



ASX Announcement

26 February 2018

APOLLO TOURISM & LEISURE LTD FINANCIAL RESULTS FOR SIX MONTHS ENDED 31 DECEMBER 2017

The Directors of Apollo Tourism & Leisure Ltd (ASX: ATL) (“Apollo” or “the Company”) are pleased to report a Net Profit After Tax of ~\$16.0 million, for the period to 31 December 2017, which is in line with Apollo’s expectations and consistent with the seasonality of operations.

HIGHLIGHTS:

- **First half results in line with Apollo’s expectations and up 349% on prior corresponding period, reflecting the positive impact of recent acquisitions.**
- **Recent acquisitions are integrating well and performing to Apollo’s expectations.**
- **Rental bookings and retail sales continue to support positive second half outlook.**
- **Interim dividend of 2.0 cents per share, fully franked, for the period between 1 July 2017 and 31 December 2017.**

RESULTS SUMMARY:

| A\$M | Statutory Actual H1 FY2018 (ii) (iii) | Statutory Actual H1 FY2017 (ii) | % Change | Statutory Actual H1 FY2018 (ii) | Pro forma Actual H1 FY2017 (i) | % Change |
|---|---------------------------------------|---------------------------------|---------------|---------------------------------|--------------------------------|--------------|
| Total Revenue | 172.350 | 75.440 | 128.5% | 172.350 | 92.828 | 85.7% |
| Net profit before tax and finance costs | 28.072 | 7.900 | 255.3% | 28.072 | 17.196 | 63.2% |
| EBIT Margin | 16.3% | 10.5% | 55.5% | 16.3% | 18.5% | - 12.1% |
| Net profit after tax | 15.957 | 3.552 | 349.2% | 15.957 | 9.706 | 64.4% |
| Earnings per share (cents per share) | 8.9 | 3.1 | 181.8% | 8.9 | 6.7 | 32.4% |
| Interim Dividend (cents per share) | 2.0 | 0.5 | N/M | 2.0 | 0.5 | N/M |

Notes:

(i) Pro forma figures represent non-IFRS financial information that has not been subject to audit or review but have been determined using information presented in the Company’s financial statements and the Prospectus dated 06 October 2016.

(ii) The results do not include the first eleven days of operational performance of CanaDream or the first two months of George Day Caravans, representing \$0.4m of after tax profit. The acquisition transaction costs of \$0.4m after tax are included in the statutory results to 31 December 2017.

(iii) The results for December 2017 include a one off gain at acquisition of \$2.5m from revaluing the existing shareholding in CanaDream.

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OPERATING HIGHLIGHTS TO 31 DECEMBER 2017

The effective integration of recent acquisitions has been a key focus for H1 FY18. The retail dealership acquisitions of Sydney RV, Kratzmann Caravans and George Day Caravans support Apollo's strategy to grow the retail business through an Australia wide network of retail sales centers that can leverage Apollo's Winnebago, Adria, Talvor and used ex-fleet brands, as well as selling other leading Australian brands. Apollo's retail dealerships have performed to Apollo's expectations in H1 FY18 and are expected to continue to perform in the second half of FY18.

The Canadian RV rental business, CanaDream, has performed above Apollo's expectations and significant progress has been made towards consolidating management of Apollo's American and Canadian businesses, as well as the integration of CanaDream into the greater Apollo group. CanaDream's management team is now managing the majority of Apollo's North American operations.

The Brisbane manufacturing facility moved to its new 12 acre site, with new capital equipment purchased to assist with creating further efficiencies and streamlining processes. The new manufacturing ERP system is planned to be implemented in March 2018, which, along with the new factory, provides additional support to accommodate planned future manufacturing growth. The Vivid dynamic fleet offering performed well over the Australian and New Zealand summer holiday period.

Apollo has a 25% investment in Camplify, an online caravan and RV sharing community that connects caravan and RV owners with people looking to rent these vehicles. Camplify has recently launched in the United Kingdom, and Apollo continues to partner with Camplify on a number of retail vehicle sales initiatives in Australia.

DIVIDEND

The Directors have declared a fully franked interim dividend of 2.0 cents per share. The dividend will be paid on 14 March 2018, with a record date of 2 March 2018.

The current dividend is fully franked, however, as a business with growing overseas operations; further dividends may not be fully franked.

OUTLOOK

The current outlook for the global business remains positive. The effective integration of recent acquisitions remains the key focus for H2 FY18.

The half year accounts and results presentation have been lodged with the ASX and can also be found on the ATL website: www.apollotourism.com

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Authorised by:

Luke Trouchet

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There will be an ATL H1 Results conference call held at 3:30pm AEST on Monday 26 February. To be a part of this call from Australia please dial 1800 093 431 and quote participant passcode 64901903#, international callers please dial (+61)2 8047 9393.

For more information please contact:

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Apollo Tourism & Leisure Ltd is listed on the Australian Securities Exchange (ASX code: ATL). Apollo is a multi-national, vertically integrated manufacturer, rental fleet operator, wholesaler and retailer of a broad range of RV's including motorhomes, campervans and caravans.

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