



## ASX Announcement

22 February 2017

### APOLLO TOURISM & LEISURE LTD FINANCIAL RESULTS FOR SIX MONTHS ENDED 31 DECEMBER 2016

The Directors of Apollo Tourism & Leisure Ltd (ASX: ATL) (“Apollo” or “the Company”) today announced a pro forma Net Profit After Tax of \$9.7 million, for the period to 31 December 2016, which is in line with expectations and consistent with the seasonality of operations.

#### HIGHLIGHTS:

- First half revenue, EBITDA and NPAT in line with pro forma forecast.
- Rental bookings and retail sales support positive second half outlook.
- Recent capital investments made in Sydney RV and Camplify to facilitate growth.
- Strategic goals outlined in prospectus are on track.
- Directors reaffirm prospectus full year forecast pro forma net profit after tax.
- Interim dividend of 0.5 cents per share, fully franked, for the period between listing and 31 December 2016.

#### RESULTS SUMMARY:

AUD\$M	H1 FY16	H1 FY17	\$ Movement	% Movement
Revenue	78.453	92.828	14.375	18%
Pro forma EBITDA (i) (ii)	21.221	27.874	6.653	31%
Pro forma EBITDA margin (i) (ii)	27%	30%	3%	11%
Pro forma net profit after tax (ii)	4.208	9.706	5.498	131%
Statutory net profit after tax (iii)	0.439	3.552	3.113	709%
Pro forma cash flow from operating activities (ii)	39.356	40.075	0.719	2%
Cash	3.559	10.908	7.349	206%
Pro forma earnings per share	N/A	6.7 cps	N/A	N/A
Interim dividend	N/A	0.5 cps	N/A	N/A



Cheapa Campa

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TALVOR

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Notes:

- (i) Earnings Before Interest, Tax, Depreciation and Amortisation (“EBITDA”) is a non-IFRS term which has not been subject to audit or review but has been determined using information presented in the Company’s interim financial statements and the prospectus dated 06 October 2016.
- (ii) Pro forma figures have not been subject to audit or review but have been determined using information presented in the Company’s interim financial statements.
- (iii) Statutory results do not include the first three months of operational performance of Apollo Motorhomes LLC and Apollo Finance Pty Ltd, and, as well, the IPO costs are included in the statutory results to 31 December 2016.

## RECONCILIATION OF PRO FORMA TO STATUTORY RESULTS

A reconciliation of the pro forma results to the statutory results is set out on the following table:

AUD\$M	Adjustments	H1 FY17
<b>Pro forma net operating profit after tax</b>		<b>9.706</b>
IPO Costs	(2.001)	
USA Loan interest to 30 September 2016	(0.343)	
Income tax effect on IPO costs and USA loan interest	0.703	
USA/ Finance Profit July to 30 September 2016	(4.513)	
<b>Statutory net operating profit after tax</b>		<b>3.552</b>

## OPERATING HIGHLIGHTS to 31 DECEMBER 2016

Apollo Chairman, Stephen Lonie, said: “After a successful listing in November 2016, Apollo has achieved its H1 FY17 forecast, as well as moving to identify and execute opportunities to accelerate existing growth plans. All segments have improved performance against the prior year in underlying currency terms.”

“The Apollo Board is also pleased to confirm that it is expecting to achieve at least \$12.4M Net Profit After Tax for the 2017 financial year, which is in line with the pro forma forecast.”



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Apollo Managing Director and Chief Executive Officer, Luke Trouchet, said: “The strong first half performance and implementation of a number of strategic initiatives place Apollo well on track to achieve our full year prospectus forecast. The recent acquisition of Sydney RV and our investment in RV peer to peer company, Camplify, both contribute to Apollo’s strategy of becoming a leading player in all segments of the RV market.”

Mr Trouchet also stated that: “Two new rental locations are opening in May 2017 on the east coast of the United States of America to service the New York and Orlando regions. Locations for the rental offices have been identified and the sites are on track to open on schedule. Travel partners are already making forward bookings for these locations and booking volumes are meeting expectations. Having locations on both the West and East coast will extend Apollo’s rental season and provide coast to coast one way rentals.

Apollo’s recent acquisition of Sydney RV aligns with Apollo’s strategy to grow the business through establishing additional retail sales centres throughout Australia that can leverage Apollo’s Winnebago, Adria and Talvor brands.

Sydney RV is a successful and growing retailer of new and used caravans and motorhomes based in Penrith, Sydney. Sydney RV sold approximately 900 new and used caravans and motorhomes in FY16 and with the experienced General Manager continuing to manage the business, Apollo plans to grow sales through Sydney RV’s existing footprint and client relationships.

Apollo’s investment in Camplify, an online caravan and RV sharing community that connects caravan and RV owners with people looking to rent these vehicles, will enable Apollo to share in its future success and establish a relationship that allows Apollo to work closely with Camplify to exploit synergies between the two businesses. This investment will assist Apollo to expand the range of products and services offered to Apollo’s retail customers, as well as providing exposure to the “peer to peer” economy in the RV sector.

The combined impact of recent investments in Sydney RV and Camplify are not expected to have any material impact on pro forma and statutory profit forecasts for FY17.

## DIVIDEND

The Directors have declared a fully franked interim dividend of 0.5 cents per share, which represents 21% of the statutory NPAT for the half year. The dividend will be paid on 14 March 2017, with a record date of 28 February 2017.



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## OUTLOOK

Apollo's Directors remain confident of achieving the \$12.4M pro forma Net Profit After Tax for the full 2017 financial year with forward rental bookings and retail sales all supporting a positive outlook.

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](http://www.apollotourism.com)

### Authorised by:

**Luke Trouchet**  
**Managing Director and Chief Executive Officer, Apollo Tourism & Leisure Ltd**

*There will be an ATL H1 Results conference call held at 3:30pm AEST on Wednesday 22 February. To be a part of this call from Australia please dial (+61) 2 9083 3212, international callers please dial (+65) 6713 5090.*

*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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