



Wednesday, 24 October 2018

**APOLLO TOURISM & LEISURE LTD
2018 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 be "P. Jans", with a small mark below it.

Peter Jans
Company Secretary
Apollo Tourism & Leisure Ltd

For more information please contact:

Investors:

Luke Trouchet

T: 07 3265 9280

E: info@apollotourism.com

W: www.apollotourism.com

Media:

Alasdair Jeffrey, Executive Director, Rowland

T: 0404 926 768

E: alasdair.jeffrey@rowland.com.au

W: www.apollotourism.com



Wednesday, 24 October 2018

Apollo Tourism & Leisure Ltd | 2018 Annual General Meeting

Chairman's Address

It is a privilege to be able to present to you at Apollo's second Annual General Meeting as 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.

The 2018 financial year was a very strong year for Apollo, underpinned by significant global expansion, so let me briefly recount the key highlights:

- On 11 July 2017, Apollo completed the acquisition of the remaining 79.78% of shares in CanaDream Inc. which it did not previously own, for \$20.1m. The acquisition of CanaDream provided Apollo with a significant boost in its North American market presence.
- On 23 August 2017, Apollo completed the acquisition of George Day Caravans & Motorhomes for \$9.1 million, to firmly cement Apollo's standing as the largest network of owned motorhome retail locations in Australia.
- Apollo reported its result for the half year ended 31 December 2017 to the ASX and shareholders on 26 February 2018.
- During 2018, Apollo also strengthened 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.
- The Toronto and Halifax rental branches were relocated to new, improved, facilities in late FY18, to provide an enhanced guest experience.
- On 26 March 2018, Apollo acquired 100% of the shares in Camperco Group Limited, one of the largest independent motorhome rental and sales operators in the United Kingdom and Ireland for \$11.6m. The acquisition represents a significant milestone in the Company's global expansion strategy, providing a platform for further expansion into mainland Europe.
- On 10 August 2018, post reporting date, Apollo acquired the brands Fleetwood RV, Coromal and Windsor and their associated intellectual property for \$1.0m. The acquisition brings consolidation to an incredibly fragmented caravan industry within Australia and allows the company to leverage the existing manufacturing capacity in its Brisbane facility to increase production numbers.

Apollo Tourism & Leisure Ltd, ACN 614 714 742

Head Office: 698 Nudgee Road Northgate (Brisbane) Qld 4013 Australia | **Ph:** +61 7 3265 9200 | **Fax:** +61 7 3265 9201

Free Call: Australia: 1800 777 779 | International: +800 3260 5466

www.apollotourism.com | info@apollotourism.com



- On 22 August 2018, Apollo released its results for the year ended 30 June 2018.

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. The results of the poll will be released on the ASM when they are available later today.

Stephen Lonie
Chairman



2018

**MANAGING DIRECTOR &
CEO PRESENTATION**

APOLLO TOURISM & LEISURE LTD

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FY18 FINANCIAL HIGHLIGHTS

TOTAL REVENUE

\$356M

UP 107% ON PCP

EARNINGS BEFORE INTEREST AND TAX

\$40.4M

UP 157% ON PCP

STATUTORY NET PROFIT AFTER TAX

\$19.2M

UP 122% ON PCP

UNDERLYING NET PROFIT AFTER TAX

\$19.5M

UP 41% ON PCP

RETURN ON FUNDS EMPLOYED

13.4%

UP FROM 9.0% PCP

RETURN ON EQUITY

17.6%

UP FROM 13.0% PCP

BASIC EARNINGS PER SHARE

10.6 CPS

UP 19% ON PCP

FULL YEAR DIVIDEND

5.0 CPS (40.0% FRANKED)*

UP FROM 2.5 CPS PCP**

* INTERIM DIVIDEND OF 2.0 CPS – 100.0% FRANKED, FINAL DIVIDEND OF 3.0 CPS – UNFRANKED.

** THE INTERIM DIVIDEND FOR FY17 WAS FOR THE PERIOD FROM THE DATE OF LISTING ON THE ASX, 4 NOVEMBER 2016, TO 31 DECEMBER 2016 AND THEREFORE DOES NOT REPRESENT A FULL COMPARATIVE PERIOD.

OUR JOURNEY

Apollo founded 1985 by Gus & Carolyn Trouchet



ASX Listing
November 2016



Acquired
July 2017

Luke and Karl Trouchet become CEO and CFO 2001



Acquired 25% stake
February 2017



Acquired
August 2017

Apollo opens in New Zealand 2003



Acquired
February 2017



Acquired
March 2018

Apollo opens in USA 2008



Acquired
May 2017



Acquired
August 2018

Canadream shareholding acquired 2009



Acquired
May 2017

THE GLOBAL RV SOLUTION

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.

EUROPE & UK

RENTAL FLEET

~250

RV RENTALS

RV AND RV ACCESSORIES

SALES

UNITED STATES OF AMERICA & CANADA

RENTAL FLEET

~2,000

RV RENTALS

EX-RENTAL RV SALES

AUSTRALIA

RENTAL FLEET

~1,800

MANUFACTURING

RV RENTALS

NEW AND EX-RENTAL RV SALES

NEW ZEALAND

RENTAL FLEET

~850

MANUFACTURING

RV RENTALS

NEW AND EX-RENTAL RV SALES

BUSINESS MODEL

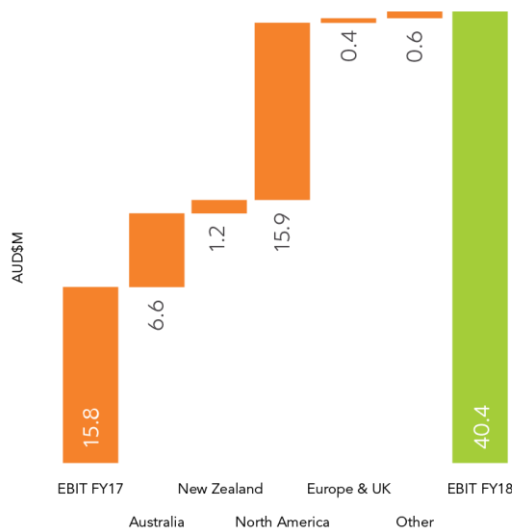
APOLLO TOURISM & LEISURE LTD



FY18 RESULTS

- Positive growth across all operating segments.
- Group NPAT has more than doubled, due to organic growth and successful implementation and integration of acquisitions.
- Australia has continued to be a strong performer with 57.1% EBIT growth.
- Owned and dynamic rental fleet was increased across all geographical segments to cater for demand.
- NZ rentals experienced excellent growth, due to strong brand presence.
- Canadream acquisition significantly boosted performance of the North American segment.
- Platform for expansion into Europe established via the acquisition of Camperco.

A\$M	FY18	FY17	Movement	% Change
Total revenue	355.6	171.5	184.1	107.3%
Earnings before interest and tax	40.4	15.8	24.6	155.7%
EBIT margin	11.4%	9.2%	2.2%	N/M
Statutory net profit after tax	19.2	8.6	10.6	123.3%
Underlying net profit after tax*	19.5	13.9	5.6	40.3%
ROFE	13.4%	9.0%	4.4%	N/M
ROE	17.6%	13.0%	4.6%	N/M
Cash and cash equivalents	36.6	48.6	(12.0)	(24.7%)
Earnings per share (cents per share)	10.6	8.9	1.7	19.1%
Final dividend (cents per share)	3.0	2.0	1.0	50.0%
Total dividend (cents per share)	5.0	2.5	2.5	100.0%



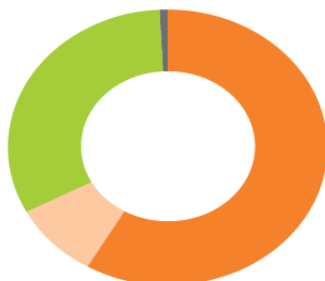
No. months of results contributing to Apollo's P&L

	FY18	FY17
Sydney RV	12 mths	5 mths
Kratzmann's	12 mths	1 mth
George Day	10 mths	N/A
Canadream	11.5 mths	22% share of profits
USA	12 mths	9 mths
Camperco	3 mths	N/A

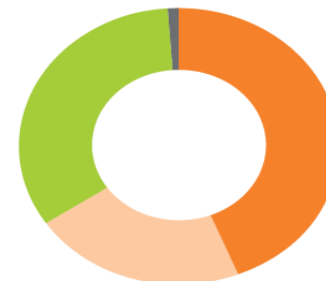
SEGMENT RESULTS FY18 VS FY17

A\$M	FY18		FY17		Growth (\$)		Change (%)	
	REVENUE	EBIT	REVENUE	EBIT	REVENUE	EBIT	REVENUE	EBIT
Australia	208.2	18.2	106.9	11.6	101.3	6.6	94.8%	56.9%
New Zealand	31.1	8.9	28.3	7.7	2.8	1.2	9.9%	15.6%
North America	113.8	13.7	37.4	(2.2)	76.4	15.9	204.3%	N/M
Europe & UK	2.8	0.4	–	–	2.8	0.4	N/M	N/M
Other/eliminations	(0.4)	(0.7)	(1.1)	(1.4)	0.7	0.7	N/M	N/M
Total	355.5	40.5	171.5	15.7	184.0	24.8	107.3%	158.0%

FY18 Revenue



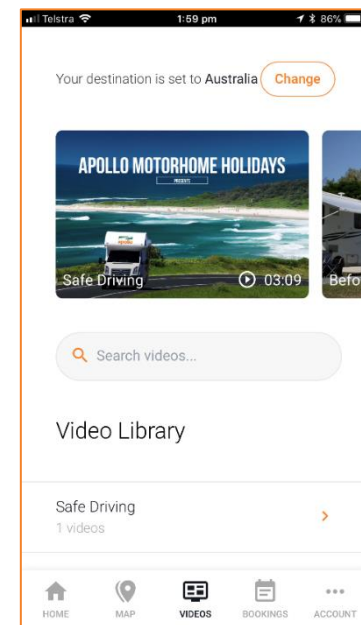
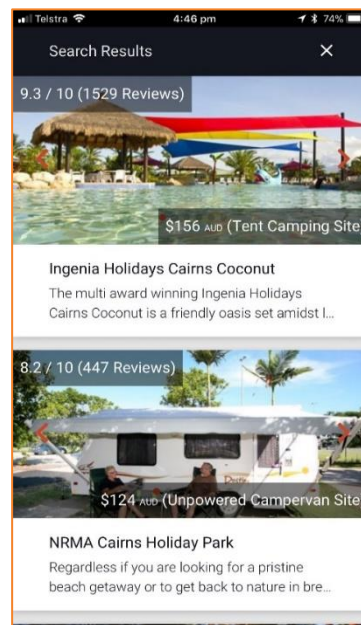
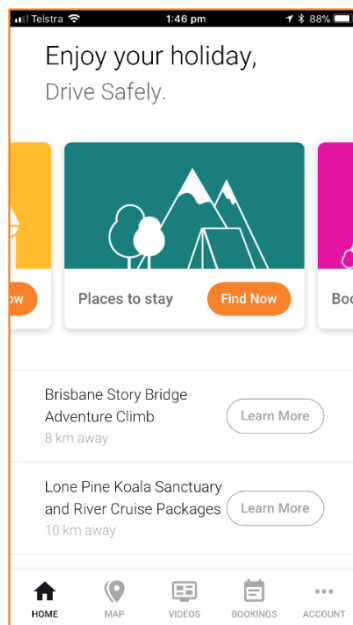
FY18 EBIT



- **Australia:** Very strong overall performance driven by increased rental demand, acquisition of George Day Caravans & Motorhomes and full year trading of Kratzmann and Sydney RV businesses.
- **New Zealand:** Continued rental growth driven by strong brand presence and implementation of strategic initiatives in the region.
- **North America:** Acquisition of CanaDream has significantly strengthened Apollo's North American presence and underpinned the segment's strong performance. CanaDream has assumed responsibility of North American operations, utilising the managerial experience within the CanaDream management team, ensuring North American growth prospects remain solid.
- **Europe & UK:** Acquisition of Camperco Group establishes a beachhead for further expansion into mainland Europe in FY19.

DIGITAL ECOSYSTEM

- Apollo has a number of digital assets within the RV ecosystem. Apollo's strategy is to capitalise on existing investments in digital assets to:
 - Enhance rental guest experience and on-trip revenue share.
 - Create ongoing relationships with Apollo's retail customers.
 - Develop platforms to manage and generate revenue in the RV sharing economy (Camplify).
- ApolloConnect is Apollo's Guest Engagement App that was launched in April 2018 in Australia and in June 2018, in New Zealand and allows Apollo's guests to search and book real-time holiday park availability, attractions and experiences, to customise their road trip.
- Vehicle telemetry implementation is progressing across the global fleet and to be completed by Q2 FY19.
- Retail App is planned for FY19, to provide Apollo's retail customers with support and interaction with their vehicle, as well as leveraging Apollo's partner network to provide the same ancillary services provided to rental guests.



OUTLOOK

GROWTH

Balancing organic growth and growth through acquisitions, remains a primary objective. Increased market activity generating a wealth of opportunities.

CONFIDENCE

Apollo has confidence in the quality of its recent acquisitions and will continue to seek strategic investment opportunities.

DIGITAL ECOSYSTEM

Continued investment in digital initiatives to provide industry leading guest experiences. Introduction of telematics to improve fleet management.

RV SALES

Addition of new retail sales sites and leveraging of distribution network synergies is expected to boost RV sales revenues. Ancillary revenue streams such as F&I and servicing remain a focus.

RENTAL

Global rental business outlook is positive, with tourism industries performing strongly in all operating regions. Investment in new facilities, to continually improve guest experience.

FOCUS

FY19 focus on consolidation of established position in existing markets and expansion in North America and Europe.

ENVIRONMENT

Geo-political risks an area of focus, particularly Brexit and potential US trade tariffs. Wider political environment and foreign exchange markets to be monitored.

IT/SYSTEMS

Further investment in IT infrastructure and systems to drive efficiencies and promote best practice operations.

RESULTS

Strong performance driven by continued operational enhancements and successful acquisitions.



FY19 PROFIT GUIDANCE

NPAT FY19

\$22M – \$24M (Guidance maintained)

THANK YOU

