EVT

Results presentation

26 August 2024

Year ended 30 June 2024

12:30pm (AEST)

Monday 26 August 2024

Webcast

Access a webcast of the briefing at https://webcast.openbriefing.com/evt-fyr-2024/

Dial-in

Pre-register at https://s1.c-conf.com/diamondpass/10040597-diygmv.html

After pre-registering you will receive details for the telephone number to call and a unique code to quote when dialling in.

Overview

Group revenue growth and record Hotels result.

Investment in future growth and transformation.

Underlying EBITDA impacted by Thredbo (weather) and Hollywood strikes impact.

Strong balance sheet to pursue opportunities.

Final dividend of 20 cents per share.

1 Group revenue growth

Group revenue ~$1.2b, +4.0% on PY on an underlying basis.

Record Hotels revenue $407.4m.

Entertainment revenue $714.8m, record 1Q, followed by Hollywood strikes materially impacting 2H.

Strong Thredbo revenue $86.2m, considering poor weather conditions.

PY included ~$22m German subsidies.

2 Underlying EBITDA down 8.2%

Group EBITDA ~$151.3m, down 8.2%

Record Hotels EBITDA result $101.5m.

Entertainment underlying EBITDA down $8.8m

Thredbo EBITDA $19.7m, good result given conditions.

Unallocated expenses down $1.3m

3 NPAT impacted by one offs

Normalised NPAT $34.1m.

Reported NPAT $4.8m, includes $26.9m NZ tax charge (buildings depreciation), and PY includes $47.0m after tax benefit from property sales and $15.5m after tax German Government subsidies.

Adjusted NPAT down $12.9m in line with trading performance.

4 FY25 outlook

Potential for growth in Hotels, Thredbo subject to weather, Entertainment line-up less volatile, subject to film performance.

Continue to mitigate increasing cost of compliance. NZ market and NZ energy costs challenging.

Property portfolio of $2.3b, value creation from asset maximisation projects.

Strong balance sheet.

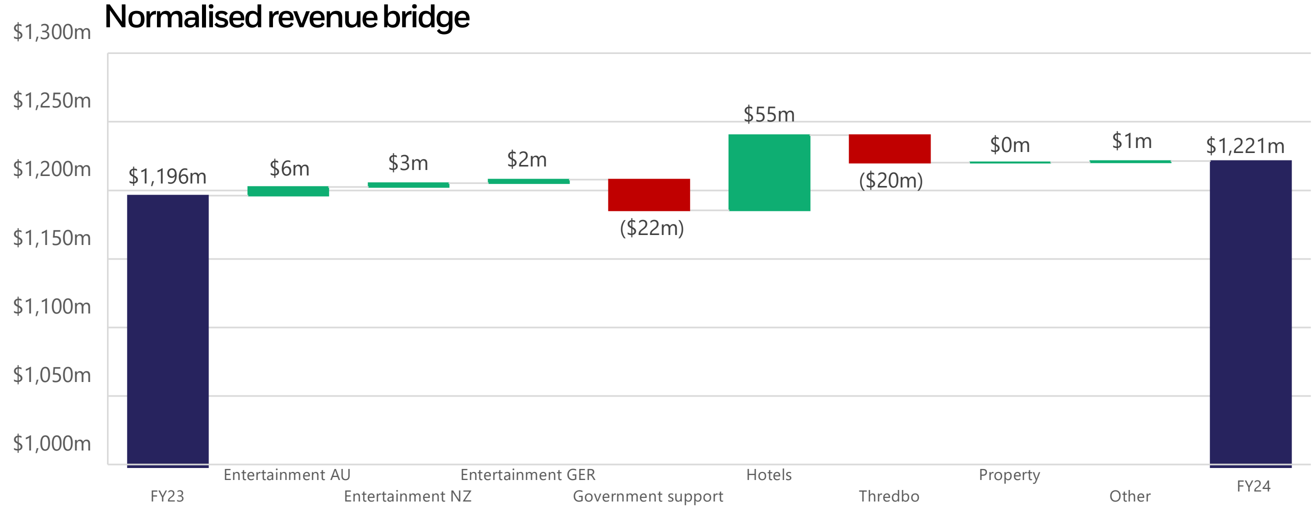
Trading Overview

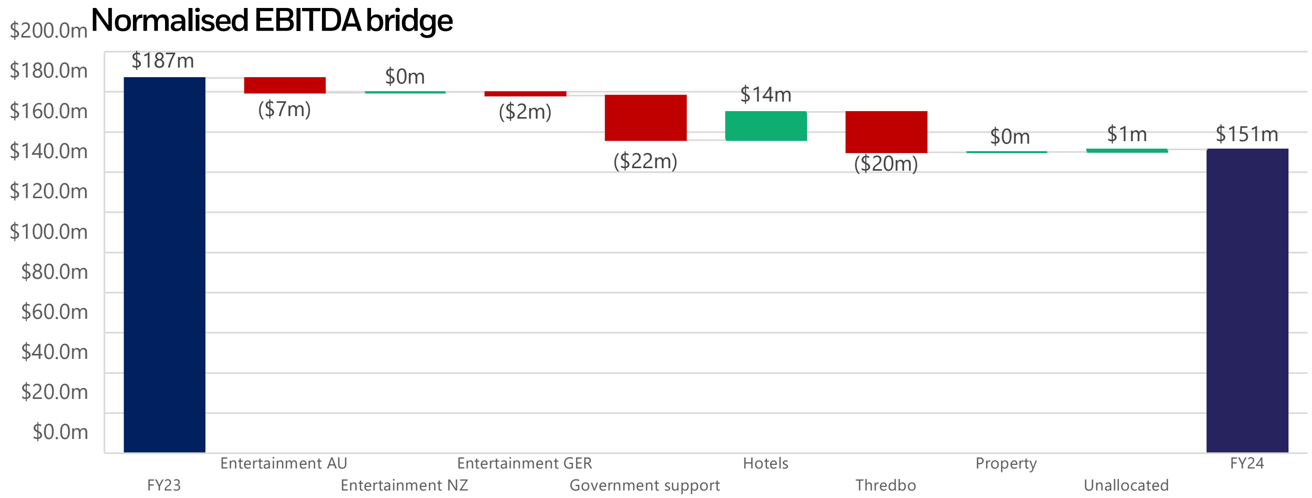
Record result for Hotels, strong result for Thredbo given weather conditions.

Entertainment challenged – strike-related.

Underlying EBITDA down $13.5m (8.2%) – impact from Thredbo weather conditions, and Hollywood strikes.

Underlying costs down $1.3m on PY.





Entertainment AU

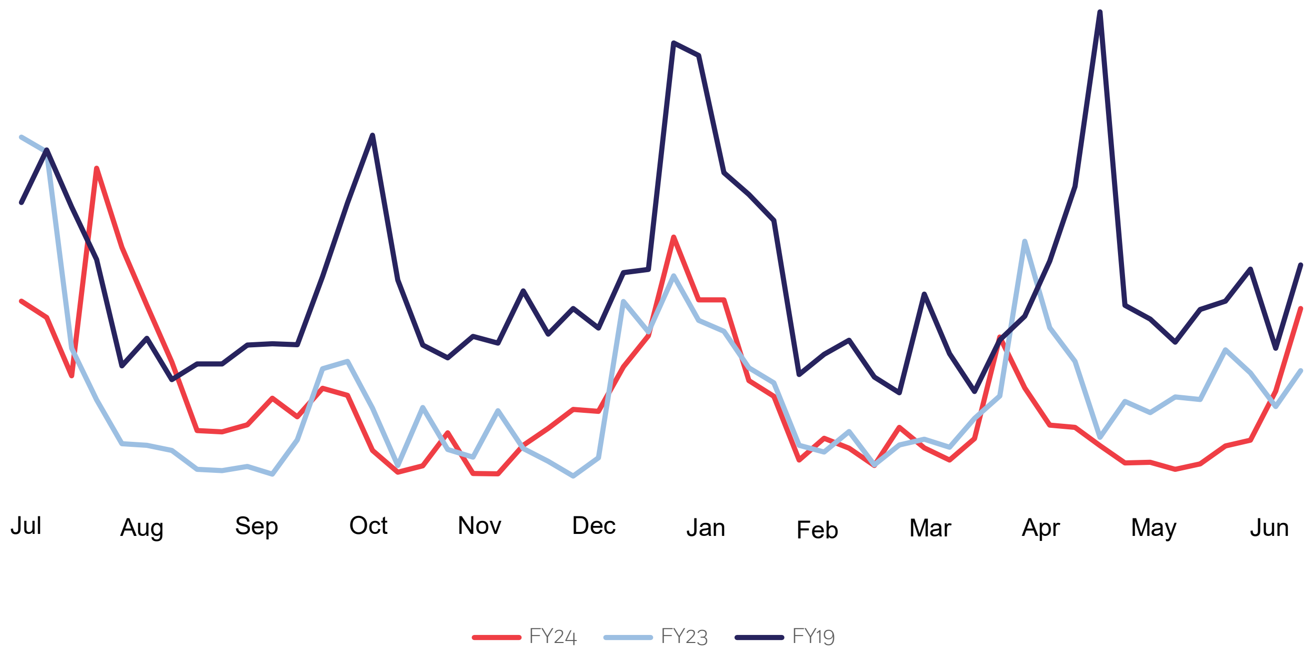
2H Hollywood strike impact

April to mid-June was the worst on record (excluding COVID closure periods) due to delays of key blockbusters following the strikes.

April to mid-June admissions were down ~60% on pre-COVID and down ~40% down on PY due to the strikes.

Admissions recovered with family content in mid-June, whilst growth in family spend was achieved, it is at a lower level.

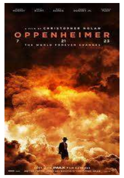
Strike disruption to film supply impacts weekly admissions vs FY23 & FY19 (AU)

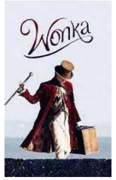


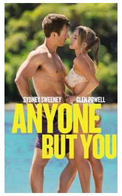
FY24 film line-up recap

Films that exceeded $15m at the Australia Box Office

JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE







Entertainment AU

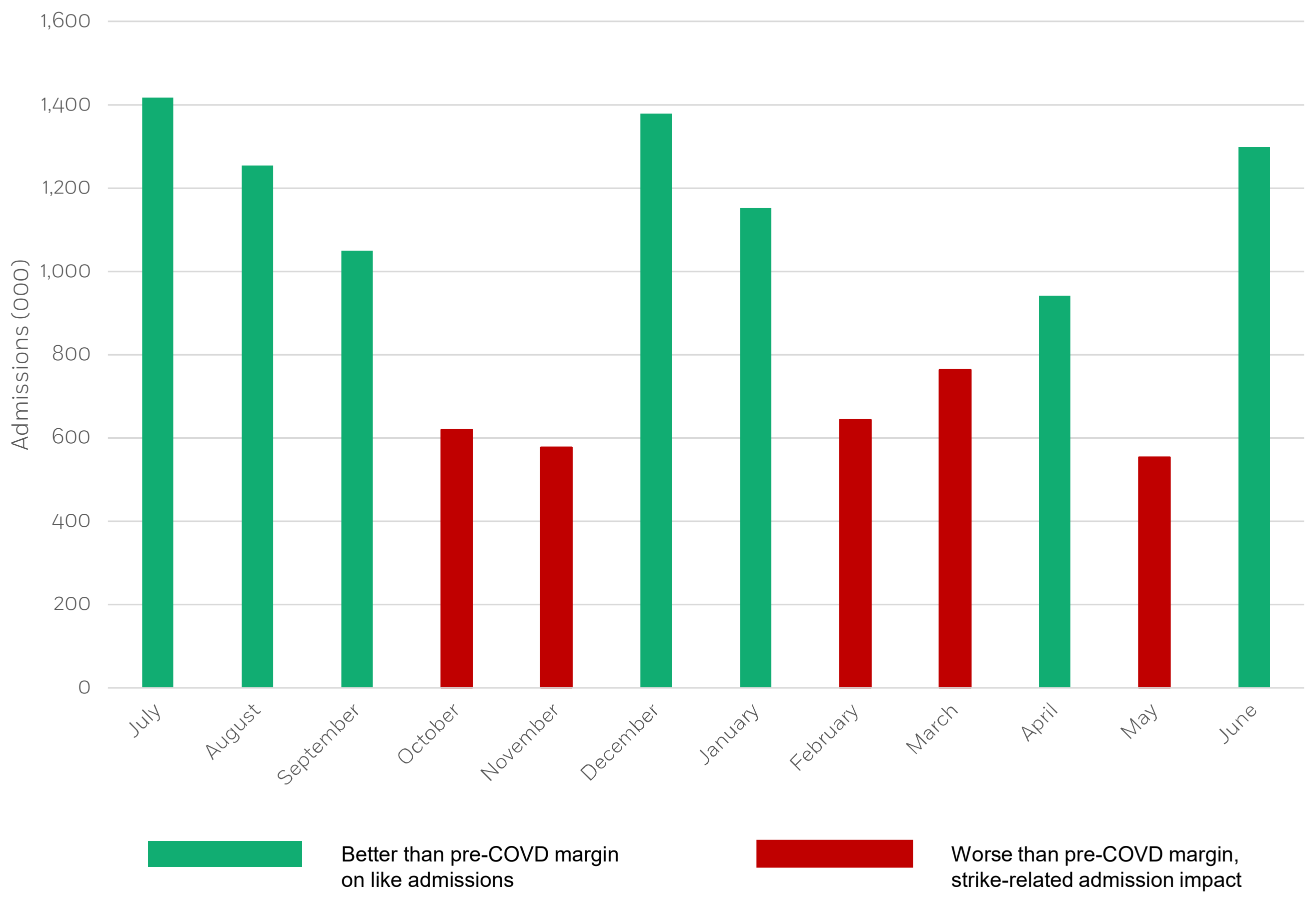
2H Hollywood strike impact

7 of 12 months better than pre-COVID margins.

Strike-related film delays (record low admissions) materially impacted 5 months.

Base cost model mitigated most cost increases but record low admit levels in 2H, could not fully offset rent and energy increases.

Temporary closure of a site and other key locations undergoing premiumisation upgrades.



Admissions includes the Group's share of admissions from joint operations.

Entertainment

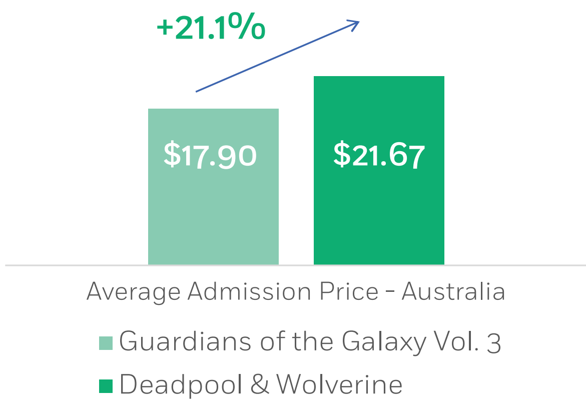
Pricing strategies are working

Pricing strategies successfully implemented to drive yield growth.

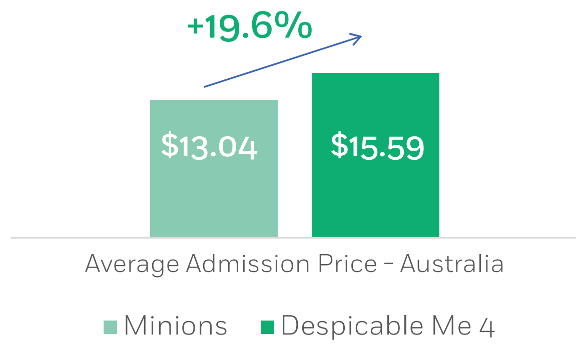
Material growth achieved in AAP from all titles.

2H modest growth in AAP, significant uplift would have been achieved with blockbusters.

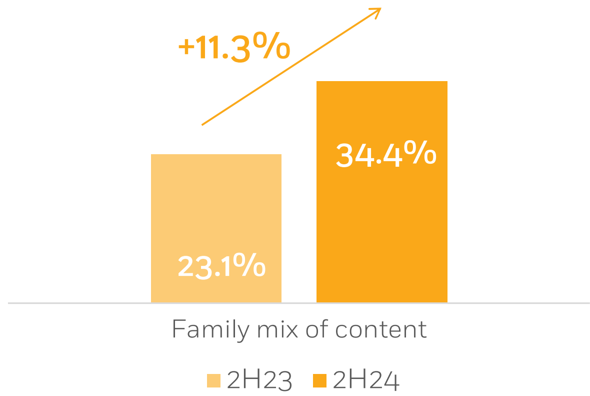
Blockbuster content AAP



Family content AAP



Family mix of top 100 films



Entertainment

Entertainment

Overview AU/NZ

Record 1Q, but Hollywood strikes meant fewer films released impacting second half admissions.

AU adjusted for IMAX benefit, revenue was down 0.8% and EBITDA was down 21.4%.

April to mid June, strike-related lowest admission periods on record (excluding COVID closures).

Customers prepared to pay for premium.

Contribution from World Content continues to grow.

Australia

	2023	2024	VAR
Admissions[1] (000)	11,786	11,650	-1.2%
Revenue ($000)	373,342	379,604	+1.7%
EBITDA ($000)	**46,039**	**38,665**	**-16.0%**
PBIT ($000)	23,414	14,293	-39.0%

New Zealand

	2023	2024	VAR
Admissions[1] (000)	3,033	3,014	-0.6%
Revenue ($000)	72,930	75,710	+3.8%
EBITDA ($000)	**516**	**777**	**+50.6%**
PBIT ($000)	(7,886)	(8,127)	-3.1%

1. Admissions includes the Group's share of admissions from joint operations.

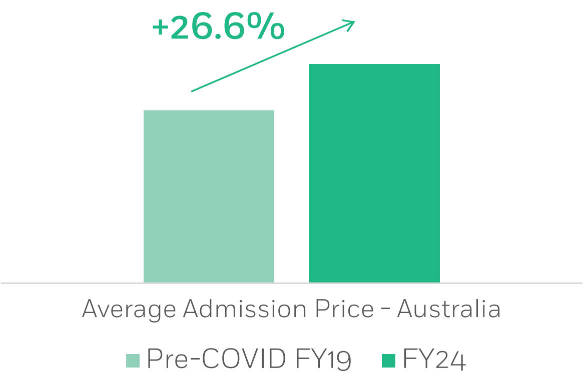
Entertainment

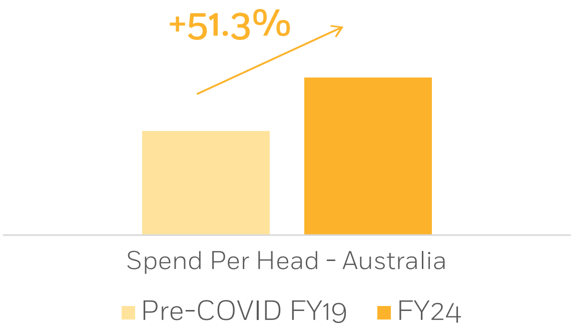
Strong spend continues

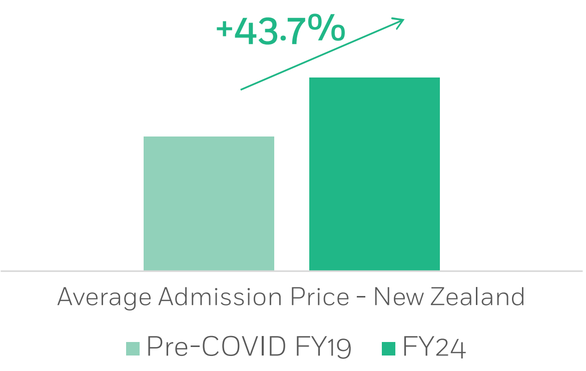
Revenue strategies continue to drive increase in spend from all customer segments.

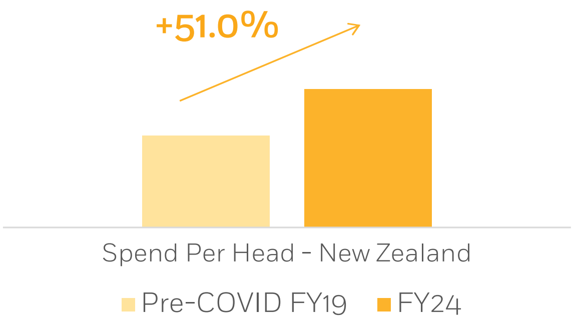
Records in AAP up 4.7% on prior year and 26.6% on pre-COVID in AU, and up 3.0% on prior year and 43.7% on pre-COVID in NZ.

Records in SPH up 0.9% on prior year and 51.3% on pre-COVID in AU, and up 0.9% on prior year and 51.0% on pre-COVID in NZ.









Entertainment

Overview Germany

1H record driven by *Barbie* and *Oppenheimer*.

Less local content - down to 16.4% from 24.4%, *Chantal im Märchenland* the 4^{th} best film.

Strike related record low admission weeks during April – mid June, further impact of European Championships.

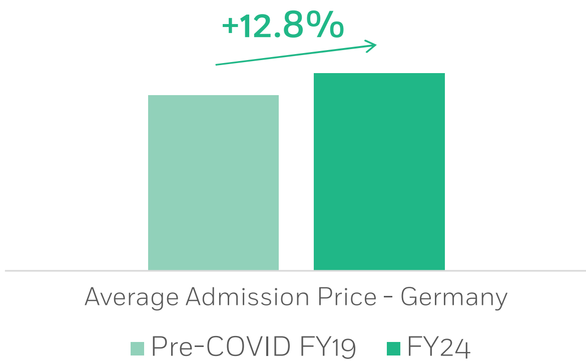
Revenue up 1.0% with AAP flat due to materially lower 3D contribution following strike related delays.

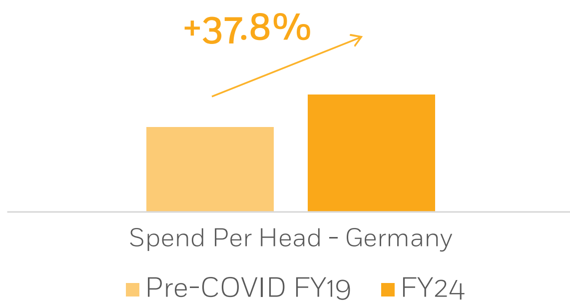
SPH up 1.1% and well ahead of pre-COVID.

Adjusted EBITDA down $1.7m.

Germany

	2023	2024	VAR
Admissions[1] (000)	9,394	9,218	-1.9%
Revenue ($000)	279,195	259,475	-7.1%
Adjusted Revenue[2] ($000)	**256,993**	**259,475**	**+1.0%**
EBITDA ($000)	30,081	6,193	-79.4%
Adjusted EBITDA[2] ($000)	**7,879**	**6,193**	**-21.4%**
PBIT ($000)	23,201	(474)	-102.0%



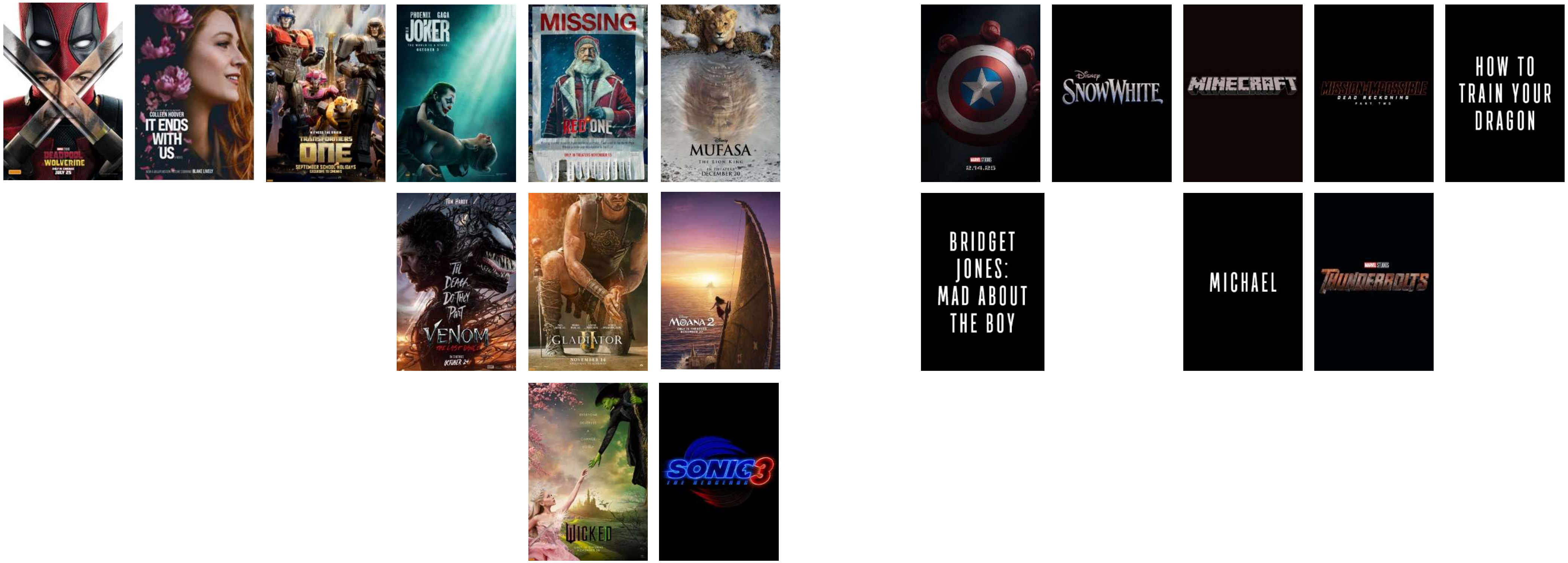


1. Admissions includes the Group's share of admissions from joint operations.
2. Adjusted for German Culture Fund subsidies received in the prior year.

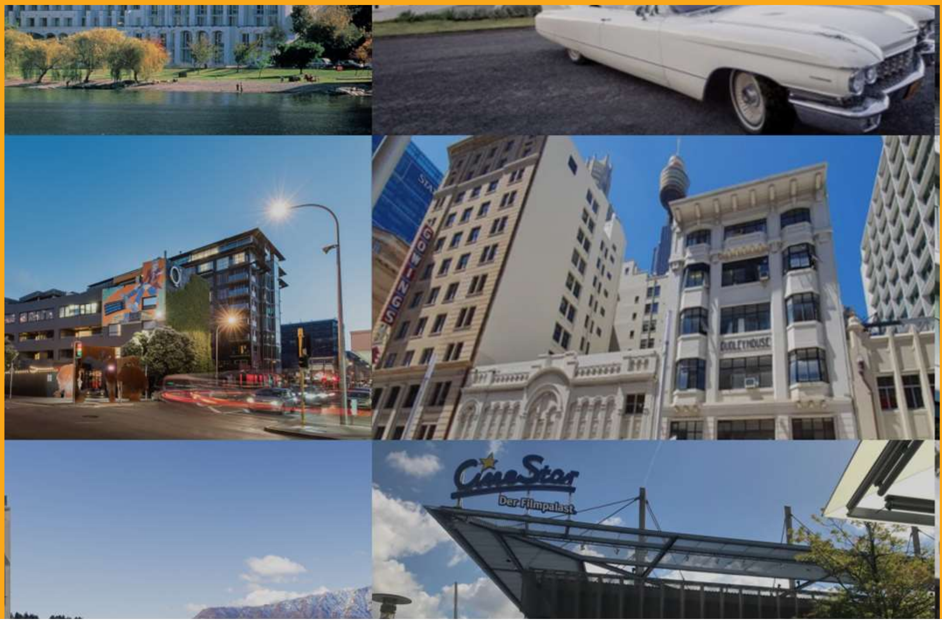
Film line-up highlights

FY25 films estimated to exceed $15m at the Australia Box Office, release dates remain subject to change

JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE



Property



Property & Development

~$2.3 billion property value.

Priority projects on track, recent premiumisation projects exceeding expectations.

Launching new experiences.

1 Acquisitions/Divestments

Rydges Latimer Christchurch ownership increased to 100%.

Equity stake in Rydges Esplanade Hotel Fremantle (effective Aug 2024).

Acquired property for future LyLo Fremantle conversion in 2025/26.

2 Developments

525 George Street Stage 2 DA approved, options under review.

458-472 George Street podium development planning in progress.

Rydges Queenstown east wing upgrade in FY25, QT Canberra planned for FY27.

LyLo Gold Coast, LyLo Fremantle in planning.

3 New experiences

Lylo Brisbane opened May 2024. Rydges Melbourne performing well.

IMAX ranked 6th best performing cinema in Australia.

Screen X in Robina and Campbelltown, premiumisation on 18 other screens.

Thredbo Alpine Coaster opened, performing ahead of expectations.

4 Premiumisation continues

Rydges Cronulla rooms refurbishment, Atura Airport additional rooms.

New QT Sydney Bar DA approved.

More IMAX locations in Germany (2), AU (1).

Premium screen upgrades– Marion, Burwood and Castle Hill.

Snowmaking upgrades and Snowgums Chairlift replacement planning continues.

FY25 Developments

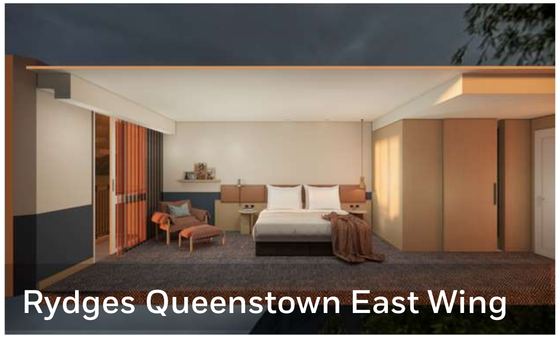
In Planning

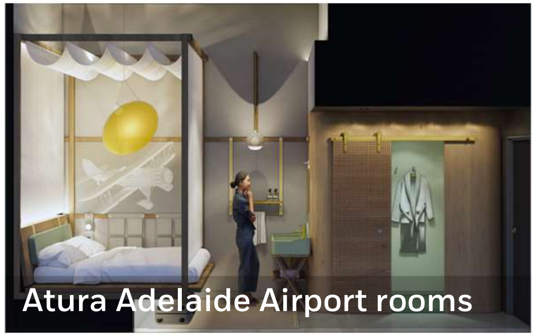

LyLo Gold Coast


LyLo Fremantle

QT Canberra

Commence Development in FY25


Rydges Queenstown East Wing

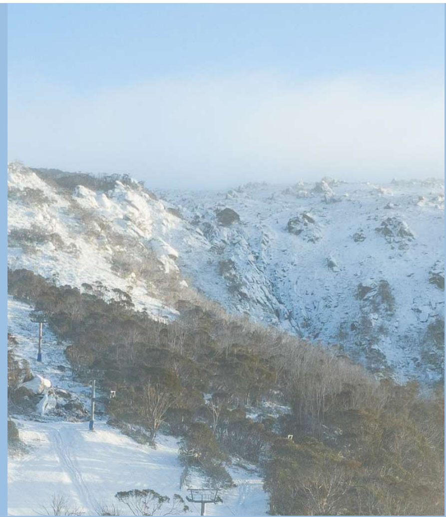

Atura Adelaide Airport rooms


QT Bar (under State Theatre)


Rydges Cronulla rooms


Cinema premiumisation

New IMAX locations



Thredbo

Thredbo

Yield growth on pre-COVID seasons results in strong result despite materially worse weather conditions.

EBITDA $19.7m, in line with revenue decline, absorbing inflationary cost pressures.

Early summer impacted by weather conditions, 2H in line with PY.

No natural snowfall until mid July 2024, skier days down 34.5% in June. August 2024 conditions more favourable.

Voted Australia's Best Ski Resort for the 7th consecutive year.

Alpine Coaster opened June 2024, performing well.

	2023	2024	VAR
Revenue ($000)	106,320	86,238	-20,082
EBITDA ($000)	**39,772**	**19,665**	**-20,107**
Normalised PBIT ($000)	34,992	14,574	-20,418

First half	2023	2024	VAR
Revenue ($000)	80,990	63,103	-17,887
EBITDA ($000)	**41,347**	**22,108**	**-19,239**
Normalised PBIT ($000)	36,475	17,153	-19,322

Second half	2023	2024	VAR
Revenue ($000)	25,330	23,135	-2,195
EBITDA ($000)	**(1,575)**	**(2,443)**	**-868**
Normalised PBIT ($000)	(1,483)	(2,579)	-1,096

Hotels

Hotels Overview

Record Revenue and EBITDA result.

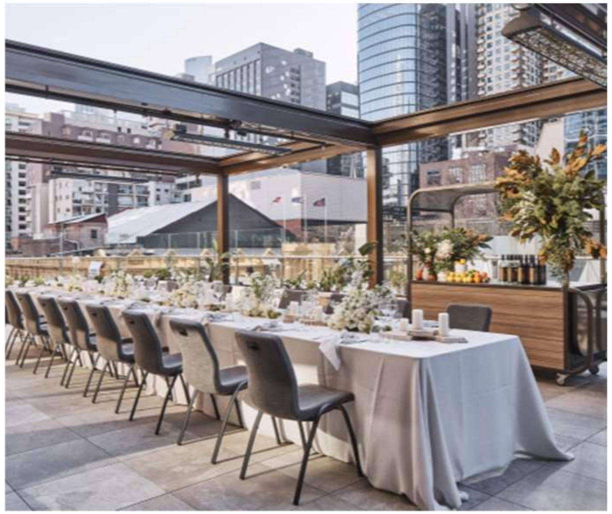
Like-for-like earnings growth and Rydges Melbourne performing well.

Record C&E revenue.

Record F&B result.

EBITDA margin flat, a solid result absorbing inflationary cost pressures.

	2023	2024	VAR
Revenue ($000)	352,551	407,359	+15.5%
EBITDA ($000)	**87,388**	**101,463**	**+16.1%**
Normalised PBIT ($000)	58,875	69,468	+18.0%



Brand Overview

Occupancy continues to rebound.

Rate growth for Rydges, Atura, held at record levels for QT.

Record REVPAR results for the Group.

All brands performing ahead of market.

Overall owned hotel ARR marginally down due to a change in mix – greater contribution from Rydges.

Rydges

	2023	2024	VAR
Occupancy	76.6%	78.2%	+1.6%
Average room rate ($)	$199	$203	+2.0%
Revpar ($)	$153	$159	+3.9%

QT

	2023	2024	VAR
Occupancy	74.4%	77.2%	+2.8%
Average room rate ($)	$293	$293	—%
Revpar ($)	$218	$226	+3.7%

Atura

	2023	2024	VAR
Occupancy	77.6%	76.8%	-0.8%
Average room rate ($)	$192	$194	+1.0%
Revpar ($)	$149	$149	—%

All owned hotels

	2023[1]	**2024**	**VAR**
Occupancy	72.9%	76.7%	+3.8%
Average room rate ($)	$232	$227	-2.2%
Revpar ($)	$169	$174	+3.0%

1. Restated to include LyLo rooms for comparability with the year ended 30 June 2024.

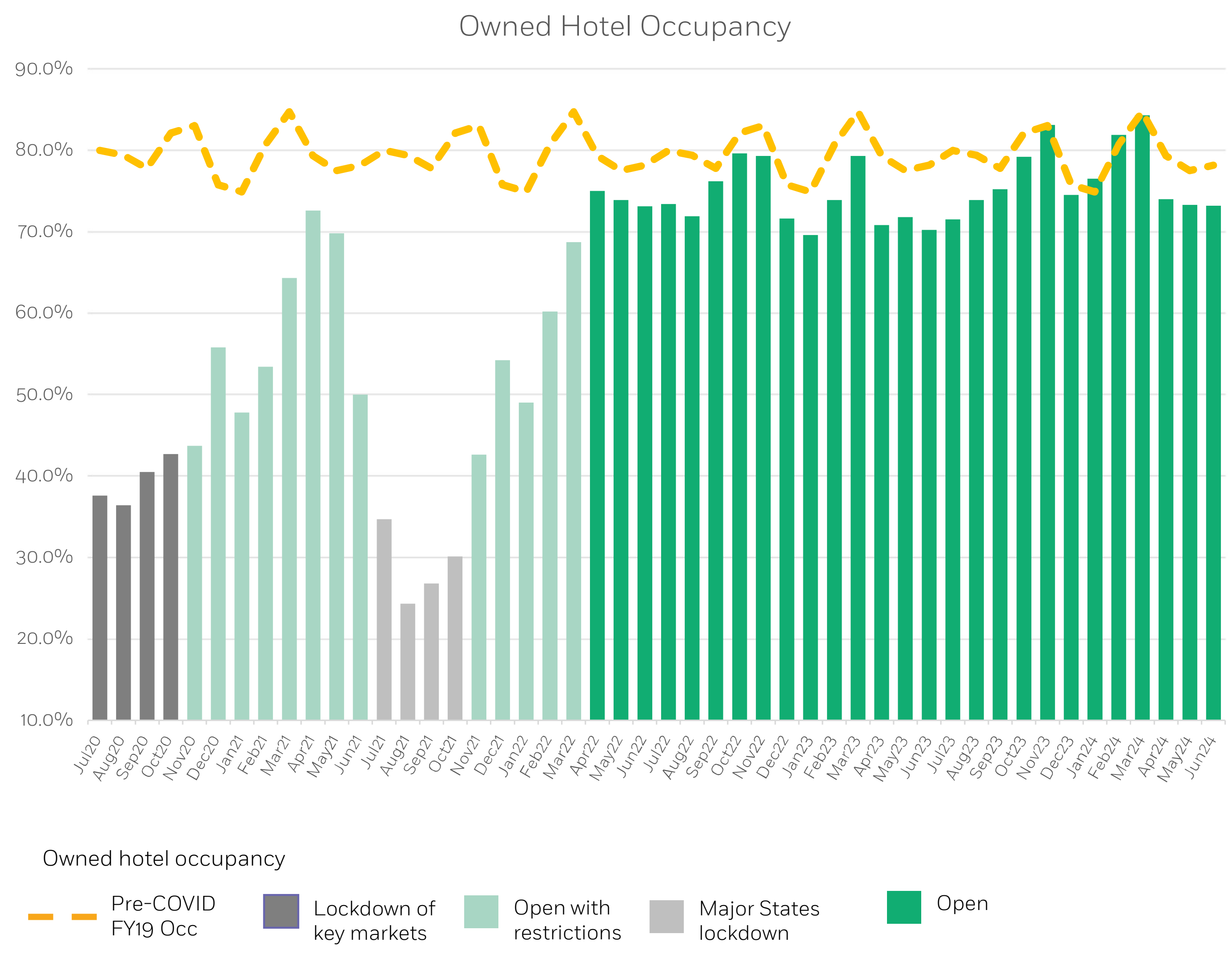
Occupancy improving

Still room for occupancy growth from inbound markets.

Wholesale/group recovery underway, lower yields but higher than pre-COVID.

FY24 market challenges in Wellington and Canberra.

Seasonal trends consistent with pre-COVID.



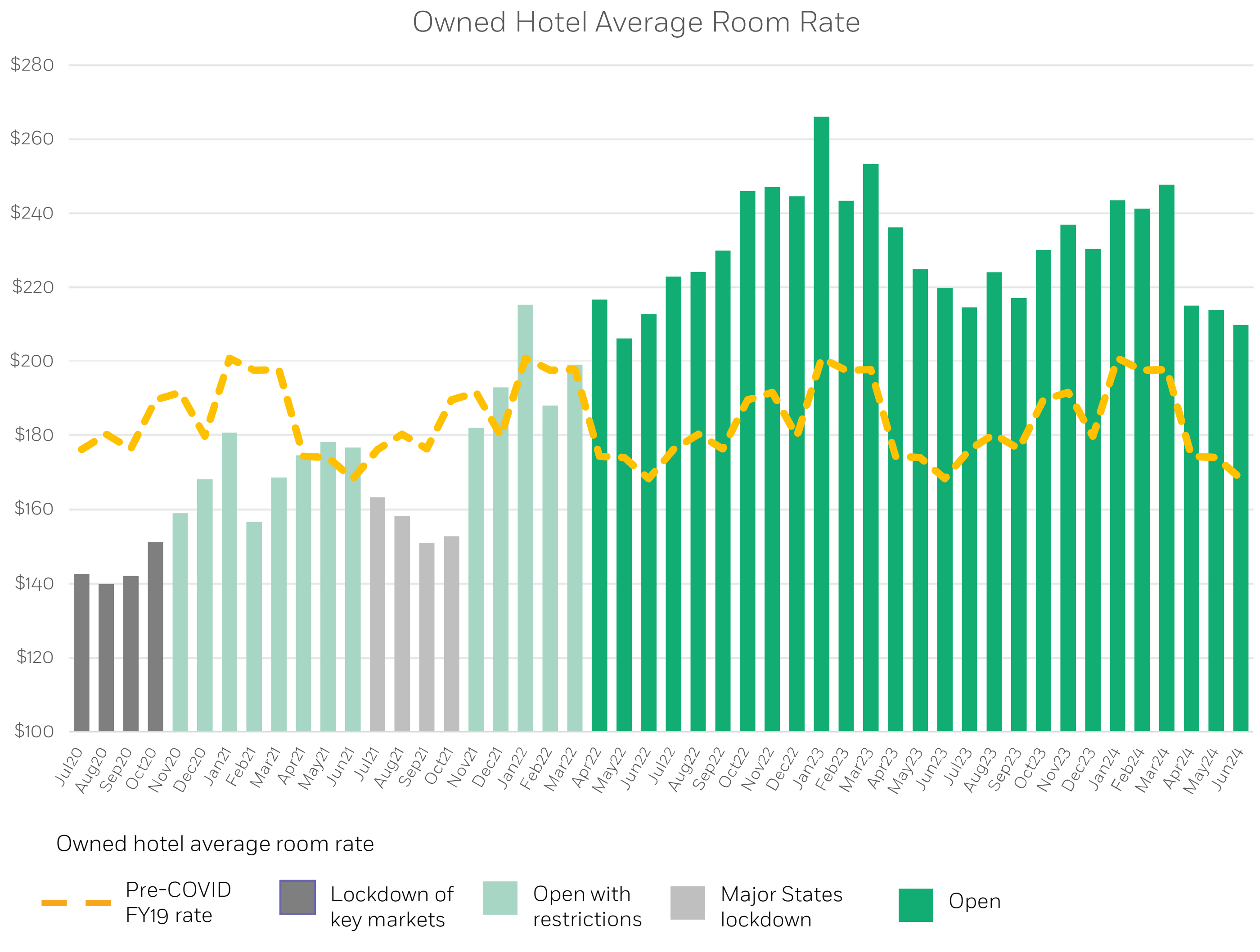
Rates above pre-COVID

Rate growth in Rydges and Atura – QT strong rates maintained.

Major events like Taylor Swift – drivers of demand and growth.

Weekdays are performing well, weekends more challenging with pressure on leisure spend.

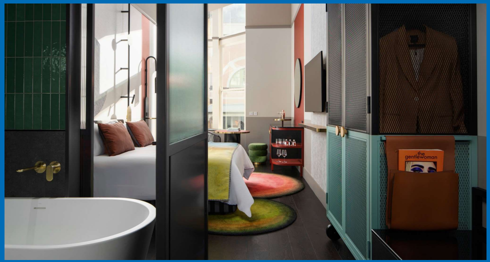
New Zealand market (excluding Queenstown) challenged.



Hotel brand strategy

OWNED BRANDS

QT



10 hotels | 1,550 rooms

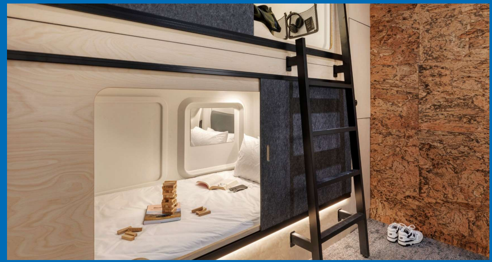
RYDGES

43 hotels | 7,434 rooms

ATURA

5 hotels | 663 rooms

LyLo™



4 hotels | 210 rooms + 610 pods

LUXURY

BUDGET

INDEPENDENT BRANDS

5 hotels | 450 rooms

LUXE

7 hotels | 710 rooms

STYLE

5 hotels | 1,049 rooms

CLASSIC

3 hotels | 313 rooms

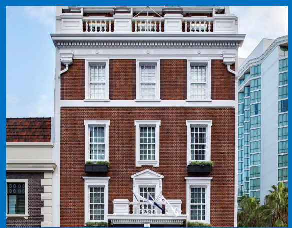
COMFORT

Hotel growth pipeline

Added in FY24

The Old Clare Hotel Sydney (Feb 2024)

Harbour Rocks Hotel Sydney (Feb 2024)

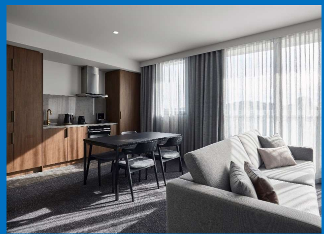


The Inchcolm Hotel Brisbane
(May 2024)

QT Singapore
(formerly the Hotel Telegraph)
(Dec 2023)

FY25 to date

Alex Hotel Perth
(July 2024)



Rydges Ringwood
(August 2024)

Future Developments

Atura Oran Park Sydney

Rydges Resort Wailoaloa Beach Fiji

LyLo Gold Coast

QT Parramatta

Rydges Tauranga NZ

LyLo Fremantle

EVT Strategy

1

Grow revenue above market

Leverage power of customer base

Smarter pricing, customer informed

New experiences

Group leverage

2

Maximise assets

Targeted premiumisation, fewer/better cinemas

Asset-light hotel expansion, investment in key hotel upgrades and acquisition of key city hotels

Realise value from property assets, divest non-core assets

3

Business transformation

Elevate NPS and eNPS

Automation for efficiency

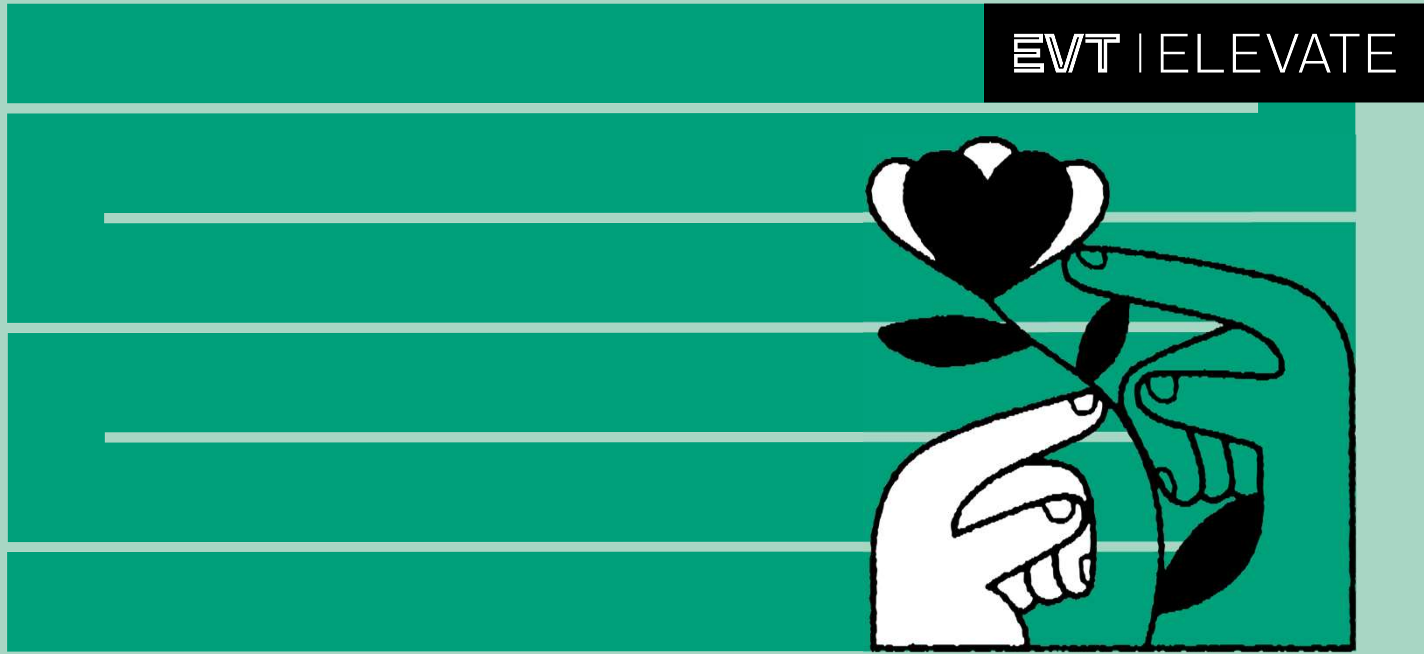
Future proofing technology

Environmental actions

Elevate our Environment

Emission reduction goals

2030



50% reduction in Scope 1 and 2

carbon emissions by 2030 (compared to the 2023 base year)

25% reduction in Scope 3

carbon emissions by 2030 (compared to the 2023 base year)

FY25 Outlook

Expect a weaker 1Q due to late winter start for Thredbo and Entertainment cycling a record prior year period.

Overall growth targeted in Hotels, Thredbo weather dependent, Entertainment in line or better than prior year.

Monitor consumer spend headwinds.

Continue to drive efficiencies to offset cost pressures.

Entertainment

Box office still recovering post Hollywood strikes - expected to be in line or better than FY24.

Subject to date changes and film performance.

FY26 blockbuster line-up positive.

Hotels

Cycling strong FY24 events, NZ market challenged.

Occupancy expected to grow, ARR may be softer but higher than pre-COVID in AU.

Targeting growth on FY24.

Thredbo

Winter expected to deliver in line with prior year, subject to September weather.

Second half subject to weather conditions.

New business model will deliver stronger EBITDA when we get reasonable conditions.

Thank you

The EVT 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 4E for the year ended 30 June 2024 is a reconciliation of the Normalised Result to the Statutory Result.

Appendix 1

Underlying EBITDA down 8.2% with record Hotels result offset by Thredbo materially worse weather conditions.

Underlying corporate costs well controlled down $1.3m on prior year.

Reported NPAT $4.8m, includes $26.9m NZ tax charge (buildings depreciation), and PY includes $47.0m after tax benefit from property sales and $15.5m after tax German Government subsidies. Adjusted NPAT down $12.9m in line with trading performance.

	2023 $000	2024 $000	VARIANCE
Entertainment			
Australia	46,039	38,665	-16.0%
New Zealand	516	777	+50.6%
Germany	30,081	6,193	-79.4%
Property			
Property	7,028	7,088	+0.9%
Travel			
Hotels and Resorts	87,388	101,463	+16.1%
Thredbo Alpine Resort	39,772	19,665	-50.6%
Unallocated expenses	(23,810)	(22,556)	-5.3%
Normalised EBITDA[1] (before depreciation, amortisation, AASB 16, interest and tax)	**187,014**	**151,295**	**-19.1%**
Underlying EBITDA[2]	**164,812**	**151,295**	**-8.2%**
Depreciation and amortisation (excluding AASB 16 amortisation)	(74,716)	(80,127)	
Normalised profit[3] (before AASB 16, interest and tax)	**112,298**	**71,168**	**-36.6%**
Net AASB 16 impact (including AASB 16 interest)	3,760	1,213	
Net interest costs (excluding AASB 16 interest)	(16,594)	(22,635)	
Income tax benefit / (expense)	(34,297)	(14,809)	
Individually significant items – net of tax	41,362	(30,121)	
Total reported net profit	**106,529**	**4,816**	**-95.5%**

1. Normalised EBITDA is profit before depreciation, amortisation, the impact of AASB 16 *Leases*, interest, tax and individually significant items. Normalised EBITDA is an unaudited non-International Financial Reporting Standards ("IFRS") measure.
2. Underlying EBITDA is normalised EBITDA adjusted for German Government Culture Fund subsidies received in the prior year.
3. Normalised profit is profit before the impact of AASB 16 *Leases*, interest, tax and individually significant items. Normalised profit is an unaudited non-IFRS measure. Included in the Appendix 4E for the year ended 30 June 2024 is a reconciliation of the Normalised Result to the Statutory Result.