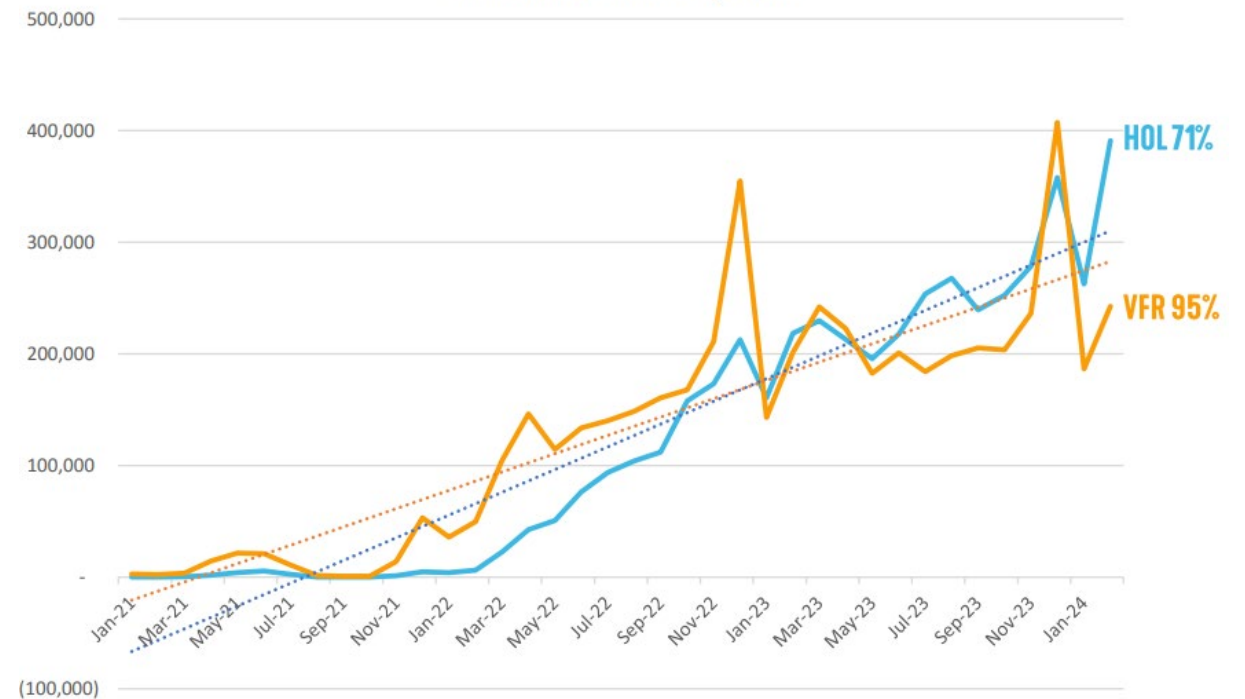
SOURCE: CIRIUM SRS ANALYSER



Source: Cirium SRS Analyser air schedules data

### VFR AND HOLIDAY TRAVEL VOLUMES

Jan 2021 to February 2024

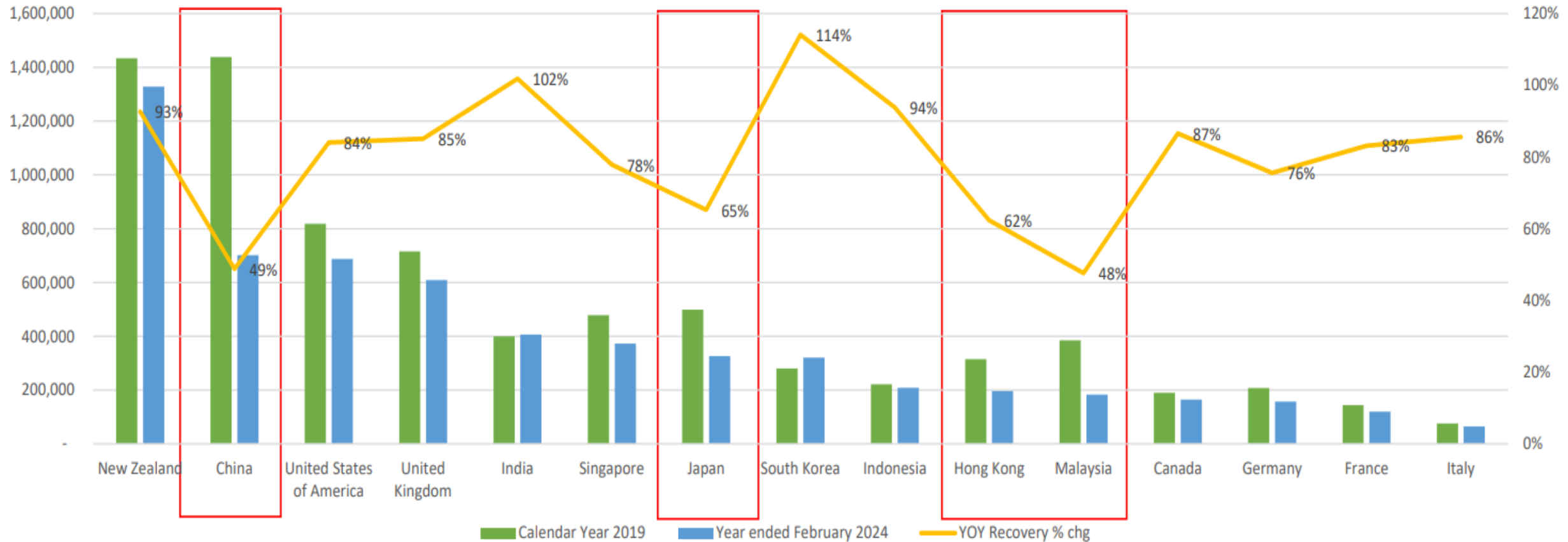


Source: Australian Bureau of Statistics ("ABS") short-term arrivals data

# AUSTRALIA'S INBOUND DEMAND RECOVERY CONTINUES

Most of Australia's core inbound markets are tracking a recovery rate of >70% vs 2019. Key outperformers are India and South Korea along with NZ, UK and USA. China's recovery is not as advanced however volume of visitors now ranks it in the top 2 markets after a relatively short space of time

**ABS SHORT-TERM ARRIVALS**  
Rolling YTD February 2024 recovery



Source: Australian Bureau of Statistics ("ABS") short-term arrivals data

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