



Skydive the Beach

GROUP LIMITED

FY16 Results Presentation
August 2016

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AGENDA

- ① FY16 Results Review
- ② FY16 Highlights
- ③ Strategy
- ④ Dividend



FINANCIAL HIGHLIGHTS – STRONG GROWTH IN FY16

	FY16 ACTUAL	FY15 ACTUAL	GROWTH (%)
Bookings	167,331	74,900	123%
Tandems	138,215	61,069	126%
Revenue (\$m)	58.5	26.3	122%
EBITDA (\$m)	13.5	6.0	123%
Average Sale (\$)	\$423	\$421	0.5%

FINANCIAL HIGHLIGHTS – UNDERLYING EBITDA * VS FY16 GUIDANCE

	FY16 FORECAST	FY16 ACTUAL
Revenue (\$m)	54.9	58.5
EBITDA (\$m)	13.5	13.5
EBITDA (%)	24.5%	23.0%
One-off items * (\$m)	-	0.9
Underlying EBITDA (\$m)	13.5	14.4
Underlying EBITDA (%)	24.5%	24.6%

* Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off

FINANCIAL HIGHLIGHTS – REVENUE & UNDERLYING EBITDA VS GUIDANCE

	REVENUE	EBITDA
FY16 Forecast (\$m)	54.9	13.5
FY16 Actual above forecast (\$m)	3.5	0.9
Total FY16 (\$m)	58.5	14.4

* Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off

FINANCIAL HIGHLIGHTS – UNDERLYING FY16 NPAT *

	FY16 ACTUAL
NPBT (\$m)	9.2
One-off items * (\$m)	0.9
Underlying NPBT (\$m)	10.1
Income Tax ** (\$m)	(2.3)
Underlying NPAT (\$m)	7.8

- Underlying NPAT takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off
- ** Assumed 30% income tax rate on one-off items

FINANCIAL HIGHLIGHTS – UNDERLYING EBITDA * SEGMENT REPORTING

	FY16 AUS	FY16 NZ	FY16 TOTAL
Revenue (\$m)	48.7	9.8	58.5
EBITDA (\$m)	9.7	3.8	13.5
One-off items * (\$m)	0.9	0	0.9
Apportionment of costs ** (\$m)	0.7	(0.7)	-
Underlying EBITDA (\$m)	11.3	3.1	14.4
Underlying EBITDA (%)	23.2%	31.6%	24.6%

- Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off
- ** Apportionments of costs are management representations of amounts that Australia has incurred on behalf of NZ

HIGHLIGHTS FOR FY16

- ✓ **Growth** delivered organically and through acquisition
 - Finished ahead of management expectations
 - Tandem bookings increased by more than 123% (YoY) FY16 vs FY15;
 - Tandem jumps up more than 126% (YoY) FY16 vs FY15 (due to increased bookings and greater processing rates);
- ✓ **Successful capital raising for \$19.6m**, oversubscribed by strong investor base
- ✓ **Successful acquisition of NZone Skydive (“NZone”)**
 - Significant operational efficiencies delivered
- ✓ **Successful capital raising for \$15.0m**, oversubscribed by strong investor base
- ✓ **Successful acquisition of Skydive Wanaka (“Wanaka”)**, completed on 1 July 2016

FOUR KEY STRATEGIC PRIORITIES DRIVING FUTURE GROWTH

Acquisitions



Efficiencies ····· Skydive
the Beach ····· Diversification
AND BEYOND



Further Start ups

STRATEGIC ACTIVITIES IN FY16

- ⦿ **Successful integration of ASG acquisition completed**
 - 5 drop zones on Australia's east coast complementary to SKB locations
- ⦿ **First overseas acquisition**
 - ⦿ acquired Nzone Skydive , New Zealand's leading tandem skydiving company, completed 30 October 2015,
- ⦿ **Second overseas acquisition (event after balance date)**
 - ⦿ acquired Skydive Wanaka, completed 1 July 2016 to complement NZone Skydive acquisition

DIVIDEND ANNOUNCEMENT

- ⦿ **In line with the company's dividend policy**, a final and fully franked dividend of 1 cent per share has been declared on 29 August 2016
 - ⦿ Record date 20 September 2016
 - ⦿ Payment date 30 September 2016

Further information
www.skydive.com.au