



# **COAST ENTERTAINMENT HOLDINGS LIMITED**

## **ANNUAL GENERAL MEETING**

6 November 2024





**DR GARY WEISS AM - CHAIRMAN**



# AGENDA

- Chairman's Address
- Chief Executive Officer Presentation
- Formal Business of the Meeting
- Closing





## Positive consolidated EBITDA excluding Specific Items

# KEY MESSAGES

- First positive consolidated EBITDA excluding Specific Items<sup>1</sup> for continuing operations since FY16, notwithstanding:
  - Economic headwinds impacting consumer discretionary spending and creating inflationary cost pressures
  - Two severe storms in Southeast Queensland on Christmas Day and New Year's Day, resulting in significant damage and closure of Dreamworld and WhiteWater World during the peak summer trading period<sup>2</sup>
- Theme Parks & Attractions recovery momentum continued, with delivery of a resilient performance in FY24:
  - Visitation up 14.3% on the prior year
  - Ticket sales value<sup>3</sup> increased by 3.1%, driven by strong annual pass sales
  - Revenue of \$87.0 million, up 3.8% on prior year and 29.6% on FY19 pre-COVID levels
  - Positive EBITDA excluding Specific Items of \$7.4 million, up 56.4% on prior year
  - Both Dreamworld and SkyPoint again delivered positive EBITDA contributions, with SkyPoint delivering record results
- Positive start to FY25, with visitation, revenue and EBITDA for the first four months showing steady growth compared to pcp

<sup>1</sup> Refer defined terms in FY24 Full Year results presentation

<sup>2</sup> Dreamworld was closed for three days, and WhiteWater World closed for five days, with most of the impact being felt in 2H24

<sup>3</sup> Upfront value of Dreamworld and WhiteWater World tickets sold. For annual/multi day passes, this differs from revenue reported under accounting standards which is recognised on a straight-line basis over the period of the passes

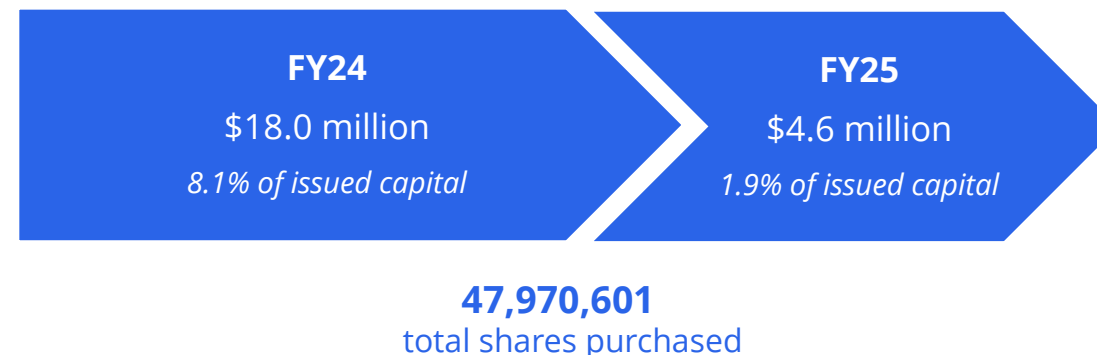


# CAPITAL MANAGEMENT

## Deployment of capital

- Capital development pipeline progressing well, with Rivertown precinct and Jungle Rush coaster on schedule for December 2024 opening. \$24 million of remaining spend for this development being funded in FY25
- This precinct being augmented with the new highly themed 'Jungle Jane's' restaurant in FY25 to drive incremental F&B revenue
- Evaluation of older attractions continuing in FY25, with some provisioning for potential upgrades. This includes the recently announced closure of 'The Claw' and replacement with 'King Claw' in FY26 at a cost of approximately \$13-14 million
- Further insurance compensation for property damage and business interruption from the summer storms is expected to be received in FY25, of which \$3.6 million has been received to date in FY25
- Remaining deferred consideration from the Main Event sale of US\$0.5 million (A\$0.7 million) expected to be received in December 2024
- The Group continues to maintain a solid balance sheet to provide financial strength and optionality in respect of potential earnings growth opportunities as they arise

## Share buyback



- In September 2023, the Group commenced an on-market share buyback of 10% of the issued share capital. This buyback was completed in August 2024, with a total of 48.0 million shares bought back at a cost of \$22.6 million
- The Group's capital position, funding priorities and options for further capital management initiatives are subject to ongoing review, having regard to performance, liquidity needs and market conditions
- To improve shareholder returns and enhance capital efficiency, the Board has decided to undertake a further buyback of up to 10% of the Group's issued share capital over the next 12 months



**FY24**

# THEME PARKS & ATTRACTIONS

## FY24 SUCCESSES



### SAFETY

3<sup>rd</sup> year of perfect aquatic safety audit scores resulting in Platinum Safety Award



### PROFITABILITY

2<sup>nd</sup> consecutive increase in annual operating EBITDA and 1<sup>st</sup> positive group EBITDA since FY16



### EFFICIENCY

Significant reductions in corporate costs and flat opex in highly inflationary environment



### EVENTS

Record performance for existing events and new program for FY25 developed



### COMMUNITY

Excellent partnerships with local schools, community groups and grass roots sports



### DW DIFFERENCE

Best theme park guest satisfaction results on the Gold Coast for 3<sup>rd</sup> year in a row



### NEW PRODUCT

Significant new product delivered to plan, in a very difficult construction environment



### DWF

Dreamworld Wildlife Foundation continued its leading role in global conservation efforts



### ACCESSIBILITY

Opening of Dreamworld Calming Cottage, launch of Hidden Disabilities Sunflower Project



### SKYPOINT

Brand refresh executed, new audio-visual lift experience, another record performance



## Strategic Initiatives

# NEW ATTRACTIONS

- The Wiggles Big Red Plans
- The Wiggles Big Red Boat Coaster
- Dreamworld Flyer
- Seabed Splash





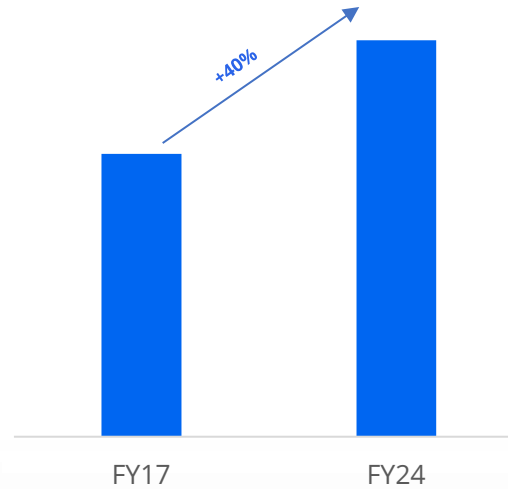
## FY24 Results Overview

# FY24 FINANCIAL HIGHLIGHTS

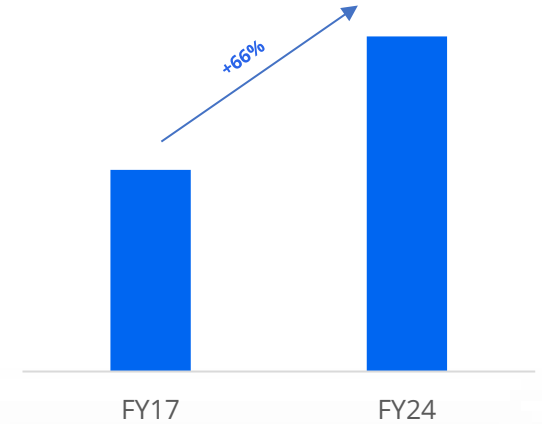
- FY24 total ticket sales<sup>1</sup> were **highest since FY16, up 40%** on FY17, despite challenging trading conditions
- Ticket sales growth in FY24 driven by increased promotional activity and the launch of new attractions
- Strong local support has seen an uplift in annual pass sales (for which revenue is recognised over 12 months)
- A change in sales mix towards annual passes has resulted in higher levels of repeat visitation. Along with promotional activity, this has resulted in some dilution to per capita yields compared to FY23, though yields remain materially higher than historical comparators
- Total revenue per cap **up 46%** on FY17, with strong growth in admission and in-park per cap

<sup>1</sup> Upfront value of Dreamworld/WhiteWater World tickets sold. For annual/multi day passes, this differs from revenue reported under accounting standards which is recognised on a straight-line basis over the period of the passes

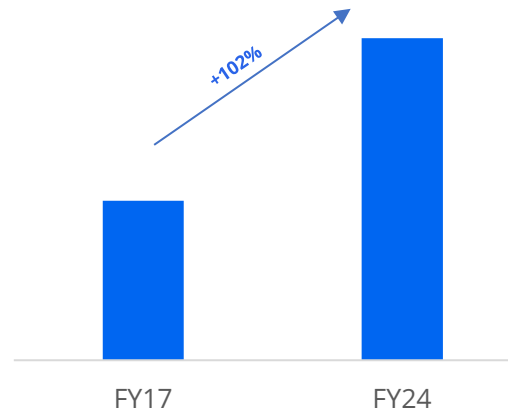
### Ticket Sales<sup>1</sup>



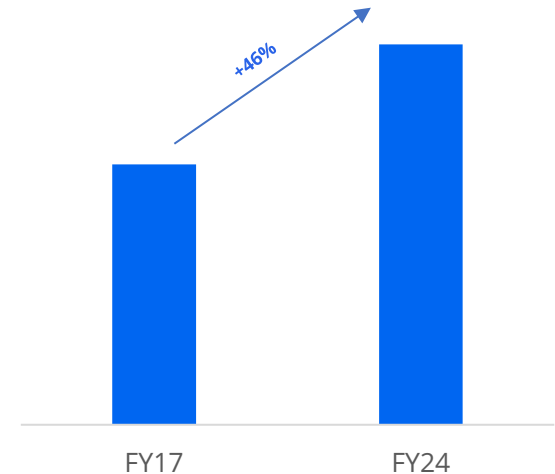
### Ticket Sales Per Cap<sup>1</sup>



### Annual Pass Sales<sup>1</sup>



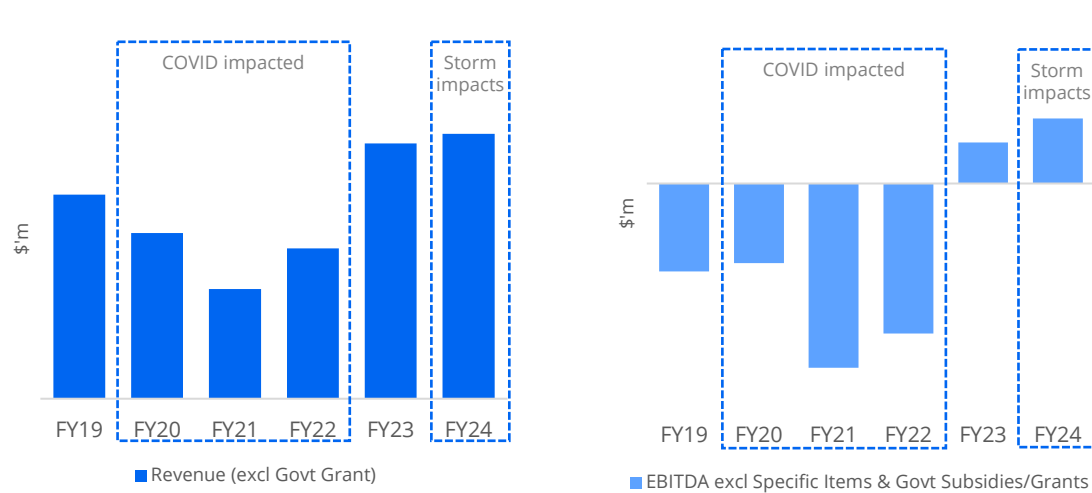
### Total Revenue Per Cap





FY24 earnings highest since FY16

# STEADY PERFORMANCE AMID TOUGH TRADING CONDITIONS

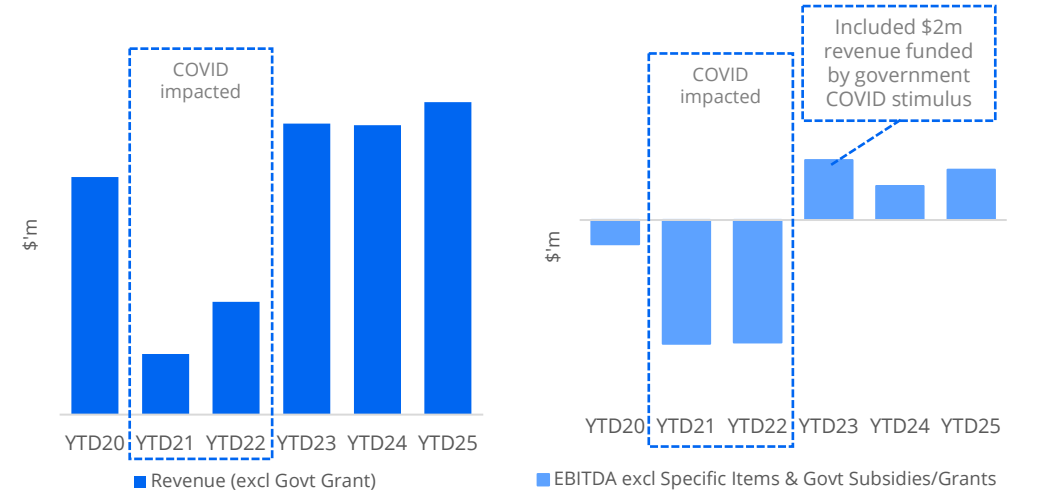


## FY24 PERFORMANCE

- Total ticket sales<sup>1</sup> **up 3.1%** on prior year, **highest since FY16**, despite challenging trading conditions
- Shift in ticket mix towards annual passes, with \$12.1 million deferred revenue in June 2024, **up 12.0%** compared to June 2023
- Total visitation **up 14.3%** on prior year. International visitation is improving, but remains below historical levels
- Revenue of \$87.0 million, **highest since FY16**, **up 3.8%** on prior year
- **Positive** EBITDA excluding Specific Items of \$7.4 million, **highest since FY16**, **up 56.4%** on prior year

1. Upfront value of Dreamworld and WhiteWater World tickets sold. For annual/multi day passes, this differs from revenue reported under accounting standards which is recognised on a straight-line basis over the period of the passes

2. Current trading conditions should not be taken as a guide to future performance. We are unable to predict the length and severity of current macroeconomic headwinds and the impact this may have on the Group's trading performance in the near term. However, we believe these conditions are episodic and the business is well positioned to deliver increased earnings as conditions normalise



## YTD October PERFORMANCE \*UNAUDITED

- Total ticket sales<sup>1</sup> 4% below pcp due to prior period benefitting from a large bulk sale to a reseller. Excluding this timing related benefit in the prior year, ticket sales were otherwise 3% up on pcp
- Total visitation **increased approximately 9%** compared to pcp
- Operating revenue **up 8%** on pcp, highest since FY17. This excludes \$3.6 million storm-related insurance proceeds received
- EBITDA excluding Specific Items **grew by approximately 49%** compared to pcp<sup>2</sup>
- SkyPoint continues to perform strongly



Strategic priorities

## EVENTS & ACTIVATIONS





# RIVERTOWN... A WHOLE NEW DREAMWORLD EXPERIENCE

- Construction of 'Rivertown' well progressed despite difficult construction environment and weather delays, with opening date anticipated at the end of calendar 2024 (subject to external factors)
- The new world will offer the most immersive and heavily themed environment in Dreamworld's history, including a new family coaster and a reimagined Vintage Cars attraction
- The 'Jungle Rush' family coaster will be Dreamworld's largest ride investment ever and will feature:
  - The world's first inclined turntable
  - Dreamworld's most immersive theming and storytelling ever built
  - 12 airtime elements
  - Dedicated show moments
  - The ability to run both forwards and backwards

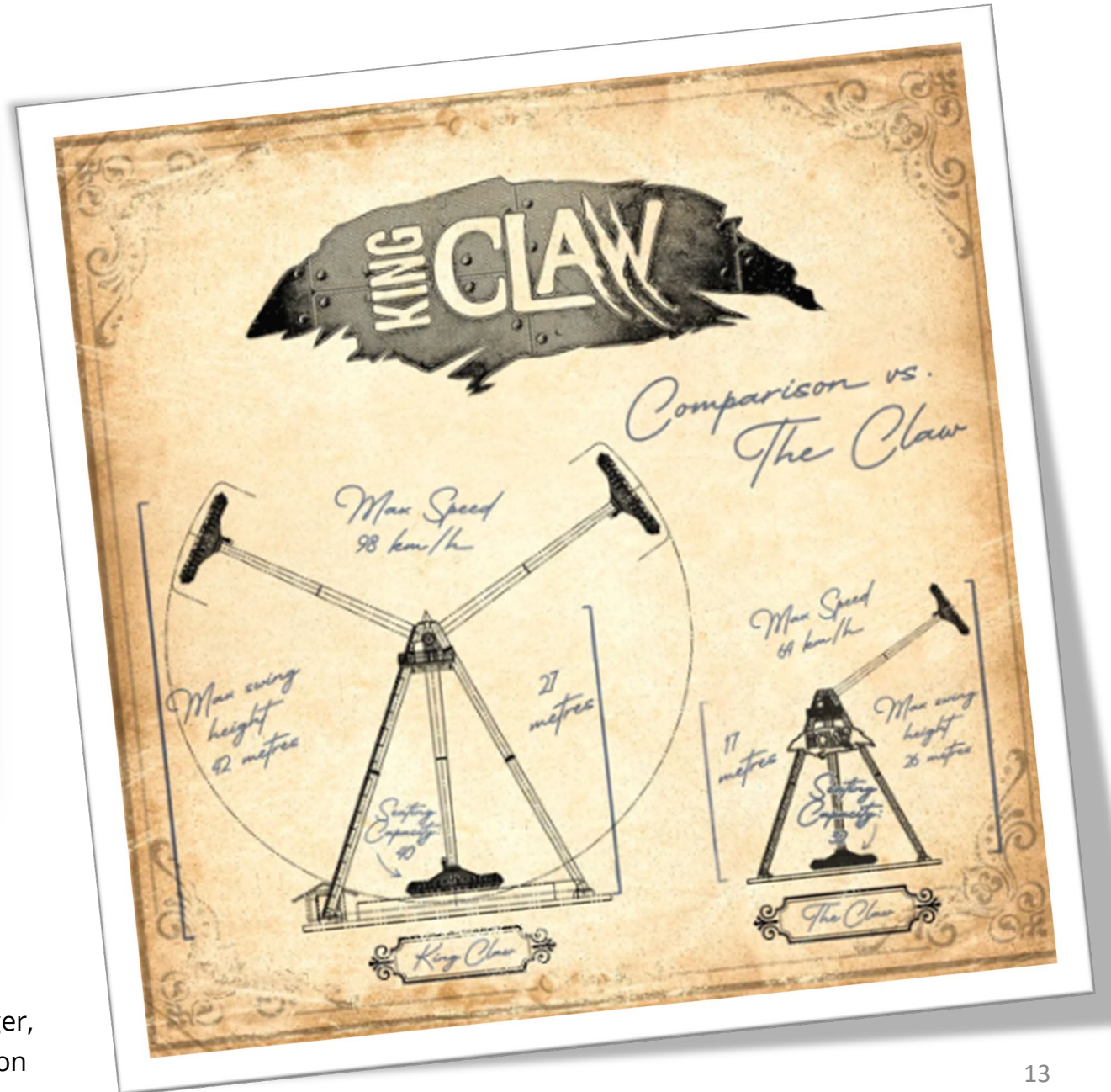




## King Claw...bigger and faster



- 'The Claw' is one of Dreamworld's most popular attractions
- At 20 years old, it has reached end of life. Options considered included ride closure, major overhaul, like-for-like replacement and upgrade to newer, larger version of the ride
- Decision taken to close the ride in January 2025 to make way for a bigger, faster, higher capacity 'King Claw' at cost of approximately \$13-14 million





# LAND DEVELOPMENT<sup>1</sup>

- Preliminary Development Application lodged with Gold Coast City Council
- If approved, will allow broader range of land uses than currently offered that are rational for each precinct and strategically complementary to the site as a whole
- Public consultation phase complete and Council and State review is continuing<sup>2</sup>
- The Group has submitted a 'stop the clock' notice on our application to allow time to clarify some details with the State Assessment & Referral Agency
- We remain confident about our prospects

<sup>1</sup> Refer to slides 18-20 of FY23 Results Presentation for further details in relation to the land development

<sup>2</sup> Timing is dependent on Gold Coast Council development review processes and protocols, and is not within the control of the Group





# A WELL-DEFINED STRATEGY FOR LONG TERM GROWTH

**SAFETY REMAINS TOP  
PRIORITY**



**REVENUE PIPELINE  
WELL ESTABLISHED**



**ONGOING COST  
DISCIPLINE**



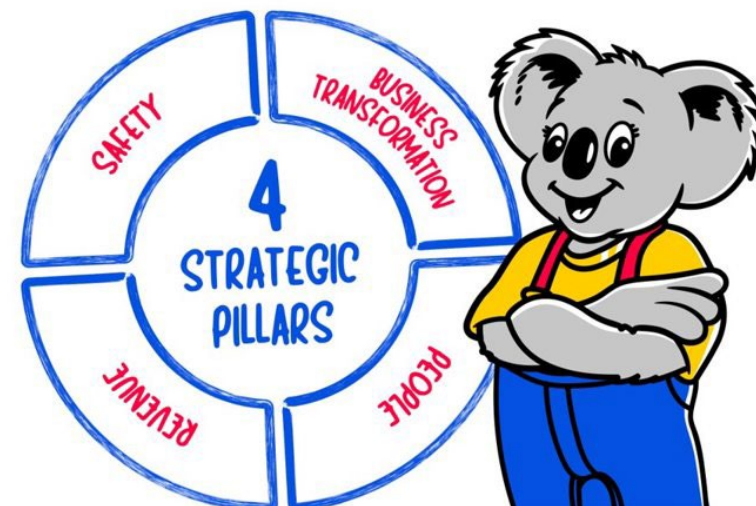
**CULTURE OF HIGH  
PERFORMANCE**



**SOLID BALANCE SHEET**

**OWNED LAND**

**HIGHEST EBITDA  
SINCE FY16**



## ECONOMIC OUTLOOK

- High interest rates will continue to impact consumer spending
- Inflationary environment will continue to present cost pressures
- International market still in recovery

**ICONIC ASSETS**

**WORLD CLASS TEAM**



**THANK YOU**