TOURISM & LEISURE LTD

FY2020

Results Presentation

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Statutory and underlying financial information

This presentation contains certain non-IFRS financial measures, hereafter referred to as “Underlying” financial measures. Underlying financial measures are defined as financial measures that are presented other than in accordance with all relevant Australian Accounting Standards. Certain Underlying financial measures are used internally by Apollo’s management to make appropriate comparisons with prior periods and to assess financial performance. Accordingly, all financial measures reported in this presentation are calculated on an Underlying basis, unless otherwise stated.

A reconciliation and description of the items that contribute to the difference between Apollo’s underlying and statutory results is provided on slide 31 of this presentation.

Important Points to Note

AASB 16 *Leases*

- The Company adopted the new Accounting Standard AASB 16 Leases from 1 July 2019 and the FY20 Statutory Results have been prepared in accordance with the new standard. The Company used the modified retrospective approach when adopting AASB 16 and, as a result, prior period comparative results were not restated. To allow for prior period comparison, all underlying FY20 results disclosed in this presentation have been prepared on a pre AASB 16 basis.

General

- All comparisons are against prior corresponding period (pcp).
- All figures in this presentation are rounded to the nearest $100,000.
- Where a balance was negative in the pcp and is positive in the current financial year (or vice-versa), the percentage change cannot be calculated. The percentage change in these instances has been reflected as "N/M", being Not Meaningful.
- All figures in this report are presented in Australian dollars, unless otherwise stated. The exchange rates used to convert foreign currencies to AUD are set out below:

Exchange rates	Average for period		Rate at period end	
AUD to:	FY20	FY19	Jun-20	Jun-19
NZD	1.0567	1.0648	1.0703	1.0462
USD	0.6715	0.7156	0.6863	0.7013
CAD	0.9022	0.9134	0.9387	0.9187
GBP	0.5338	0.5535	0.5586	0.5535
EUR	0.6069	0.6230	0.6111	0.6171

Key Financial Metrics

- Average Funds Employed = Total Assets – Non-Interest Bearing Liabilities – Cash On Hand (calculated as the average of the opening and closing funds employed balances).
- Return On Funds Employed (ROFE) = Earnings Before Interest & Tax (EBIT) / Average Funds Employed.
- Average Total Equity = (Opening Total Equity + Closing Total Equity) / 2.
- Return on Equity (ROE) = Net Profit After Tax (NPAT) / Average Total Equity.
- Debt : EBITDA ratio = Net debt (pre AASB 16)/ Earnings Before Interest, Tax, Depreciation & Amortisation (EBITDA).

Acquisitions

- Direction France (rebranded as Apollo Motorhome Holidays SARL (Apollo France)) and the caravan brands Windsor and Coromal, were acquired in full on 28 February 2019 and 1 March 2019, respectively. Additionally, the operations of Apollo Motorhome Holidays GMBH (Apollo Germany) did not commence until 1 April 2019. As such, the comparative results of these entities included in the Australian and European segments are for a part year only.

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Introduction

Executive Summary

Financial Results

- Statutory Net Loss After Tax of $61.2M (including impairment of intangible and other assets of $38.9M and $12.5M loss on sale of the USA rental fleet)
- Underlying Net Loss After Tax of $7.7M[1]
- Results in-line with expectation to March 2020, with record forward rental bookings that would have set a platform for a strong FY21.
- COVID-19 impact was sudden and profound. Q4 rental revenue down ~94% on pcp due to border closures and travel restrictions.

Response to COVID-19 and Outlook

Debt reduction

Accessed fleet equity

Preserved liquidity

- Apollo acted quickly and decisively to reduce the impact of COVID-19, including:
  - Reduction to factory production and capex.
  - Reduction in staff head-count in all regions, reduction to staff hours (relevant to activity) and 30% pay-cuts for the Board and executive management.
  - Closure and consolidation of rental locations.
  - Sale of entire USA rental fleet and hibernation of USA operations.
- USA fleet sale, downsizing of fleets in other regions, and inventory reduction of retail RVs in Australia resulted in a ~$114M reduction in fleet financing and floor plan debt from FY19.
- Accessed Government funding through employee support schemes and tax relief, totalling $3.3M in Q4 FY20 (of which $1.5M remained receivable as at 30 June 2020).
- Financing facility and rent deferrals/waivers granted globally.
- Pivoting rental focus towards domestic markets. Revenues have been progressively recovering as domestic restrictions begin to ease.
- Australian RV sales have recovered quickly, with sales orders taken during May 2020 to July 2020 an average of 16% up on pcp.
- No dividends declared for FY20 and no guidance to be provided, given the significant impact of COVID-19 and the ongoing uncertainty.

[1]Refer slide 31 for a reconciliation of statutory net profit after tax to underlying net profit after tax.

Liquidity

Cash Reserves and Government Funding

Apollo is confident it has sufficient liquidity and capacity to trade through a prolonged period of subdued market demand, based on its current cash reserves and access to a number of government support loans, as follows:

Healthy cash reserves

Significant support obtained

Undrawn loan facilities

Group

- Cash at 30 June 2020 of $23.5M. Cash at 24 August 2020 of approximately $24.5M.

Australia

- Financial assistance secured (subsequent to year end) of $25M, none of which has been drawn upon as at the date of this presentation, comprised of:
  - $15M loan (two-year term) under the Federal Government's COVID-19 Export Capital Facility, administered by Export Finance Australia.
  - $10M loan (two-year term) under the Queensland Government's Industry Support Package.

Canada

- $CAD2M working line (three-year term) drawn down in July 2020, provided by Business Development Bank of Canada (BDC) under its COVID-19 relief program.

Europe

- £1M support loan (two-year) term drawn down in June 2020 by Camperco. The loan was provided by British Business Bank under the Coronavirus Business Interruption Loan Scheme (CBILS).
- An additional £1M overdraft facility accessible under the CBILS facility, remains undrawn.

Response to COVID-19

What happened?

What happened at the beginning?

- Governments imposed mandatory international and domestic travel restrictions globally.
- Large volume of rental booking cancellations from late March 2020.
- Drop in retail vehicle sales as dealerships forced to close due to lockdown restrictions.

What happened as time went on?

- Easing of government restrictions saw local travel allowed in most regions.
- Reopening of closed retail vehicle dealerships.

How did we respond?

Initial response:

- Worked with our guests to amend, postpone and cancel journeys.
- Cost reductions across the business.
- Reduced capex through cancellation and deferment of fleet orders.
- Dynamic fleet returned to reduce ongoing lease repayments.
- Closure of NZ manufacturing facility.
- Hibernation of USA business and sale of fleet, reducing fleet debt by ~$70M.
- Closure of France rental business.
- Board and Executive Management pay reductions.
- Permanent reduction in staff numbers and reduced hours for retained staff.
- Implemented contactless check-in and check-out procedures at rental branches.

As restrictions lifted:

- Launched “On the road again” campaign to target domestic guests in search of a post-lockdown holiday.

What support did we get?

Initial support:

- Fleet financiers in each region provided principal repayment holidays.
- Government support in all regions (except the USA) in the form of wage subsidies, grants and tax deferrals and reductions.
- Rent-free and reduced-rent periods from landlords.

As restrictions lifted:

- Secured $15M loan support from the Australian Federal Government and $10M loan support from the Queensland government, as well as smaller loans from the Canadian and British governments.
- Support from our rental partners to promote and sell post-lockdown road trips.
- Further programs for government support continue to be explored globally.

COVID-19 Response Initiatives

Swift and prudent approach to liquidity management. Able to scale-up quickly in-line with the return of demand.

Workforce

- Q4 FY20 reduction in underlying employee costs (excluding $0.4M in redundancy costs and $3.3M government wage support subsidies) of $3.6M[1], compared to Q4 FY19.
- Executive management and board accepted 30% pay reductions to September 2020.
- Some staff are working reduced hours, using up excess annual leave and in some instances taking short term pay-cuts.
- COVID-safe practices implemented to protect Apollo's workforce and guests.
- Global workforce at 30 June 2020 was 328 lower than 30 June 2019.
- Apollo has been eligible for government wage subsidies in all regions (except USA), of which the New Zealand and UK schemes are now complete. The Canadian and German schemes are expected to end in December 2020 and Australia's in March 2021.
- Call centre staff have recently been increased to service domestic demand.

Operating costs (excluding rent)

- Q4 FY20 reduction in underlying operating costs, excluding rent, of $3.4M[1], compared to Q4 FY19.
- Reduced IT spend, focus on domestic solutions.
- Reduced registration and insurance spend due to lower utilisation during re-opening phase.
- Reduced trading hours.

Debt and rent

- Substantial reduction of floor plan and fleet financing debt due to hibernation of USA business, downsizing of fleets and reduction in retail inventory.
- Secured fleet finance debt principal holidays from the majority of lenders out to September 2020.
- Rent free periods and deferral of rent agreements negotiated with many landlords.

Working capital & capital expenditure

- Hibernation of USA business.
- Permanent closure of New Zealand manufacturing facility.
- Cancellation of raw material orders.
- Cancellation of fleet orders.
- Net proceeds from accelerated ex-fleet sales.
- Net proceeds from accelerated retail sales and concurrent reduction of inventory.
- Non-critical IT projects paused.
- Continued investment where necessary to support recovery and growth into the future.

[1]These reductions should not be interpreted as the level of cost reductions for each quarter given they are heavily influenced by seasonal rental and retail activity. Costs moving forward will also be impacted by the shape of the COVID-19 recovery.

Financial Performance

Results Overview

- Global rental business performance for the 9-months ending March 2020 remained consistent with pcp, despite the impact of bushfires during the peak Australian holiday period. The impact of COVID-19 and associated government-imposed lockdowns and travel restrictions resulted in income declining significantly in Q4 FY20.
- Statutory Net Loss After Tax includes $38.9M of non-cash impairments to intangible and other assets and $12.5M loss on sale of the USA rental fleet.
- Australian new and ex-fleet RV sales revenue and volumes were up on prior year, (revenues up 1% on pcp to $147M) after recovering in May and June from a significant drop in April 2020 due to COVID-19 restrictions.
- The impact of the COVID-19 restrictions in H2 FY20 saw the wind down of the New Zealand manufacturing facility, which will be permanently closed in H1 FY21. Retail sales gained further traction in FY20, and despite the COVID-19 shutdown in H2 FY20, vehicle sales for the year were up on pcp.
- The USA fleet was sold in H2 FY20 and the USA business was put into hibernation. Canadian fleet sales were also accelerated as domestic bookings will not fully replace the cancelled international guest bookings for the peak summer 2020 season.
- Total revenue has remained in-line with pcp, on the back of the USA fleet sales and accelerated fleet sales globally.
- Europe performance was impacted by COVID-19 restrictions in H2 FY20. Apollo France was closed and all fleet was relocated to Germany.
- Given the impact of COVID-19 on the business, and the uncertainty that remains, the Board has determined there will be no dividend declared for FY20.

AUD $M STATUTORY	FY20	FY19	Movement	% Change
Total revenue	366.7	364.1	2.6	0.7%
EBIT	(51.0)	25.2	(76.2)	N/M
EBIT margin	(13.9%)	6.9%	(20.8%)	
Net Profit/(Loss) After Tax	**(61.2)**	**4.7**	**(65.9)**	**N/M**
ROFE	(13.4%)	6.1%	(19.5%)	
ROE	(69.5%)	4.0%	(73.5%)	
Basic earnings per share (cents)	(32.9)	2.5	(35.4)	N/M
UNDERLYING[1]				
Total revenue	366.7	364.1	2.6	0.7%
EBIT	0.9	35.5	(34.6)	(97.5%)
EBIT margin	0.2%	9.8%	(9.5%)	
Net Profit/(Loss) After Tax	**(7.7)**	**14.9**	**(22.6)**	**N/M**
ROFE	0.2%	8.6%	(8.4%)	
ROE	(8.7%)	12.6%	(21.3%)	
Basic earnings per share (cents)	(4.1)	8.0	(12.1)	N/M
DIVIDENDS				
Final dividend (cents per share)	-	-	-	0.0%
Total dividend (cents per share)	-	2.0	(2.0)	(100.0%)
BALANCE SHEET	**Jun-20**	**Jun-19**	**Movement**	**% Change**
Cash and cash equivalents	23.5	34.5	(11.0)	(31.9%)

[1]Adjustments to reconcile statutory and underlying results relate predominantly to non-cash impairment of intangible and other assets and the book loss incurred on disposal of the USA fleet. Refer slide 31 for additional information.

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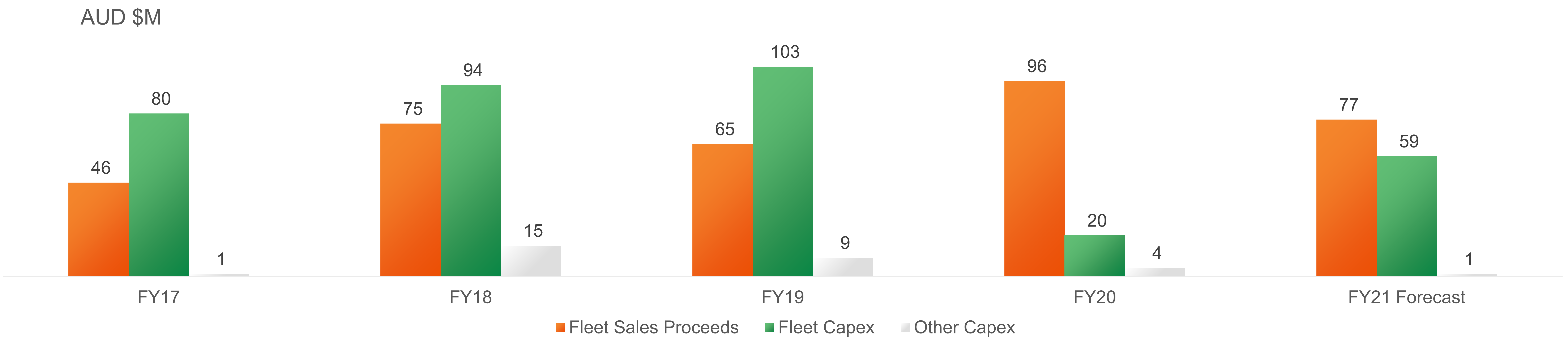
Capital Expenditure and Rental Fleet Sales



Fleet Sales Proceeds

- The significant increase in FY20 sale proceeds is attributable to the sale of the USA fleet and the hibernation of that business, and accelerated vehicle sales globally.

Fleet Capex FY20

- Apollo moved to mitigate the impact of COVID-19 by reducing, or completely cancelling, the majority of its fleet orders scheduled for the period March – June 2020.
- Through the hibernation of the USA operations and deferral/cancellation of all other fleet orders in Canada and the UK/EU, Apollo was able to limit its FY20 fleet capex to $20M, compared to the FY20 budgeted capex spend of $122M.
- Apollo has maintained core fleet numbers in each region to meet forecast demand. Fleet numbers can be adjusted in response to demand.

Capex FY21

- Currently fleet capex is forecast to be ~$59M in FY21, to support the Company's expected post-COVID recovery trajectory. This will be reviewed as the year progresses. Expected fleet capex, however, will remain significantly below that of FY17 – FY19 due to the ongoing impact COVID-19 is expected to have on rental demand, particularly in H1 FY21.
- Fleet sales in FY21 are currently expected to be approximately in line with pcp (excluding North America where FY20 fleet sales included the sale of the entire USA fleet).
- FY21 other capex will be kept to a minimum based on business needs.

Borrowings

AUD $M	Closing Drawn Balance				Headroom			
Facility Type	**Jun-20**	**Jun-19**	**Movement $**	**Movement %**	**Jun-20**	**Jun-19**	**Movement**	**Movement $**
Fleet financing[1]	190.0	296.0	(106.0)	(35.8%)	72.4	83.7	(11.3)	(13.5%)
Floor Plan	31.3	39.6	(8.3)	(21.0%)	31.5	10.3	21.2	205.8%
Mortgages	27.3	28.8	(1.5)	(5.2%)	1.7	1.6	0.1	6.2%
Bank loans	3.6	0.0	3.6	N/M	0.0	0.0	0.0	N/M
Total[2]	**252.2**	**364.4**	**(112.2)**	**(30.8%)**	**105.6**	**95.6**	**10.0**	**10.5%**

Floor Plan Facilities

- Floor plan facilities provide the Group with an efficient source of capital to fund its retail inventory holdings. New and ex-fleet vehicles can be added to a facility, up to the value of the facility's limit, with only interest payments being required in the first six months of the vehicle's finance term and no penalties incurred to pay out a sold vehicle.
- Floor plan finance debt has decreased by $8.3M over pcp. Stock holdings were reduced in Q4 FY20 following to the scale-back of factory production of Apollo built products during that time, in order to preserve capital as a result of the impact of COVID-19.

Mortgages

- CanaDream owns a number of the properties on which their rental branches are located, as leasing costs exceeded the cost of financing, making ownership a more viable financial decision. These properties are financed via mortgages with one Canadian financier.

Bank Loans

- Bank loans are comprised of a $CAD1.7M working capital facility held by CanaDream and a two-year £1.0M government support loan held by Camperco, received under the Coronavirus Business Interruption Loan Scheme. Both loans are secured against the assets of CanaDream and Camperco respectively.
- Subsequent to year end, Apollo received approval for $25M of support loans from the Australian Federal and Queensland governments and $CAD2M from the Canadian government. Refer slide 7 for further information on these loans.

Treasury

- All floor plan facilities and the portion of fleet financing facilities due to be repaid within the next 12 months are treated as current liabilities in accordance with Australian Accounting Standards. The majority of underlying assets being financed (e.g. rental fleet vehicles) are treated as non-current assets, which results in a net current liability position of $65.0M, as at 30 June 2020. The Group has sufficient cash flows to satisfy all debt obligations with an expiry of 12 months or less. Refer to slide 34 for additional detail.
- Apollo has one facility in New Zealand and facilities in Canada that contain standard financial covenants such as Debt to EBITDA, Interest Cover, Current Ratio and Shareholder Funds to Total Tangible Assets ratios. Prior to the onset of COVID-19 these covenants were all being met. Apollo's New Zealand financier has agreed to freeze covenant reporting obligations until 30 September 2020 and the Company is in negotiations with its Canadian financiers to obtain a similar waver for its September 2020 quarter covenant reporting.
- The Company's Underlying Debt:EBITDA ratio (calculated on a pre AASB 16 basis) at 30 June 2020 was 6.7x, increasing from 5.3x at 30 June 2019. The increase is attributable to the reduced Group underlying EBITDA for the period as a result of COVID-19.

[1] Refer slide 14 for additional information on fleet financing.
[2] Borrowings as at 30 June 2020 per the Company's balance sheet total $306.0M. The variance to total debt in the table above relates to lease liabilities recognised from 1 July 2019 on leases previously classified as operating leases. These additional liabilities were recognised in accordance with AASB 16 Leases, which came into effect on 1 July 2019.

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Intrinsic Asset Equity

Approximate Intrinsic Asset Equity Position as at 30 June 2020			
Segment (AUD $M)	**Asset Value[1]**	**Drawn Debt Balance**	**Equity**
Rental fleet			
Australia	89.2	69.9	19.3
New Zealand	50.5	38.6	11.9
North America	89.1	66.2	22.9
Europe	18.6	15.3	3.3
Total	**247.4**	**190.0**	**57.4**
Properties			
North America	46.9	27.3	19.6
Total	**46.9**	**27.3**	**19.6**
GRAND TOTAL	**294.3**	**217.3**	**77.0**

Fleet Financing Facilities

- Each rental fleet unit is individually financed through fleet financing facilities, held with a number of financiers in each region.
- Depreciation rates are set on vehicle classes to achieve a written down value (WDV) at the end of a vehicle's lifecycle, approximately equal to its sale value.
- Underlying debt is paid down faster than a vehicle's decline in value over the lifecycle, creating an intrinsic unrealised equity value in each vehicle. As at 30 June 2020, approximate Group equity held in the rental fleet across all segments is $57.4M. Refer to slide 35 for an example of the relationship between a vehicle's realisable sale value and its corresponding finance value, over the vehicle's lifecycle.
- Group fleet finance debt has decreased by $106.0M over pcp, due to the sale of the entire USA rental fleet and accelerated ex-rental fleet sales in other regions in response to COVID-19.

[1] Rental fleet values represent the written down value of fleet assets (including held-for-sale vehicles), net of impairments. North American properties are shown at estimated market value.

Cash Flow Summary

Cash flow movements	FY20	FY19	Movement	Comments
Underlying EBITDA	**34.0**	**62.3**	**(28.3)**	
Change in working capital	20.8	(31.7)	52.5	Cash flow attributable to the change in working capital is positive in FY20 largely due to the reclassification of rent and outgoings payments from operating activities to financing activities in FY20, under the requirements of AASB 16. This change was not reflected retrospectively. Additionally, cost reduction initiatives implemented in response to COVID-19 and corresponding government wage subsidies and GST deferrals/rebates, all contributed to the positive working capital contribution.
Rental fleet sales proceeds	99.7	65.1	34.6	Sell down of entire USA rental fleet in order to hibernate USA operations in response to COVID-19. Increased sales in other regions to access cash equity in vehicles following COVID-19 activity downturn.
Finance costs paid	(19.4)	(17.1)	(2.3)	Interest on lease liabilities now classified as a finance cost payment, resulting in the increase over prior year. Previously classified as working capital.
Tax paid	(1.2)	(3.7)	2.5	Slight reduction in tax paid due to lower operating profits for the Group in H2 FY20, as a result of COVID-19.
Net cash from operating activities	**133.9**	**74.9**	**59.0**	
Fleet capex	(20.0)	(102.9)	82.9	All non-contractual rental fleet acquisitions were ceased in H2 FY20 to preserve capital, in response to COVID-19.
Other PPE and intangibles capex	(4.1)	(8.9)	4.8	Bulk of key IT projects were implemented in the prior period and additional tightening of capex spending in H2 FY20 due to the impact of COVID-19.
Additional investment in Camplify	0.0	(1.3)	1.3	Apollo participated in a capital raise for Camplify in FY19. No additional capital was raised by Camplify in FY20.
Acquisition of Fleetwood brands	0.0	(12.8)	12.8	Prior period balance relates to acquisition of Fleetwood brands. No acquisitions during the current period.
Free cashflow	**109.8**	**(51.0)**	**160.8**	
Net proceeds from/(repayment of) borrowings	(120.9)	53.4	(174.3)	Significant paydown of debt following sale of USA rental fleet and scale back of fleet acquisitions in response to COVID-19. This balance includes rental and retail financing and does therefore not correlate directly with rental sales proceeds.
Dividends paid	0.0	(6.1)	6.1	No dividends were paid during the year due to the suppressed performance flowing from the December 2019 bushfires and COVID-19.
Net cash flow	**(11.1)**	**(3.7)**	**(7.4)**	

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Segment Performance

Global Footprint

EUROPE & UK

RENTAL FLEET

~400

RV RENTALS

NEW AND EX-RENTAL RV SALES

USA & CANADA

RENTAL FLEET

~1,300

RV RENTALS

EX-RENTAL RV SALES

AUSTRALIA

RENTAL FLEET

~1,600

RV RENTALS

NEW AND EX-RENTAL RV SALES

MANUFACTURING

NEW ZEALAND

RENTAL FLEET

~900

RV RENTALS

NEW AND EX-RENTAL RV SALES

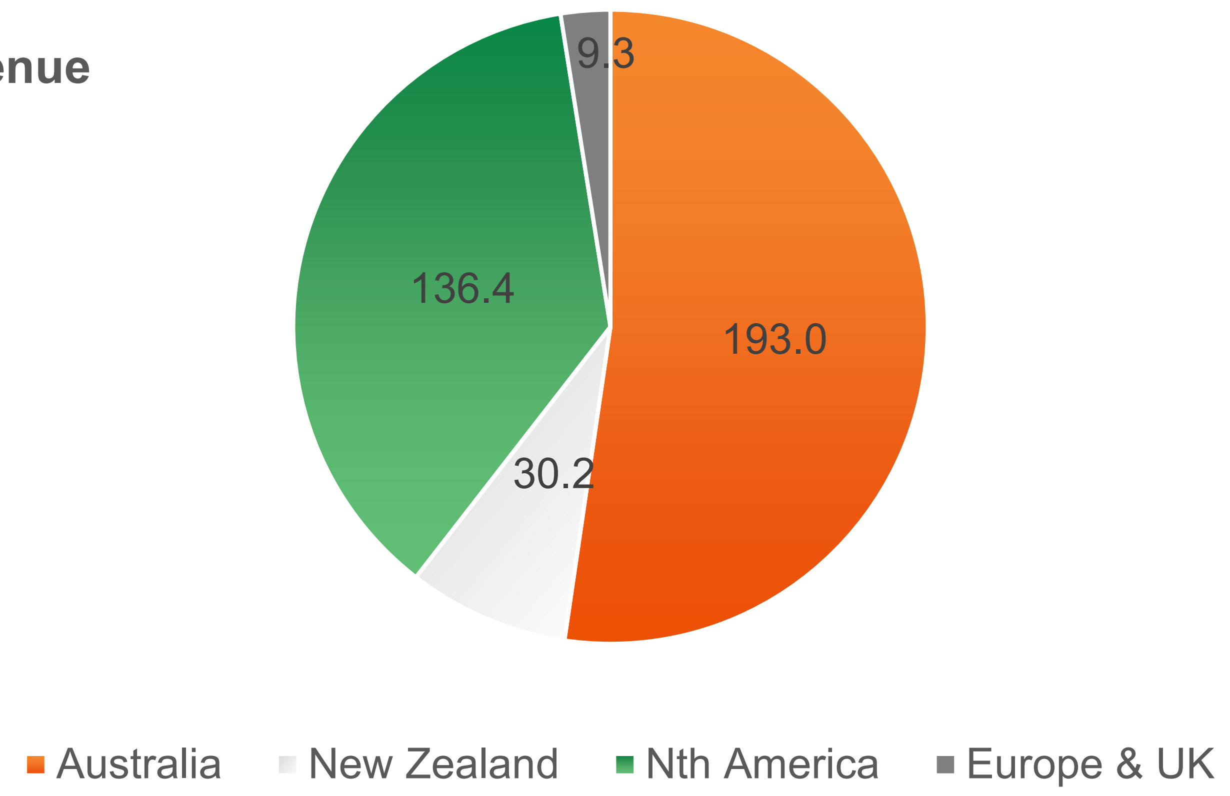
MANUFACTURING

Rental fleet sizes represent fleet sizes as at 30 June 2020.

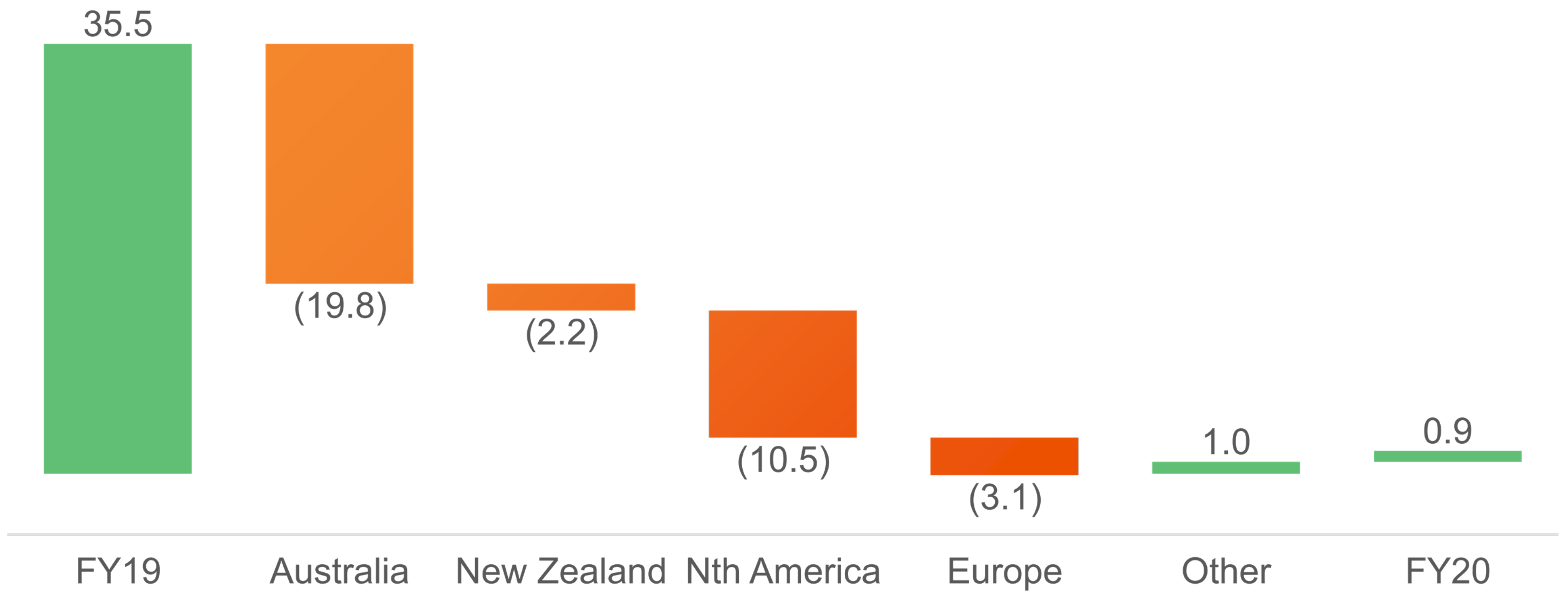
Segment Results

AUD $M	FY20		FY19		Growth ($)		Change (%)	
	REVENUE	UNDERLYING EBIT	REVENUE	UNDERLYING EBIT	REVENUE	UNDERLYING EBIT	REVENUE	UNDERLYING EBIT
Australia	191.6	(8.4)	208.3	11.4	(16.7)	(19.8)	(8.0%)	N/M
New Zealand	30.2	6.3	32.9	8.5	(2.7)	(2.2)	(8.2%)	(25.9%)
North America	136.4	6.0	112.1	16.5	24.3	(10.5)	21.7%	(63.6%)
Europe	9.3	(2.2)	12.6	0.9	(3.3)	(3.1)	(26.2%)	N/M
Other/eliminations	(0.8)	(0.8)	(1.8)	(1.8)	1.0	1.0	(55.6%)	(55.6%)
Underlying	**366.7**	**0.9**	**364.1**	**35.5**	**2.6**	**(34.6)**	**0.7%**	**(97.5%)**

FY20 Revenue



Underlying EBIT Waterfall



- Other/eliminations segment represents the elimination of inter-entity charges, interest charged on loans between segments and amortisation of internally generated intangibles on acquisitions.
- The tourism industry is subject to seasonal fluctuations with peak demand for tourism attractions and transport occurring in summer months. Accordingly, Apollo's results are skewed to the first half. Earnings in Australia and New Zealand are typically generated over the southern hemisphere summer months, while earnings in North America and Europe are generated over the northern hemisphere summer.

Australia

- Rental performance was impacted by the Australian bushfires over the peak summer holiday period, and was further significantly impacted by the COVID-19 travel restrictions imposed in March 2020.
- Apollo's entire Australian dynamic fleet (180 vehicles) was handed back in Q4 FY20, ahead of their contractual lease expiry dates, to reduce monthly lease payment commitments. The hand-back incurred penalty costs of ~$0.4M.
- Despite a significant drop in retail sales in April 2020 due to COVID-19 restrictions, the first full year of Apollo's Geelong, Newcastle and expanded Melbourne dealerships helped maintain retail sales revenue in-line with FY19. Pleasingly, retail sales recovered from May to July, increasing an average of 16% compared to the pcp. Q4 factory production was significantly reduced which impacted margins due to lower overhead recovery.
- New Windsor and Coromal branded products were launched in late CY19 and have been well received. Production of these models was slowed due to COVID-19 but will be progressively ramped up throughout the remainder of FY21 to meet demand.
- Prior to the onset of COVID-19, costs for the segment were up on pcp, as the Company continued to invest in systems, people and infrastructure, to support its growth targets. While cost reduction measures were implemented in Q4 FY20, in response to COVID-19, overall segment costs increased for the year.
- The impact of the COVID-19 crisis has resulted in a statutory non-cash impairment of intangible and other assets of $23.0M for the segment.

AUD $M	FY20	FY19	Movement	% Change
Rental income	44.1	60.9	(16.8)	(27.6%)
Sale of goods - ex-rental fleet sales	13.3	11.6	1.7	14.7%
Sale of goods - new RV sales[1]	133.2	134.0	(0.8)	(0.6%)
Other income	1.0	1.8	(0.8)	(44.4%)
Costs	(200.0)	(196.9)	(3.1)	1.6%
Underlying EBIT	**(8.4)**	**11.4**	**(19.8)**	**N/M**
Underlying ROFE	**(4.1%)**	**5.1%**	**(9.2%)**	

VEHICLE FLEET UNITS	FY20	FY19	No. Change	% Change
Opening fleet	1,912	1,777	135	7.6%
Rental fleet sales[2]	(447)	(246)	201	81.7%
Rental fleet purchases[3]	164	381	(217)	(57.0%)
Closing fleet	**1,629**	**1,912**	**(283)**	**(14.8%)**
Retail RV sales	2,140	2,267	(127)	(5.6%)
Total RV sales (rental + retail)	**2,587**	**2,513**	**74**	**2.9%**

1. Sale of goods – new RV sales includes revenue generated from part sales, repairs and servicing and royalties/rebates received from manufacturers.
2. Rental fleet sales include vehicle write-offs and dynamic fleet returned to suppliers at the end of lease periods, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.
3. Rental fleet purchases include dynamic fleet added to the rental fleet at the beginning of the lease period

New Zealand

- New Zealand's rental business was significantly impacted by the global COVID-19 related travel restrictions implemented in March 2020. Domestic guests contributed to a significant recovery in June, followed by a strong July result.
- All dynamic fleet (50 vehicles) leases expired in May 2020 and the vehicles were handed back, reducing the region's future financing commitments.
- Vehicle sales volumes and revenues increased on pcp, with the flagship retail store at the new Auckland rental branch and retail sales out of the Christchurch branch generating positive market traction.
- The impact of the COVID-19 restrictions in H2 FY20 resulted in the wind down of New Zealand manufacturing facility, which will permanently close in H1 FY21. Existing fleet numbers will be sufficient to sustain expected rental demand for the near future and on-going fleet requirements will be satisfied by the Australian production facility.
- The segment's statutory results include $0.1M of non-cash impairments to fleet assets.

AUD $M	FY20	FY19	Movement	% Change
Rental income	23.5	27.9	(4.4)	(15.8%)
Sale of goods - ex-rental fleet sales	4.6	3.8	0.8	21.1%
Sale of goods - new RV sales	2.1	1.1	1.0	90.9%
Other income	-	0.1	(0.1)	(100.0%)
Costs	(23.9)	(24.4)	0.5	(2.0%)
Underlying EBIT	**6.3**	**8.5**	**(2.2)**	**(25.9%)**
Underlying ROFE	**9.3%**	**14.6%**	**(5.3%)**	

VEHICLE FLEET UNITS	FY20	FY19	No. Change	% Change
Opening fleet	939	843	96	11.4%
Rental fleet sales[1]	(179)	(106)	73	68.9%
Rental fleet purchases[2]	95	202	(107)	(53.0%)
Closing fleet	**855**	**939**	**(84)**	**(8.9%)**
Retail RV sales	22	12	10	83.3%
Total RV sales (rental + retail)	**201**	**118**	**83**	**70.3%**

1. Rental fleet sales include vehicle write-offs and dynamic fleet returned to suppliers at the end of lease periods, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.
2. Rental fleet purchases include dynamic fleet added to the rental fleet at the beginning of the lease period.

North America

- Apollo's USA operations were put into hibernation in late FY20 due to the very strict COVID-19 international travel restrictions imposed in March 2020. The liquid RV sales market in the USA allowed Apollo to quickly dispose of its entire USA fleet and retire the USA debt. A book loss of $12.5M was incurred on the sale of the USA fleet (contributing to the significant increase in 'Sale of goods – ex-rental fleet sales' and 'Costs'[1] balances shown in the results table, over pcp), however sales proceeds exceeded the outstanding debt and ceased all future principal and interest obligations which amounted to ~$USD1.5M per month on the full fleet holdings.
- A review of the USA business is underway and the Company is exploring options to leverage supplier and partner relationships and existing technology, to capitalise on opportunities that exist within the USA market in a capital light way.
- Canadian fleet sales were also accelerated at the end of FY20, to right size the fleet in response to the downturn in activity flowing from COVID-19.
- Northern Hemisphere rental earnings are significantly skewed to H1 of each financial year, with the majority of the region's revenue being generated over the peak July to October summer/spring months. The on-set of COVID-19 resulted in materially lower bookings for the shoulder season in May and June 2020, leading into the summer season. H2 revenues reflect only a small number of corporate bookings recorded by CanaDream.
- The segment's statutory results include $3.3M of non-cash impairments to intangible and other assets and $12.5M loss on sale of the USA fleet.

AUD $M	FY20	FY19	Movement	% Change
Rental income	50.9	59.8	(8.9)	(14.9%)
Sale of goods - ex-rental fleet sales	81.8	47.6	34.2	71.8%
Sale of goods - new RV sales	3.5	4.4	(0.9)	(20.5%)
Other income	0.2	0.3	(0.1)	(33.3%)
Costs	(130.4)	(95.6)	(34.8)	36.4%
Underlying EBIT	**6.0**	**16.5**	**(10.5)**	**(63.6%)**
Underlying ROFE	**3.9%**	**9.0%**	**(5.1%)**	

VEHICLE FLEET UNITS	FY20	FY19	No. Change	% Change
Opening fleet	2,496	2,092	404	19.3%
Rental fleet sales	(1,278)	(697)	485	69.6%
Rental fleet purchases	119	1,101	(1,078)	(97.9%)
Closing fleet	**1,337**	**2,496**	**(1159)**	**(46.4%)**
Retail RV sales	53	60	(7)	(11.7%)
Total RV sales (rental + retail)	**1,235**	**757**	**478**	**63.1%**

1. The $12.5M loss on sale of the USA rental fleet has been added-back in the 'Costs' line above, when calculating Underlying EBIT.

Europe

- Rental performance for the region was significantly impacted by the global COVID-19 restrictions implemented in March 2020.
- While still a relatively small region for Apollo, Europe and the United Kingdom markets are primarily in-market guests and therefore activity is expected to be impacted less by COVID-19 than other regions.
- Apollo's rental branch near Paris, France, was closed and its fleet was moved to Hamburg, Germany for the 2020 summer season, in response to the impact of COVID-19.
- Used vehicle sales in this region for the first nine months of the year was up on prior year, however the government restrictions implemented in March 2020 impacted sales and resulted in used vehicle sales finishing in line with prior year. New vehicle sales were down on prior year due to lockdown restrictions imposed within the UK.
- Camperco has obtained a £1M funding facility and £1M (undrawn) overdraft facility under the UK's Coronavirus Business Interruption Loan Scheme, providing the Company with a significant cashflow injection in the region to combat the negative impact of COVID-19.
- The impact of the COVID-19 crisis has resulted in a statutory non-cash impairment of intangible and other assets of $12.5M for the segment.

AUD $M	FY20	FY19	Movement	% Change
Rental income	5.8	6.8	(1.0)	(14.7%)
Sale of goods - ex-rental fleet sales	3.2	4.2	(1.0)	(23.8%)
Sale of goods - new RV sales	0.3	1.6	(1.3)	(81.3%)
Other income	-	-	-	0.0%
Costs	(11.5)	(11.7)	0.2	(1.7%)
Underlying EBIT	**(2.2)**	**0.9**	**(3.1)**	**N/M**
Underlying ROFE	**(12.5%)**	**4.1%**	**(16.6%)**	

VEHICLE FLEET UNITS	FY20	FY19	No. Change	% Change
Opening fleet	346	179	167	93.3%
Rental fleet sales[2]	(47)	(48)	(1)	(2.1%)
Rental fleet purchases	44	215	(171)	(79.5%)
Closing fleet	**343**	**346**	**(3)**	**(0.9%)**
Retail RV sales	4	19	(15)	(78.9%)
Total RV sales (rental + retail)	**51**	**67**	**(16)**	**(23.9%)**

1. Apollo Motorhome Holidays GMBH (Apollo Germany) and Apollo Motorhome Holidays SARL (Apollo France) commenced trading on 1 April 2019. Accordingly, the comparative period results are for a part year only.
2. Rental fleet sales include vehicle write-offs, which distort the calculation of average sale prices for ex-rental fleet, year-on-year.

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Camplify

Apollo has a 25% investment in Camplify Co (Australia) Pty Ltd (Camplify), an online RV sharing community, connecting caravan & motorhome owners with holidaymakers seeking hire options.

The Company's share of losses on its investment in Camplify for the period totalled $0.9M (up from $0.2M in pcp). Camplify is in a high growth phase and forecasts profitability by FY23.

FY20 Update:

- Camplify has successfully launched in two new markets, New Zealand and Spain.
- In existing markets, Camplify has seen growth in Australia of 182% year on year in revenue and customer activation, and in the UK growth of 115%.
- The launch of the Camplify liability waiver product has been successful with additional income generation at a high gross margin. A significant increase in this revenue is forecast for FY21.
- Insurance revenue has become another significant revenue stream, with over $1.5m in insurance income generated in the past 12 months.
- During this period, Camplify has invested heavily in technology, including a total rebuild of the front-end platform, improving customer experience and conversion ratio. Camplify also launched a customer app, further improving client engagement.
- Camplify launched its GPS product on a subscription basis. This product enables significant data collection and is forecast to build recurring revenue over the next 12 months.
- In coming months Camplify will be launching its new RV leasing platform. After securing exclusive partnerships with MoneyMe and New Age, Camplify will now be offering RV leasing to customers, allowing the owner fleet to grow significantly and add an additional incomes stream. This unique digital approach will see low capital investment and high margins.

Strategy & Outlook

Digital Ecosystem

Retail

- Consolidation of retail dealership technology has commenced, which will improve the utilisation of data across the Group.
- Streamlining of the retail ordering ordering process from Apollo's manufacturing facility has started and is planned for completion in FY21.
- A pilot for retail telematics is due for completion in FY21.

ApolloConnect app

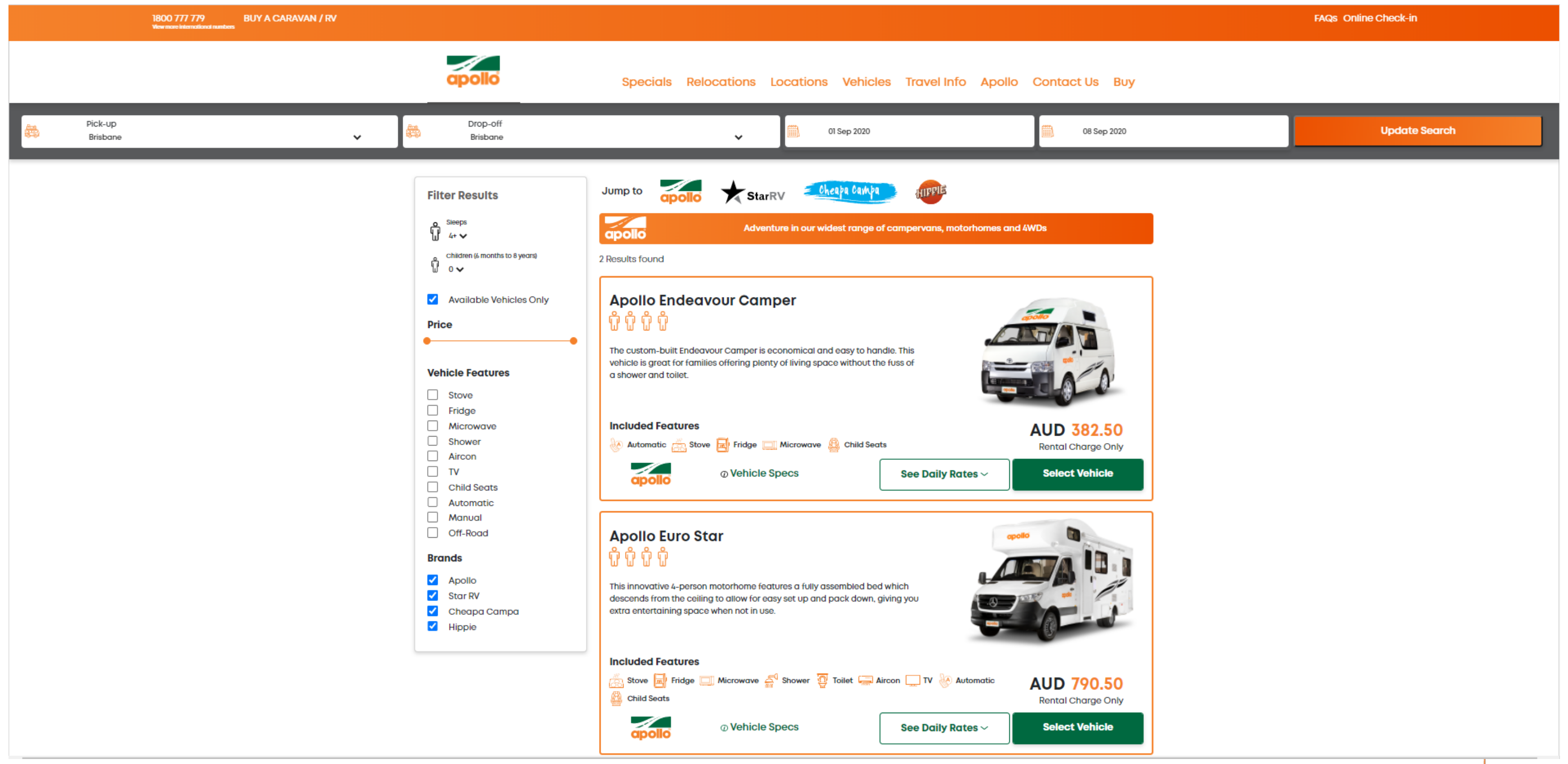
- The ApolloConnect app is a must have travel companion, allowing rental guests to search and book holiday parks and attractions and view vehicle how-to-guides.
- ApolloConnect United Kingdom and European versions have now launched, making the App available in all Apollo branded regions.
- Over 10,000 user sign-ups to date, and recent positive trends in active users as rental activity has increased.

Telemetry (vehicle GPS monitoring)

- Integration to allow geo-marketing opportunities is planned for FY21. The Company's existing telematic infrastructure proved valuable during the Australian bushfires.

Websites

- Progress on Apollo's digital strategy has been impacted by the financial challenges posed by COVID-19 and a number of projects have been delayed. Despite these challenges, all rental booking sites throughout the Apollo network have been upgraded to a new booking flow that substantially improves the guest experience.
- Booking intake via our websites for Australia, New Zealand and the United Kingdom are higher than pcp and the proportion of direct intake has also increased.
- Connection of the guest journey from dreaming, planning, booking and experiencing, as well the launch of a loyalty club membership, was delayed in response to COVID-19 and is now planned for FY21.
- The recently launched new Apollo RV Sales website has been extended to New Zealand, driving positive retail sales activity.



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Industry & Tourism Outlook

RENTAL

- Apollo is well placed to service guests looking for “COVID-safe” self-drive domestic holiday options.
- Monthly sales revenue booked (which may be for travel in current or future months) compared to the pcp reached a low in April 2020, for all markets. Since that time domestic travel is showing signs of recovery with an average increase in domestic booking revenue for June and July compared to the pcp of 38% in Australia, 229% in New Zealand, and 115% in Canada. Prior to COVID-19, domestic booking revenue represented approximately 20% of total annual booking revenue.
- The Company is pivoting its Australian, New Zealand and Canadian rental operations towards a focus on predominantly domestic guests for H1 FY21, although the peak Canadian 2020 summer season will be materially lower due to COVID-19. International guest bookings are currently expected to return to a limited extent in H2 FY21.
- Domestic bookings are expected to have similar yields to international bookings. Despite being shorter duration and with reduced booking lead times, they do not attract generous early-bird and long-term booking discounts. Also, a higher proportion are direct bookings with no travel agent commissions.
- While still a relatively small region for Apollo, Europe and the United Kingdom markets are primarily in-market guests and therefore activity is expected to be impacted less by COVID-19 than other regions.

RETAIL

- Retail RV demand globally has recovered well following the easing of restrictions and margins have not been materially impacted.
- Supply is constrained in many geographies, with COVID-19 impacting the retail RV supply chain and the Company is exploring options to alleviate these constraints.

On The Road Again

The onset of COVID-19 has fundamentally changed the primary source market of travellers in each of Apollo's markets. A significant opportunity exists to convert domestic travellers to the Free and Independent Travel lifestyle that comes with RV holidays.

In May 2020, Apollo introduced the On the Road Again campaign across the global rental and retail businesses to promote the re-opening of business and to stimulate bookings and purchases. Apollo's goal is to attract direct business and increase website conversions.

The campaign's key messaging includes:

- Apollo is open for business
- A motorhome holiday is a safe, fun and affordable way to travel
- Self-contained vehicles allow you to travel with the comforts of home
- Road trips are a great way to connect with family and friends and make lifelong memories
- Now is the perfect time to explore your own backyard

FY21 Outlook

Apollo expects the negative impact of COVID-19 to continue well into FY21, with government directives and market analysis suggesting that international travel restrictions will remain in place for the foreseeable future. The Company's immediate focus for FY21 will be to capture a portion of the historically significant outbound international spending pool (which in 2019 represented over $AUD100B[1] across Australia, New Zealand and Canada), now available for redirection towards domestic travel, in all of its rental operating regions.

Australian retail sales deals have been increasing since full lockdown restrictions were lifted and it appears this trend is continuing. With Australians looking for alternative holiday options, while international travel restrictions remain in place, Apollo is in a position to capitalise on increased demand, through its ability to ramp up factory production.

Apollo is confident it has sufficient liquidity and capacity to trade through a prolonged period of subdued market demand due to:

- Securing government support facilities of $25M in Australia ($15M from the Australian Federal Government and $10M from the Queensland Government, both of which were secured post year end), $CAD2M in Canada (from the Business Development Bank of Canada, with an additional £1M in the UK (from the British Business Bank).
- Governmental support schemes currently in-place globally, such as Australia's JobKeeper subsidy and Canada's Emergency Wage Subsidy (CEWS)[2].
- Domestic rental revenue in all regions has increased over pcp in recent months, on the back of easing domestic travel restrictions.
- Aggregate net equity in the Company's rental fleet of $57.4M, which the Company has proven it can realise expediently in all regions.

Due to the ongoing uncertainty of the current trading environment, Apollo is not in a position to provide earnings guidance for FY21.

1. As per data obtained from Tourism Research Australia for Australia, Stats NZ for New Zealand and the Conference Board of Canada and Stats Canada for Canada.
2. JobKeeper subsidy assumed to end in March 2021, CEWS in December 2020.

Corporate Governance

- Continual focus on prevention initiatives for key risk areas including data and guest privacy, work place health and safety and cyber-security.
- Board gender diversity with one female and two male Independent Directors.

Conference Call

Date: 11:00am (Brisbane time), Monday 31 August, 2020

Phone:

Australia: 08 9460 0818

Overseas: (+61) 2 8038 5271

Conference ID: 4229876

Annual General Meeting

Due to the ongoing developments of COVID-19 and the restrictions on large gatherings, Apollo will be holding a virtual AGM this year. The AGM will be made accessible to all shareholders via an online platform which will include the facility for shareholders to ask questions in relation to the business of the meeting and vote in real time at the meeting. Further details of this year's AGM will be included in the notice of meeting.

Date: 11:00 am AEST (QLD), Wednesday 28 October 2020

Supporting Analysis

Underlying Adjustments

AUD $M	FY20	FY19
Statutory net profit after tax	**(61.2)**	**4.7**
Impairment of intangible assets	12.2	11.0
Impairment of right-of-use assets, inventory and other property, plant and equipment	26.7	-
Loss on disposal of USA rental fleet	12.5	-
Employee termination costs as a result of COVID-19	0.4	-
Provision add-back on Camperco year two earn-out	-	(1.5)
Cost relating to acquisitions, tax adjustments and amortisation of intangible assets with finite lives on acquisitions:		
- Professionals, accountants, consultants fees and other associated acquisition costs	-	0.2
- Intangibles amortisation	0.2	0.3
Share of profit/(loss) in associates	0.9	0.2
Impact of adoption of new lease accounting standard AASB 116 Leases	0.6	-
Underlying net profit after tax	**(7.7)**	**14.9**

1. Share of profit/(loss) in associates represents the Company's equity accounted share of losses on its investment in Camplify. The Directors have resolved for the first time to add back this loss as an underlying adjustment, given that Camplify is still in the early stages of commercialisation and losses are expected for a number of years to come, as the business grows. Accordingly, Camplify's performance is not currently deemed to represent ordinary trading performance. For consistency, the comparative underlying net profit after tax figure has been restated to account for this add-back.

2. The impact of adopting AASB 16 *Leases* has been added back to statutory net profit after tax, to provide consistency with the comparative period, as the new standard did not come into effect until 1 July 2019.

Profit or Loss

	Full Year				6 Months to June				6 Months to December			
Underlying (AUD $M)	**FY20**	**FY19**	**$ Change**	**% Change**	**FY20**	**FY19**	**$ Change**	**% Change**	**FY20**	**FY19**	**$ Change**	**% Change**
Rental income	124.3	155.4	(31.1)	(20.0%)	30.1	64.7	(34.6)	(53.5%)	94.2	90.7	3.5	3.9%
Revenue from sale of goods	242.0	208.3	33.7	16.2%	139.3	116.2	23.1	19.9%	102.7	92.1	10.6	11.5%
Other revenue	0.4	0.4	-	0.0%	0.1	(0.3)	0.4	N/M	0.3	0.7	(0.4)	(57.1%)
Total revenue	**366.7**	**364.1**	**2.6**	**0.7%**	**169.5**	**180.6**	**(11.1)**	**(6.1%)**	**197.2**	**183.5**	**13.7**	**7.5%**
Costs	(332.7)	(301.8)	(30.9)	N/M	(176.0)	(162.4)	(13.6)	N/M	(156.7)	(139.4)	(17.3)	N/M
EBITDA	**34.0**	**62.3**	**(28.3)**	**(45.4%)**	**(6.5)**	**18.2**	**(24.7)**	**N/M**	**40.5**	**44.1**	**(3.6)**	**(8.2%)**
Depreciation & amortisation	(33.1)	(26.8)	(6.3)	N/M	(17.6)	(12.3)	(5.3)	N/M	(15.5)	(14.5)	(1.0)	N/M
EBIT	**0.9**	**35.5**	**(34.6)**	**(97.5%)**	**(24.1)**	**5.9**	**(30.0)**	**N/M**	**25.0**	**29.6**	**(4.6)**	**(15.5%)**
Finance costs	(17.1)	(17.1)	-	N/M	(7.3)	(8.5)	1.2	N/M	(9.8)	(8.6)	(1.2)	N/M
Profit before income tax	**(16.2)**	**18.4**	**(34.6)**	**N/M**	**(31.4)**	**(2.6)**	**(28.8)**	**N/M**	**15.2**	**21.0**	**(5.8)**	**(27.6%)**
Income tax (expense)/benefit	8.5	(3.5)	12.0	N/M	11.6	2.5	9.1	364.0%	(3.1)	(6.0)	2.9	N/M
Profit attributable to Apollo shareholders	**(7.7)**	**14.9**	**(22.6)**	**N/M**	**(19.8)**	**(0.1)**	**(19.7)**	**N/M**	**12.1**	**15.0**	**(2.9)**	**(19.3%)**
Basic EPS	(4.1)	8.0	(12.1)	N/M								

Balance Sheet

AUD $M	Jun-20	Dec-19	Jun-19	Jun-20 vs Dec-19	Jun-20 vs Jun-19
Cash and cash equivalents	23.5	17.3	34.5	6.2	(11.0)
Intangibles	24.1	37.1	36.1	(13.0)	(12.0)
Inventories	90.4	83.7	96.8	6.7	(6.4)
Equity accounted investments[1]	1.6	2.3	2.5	(0.7)	(0.9)
Property, plant and equipment	134.9	69.1	382.0	65.8	(247.1)
Right-of-use asset	137.7	348.3	-	(210.6)	137.7
Other assets[2]	18.4	24.4	32.6	(6.0)	(14.2)
Total assets	**430.6**	**582.2**	**584.5**	**(151.6)**	**(153.9)**
					-
Payables	27.5	25.0	33.1	2.5	(5.6)
Borrowings (current + non-current)	252.2	328.2	364.5	(76.0)	(112.3)
Lease liability - land and buildings (current + non-current)	53.8	47.8	-	6.0	53.8
Provisions (current + non-current)	4.1	3.8	6.0	0.3	(1.9)
Income tax payable	0.1	-	1.4	0.1	(1.3)
Other payables[3]	36.2	46.9	60.0	(10.7)	(23.8)
Total liabilities	**373.9**	**451.7**	**465.0**	**(77.8)**	**(91.1)**
				-	-
Net assets	**56.7**	**130.5**	**119.5**	**(73.8)**	**(62.8)**
					-
Net debt position[4]	228.7	310.9	330.0	(82.2)	(101.3)
Net tangible assets (NTA)[5]	32.6	93.4	83.4	(60.8)	(50.8)
NTA per share[6]	$0.18	$0.50	$0.45		
Book value of net assets per share[7]	$0.31	$0.70	$0.64		
Net debt / net debt + equity ratio (net of Intangibles)	87.5%	76.9%	79.8%		
Equity ratio[8]	13.2%	23.9%	20.4%		
Total no. of shares on issue at period end	186,150,908	186,150,908	186,150,908		

Notes:

1. Represents the Company's investment in Camplify, which has decreased due to Camplify being in a high growth phase.
2. Other assets is comprised of trade and other receivables, income tax refunds receivable, prepayments and other current assets, deferred tax assets and other non-current asset balances, per the statement of financial position.
3. Other payables is comprised of contract liabilities, income tax payable, unearned leasing income, other current liabilities and other non-current liabilities, per the statement of financial position.
4. Represents total borrowings (pre AASB 16 and therefore excluding lease liability - land and buildings), less cash and cash equivalents.
5. Represents equity, net of intangibles.
6. Calculated as NTA / total no. of shares on issue at period end.
7. Calculated as equity / total no. of shares on issue at period end.
8. Calculated as equity / total assets.

Funding

- Debt facilities as at 30 June 2020 are summarised as follows:

AUD $M	Total facility				Drawn amount				Undrawn amount				
Segment	**Fleet financing**	**Floor plan**	**Mortgages**	**Bank Loans**	**Fleet financing**	**Floor plan**	**Mortgages**	**Bank Loans**	**Fleet financing**	**Floor plan**	**Mortgages**	**Bank Loans**	**Interest split**
Australia	122.2	58.1	N/A	N/A	69.9	27.2	N/A	N/A	52.3	30.9	N/A	N/A	70% fixed / 30% floating
New Zealand	40.9	4.7	N/A	N/A	38.6	4.1	N/A	N/A	2.3	0.6	N/A	N/A	60% fixed / 40% floating
North America	81.6	N/A	29.0	1.8	66.2	N/A	27.3	1.8	15.4	N/A	1.7	0.0	70% fixed / 30% floating
Europe	17.7	N/A	N/A	1.8	15.3	N/A	N/A	1.8	2.4	N/A	N/A	0.0	100% fixed
Facility totals	**262.4**	**62.8**	**29.0**	**3.6**	**190.0**	**31.3**	**27.3**	**3.6**	**72.4**	**31.5**	**1.7**	**0.0**	
Group total				**357.8**				**252.2**				**105.6**	
Debt from lease liabilities recognised on leases previously classified as operating leases								53.8					
Cash and cash equivalents								(23.5)					
Net debt								**282.5**					

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Example: Rental Fleet Debt/Equity Relationship

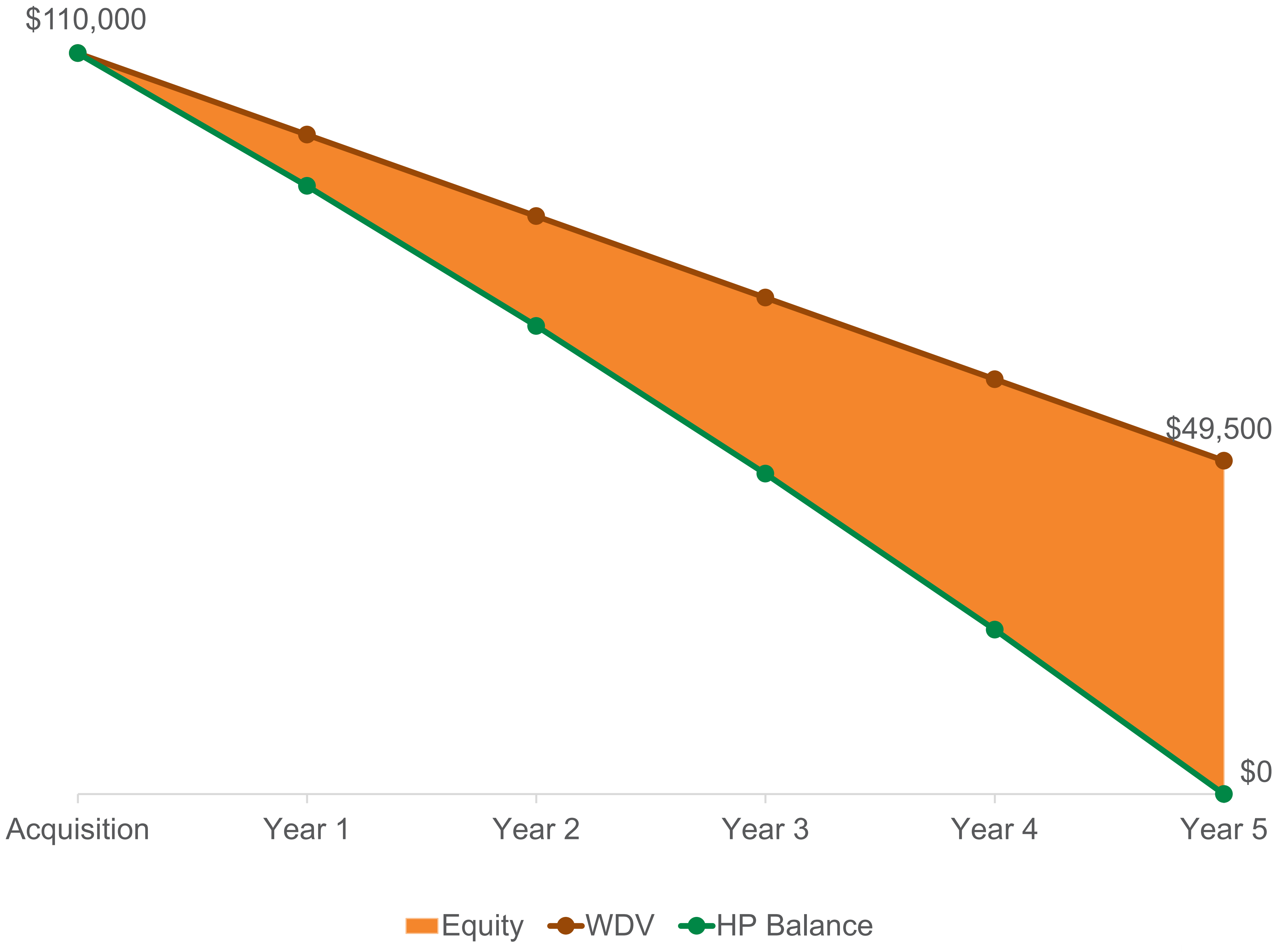
The following graph demonstrates the relationship between the fleet finance balance and the corresponding WDV of an example 6 Berth rental fleet vehicle in Australia, from acquisition date, to disposal, at the end of the vehicle's rental lifecycle. *Note: the following figures are for illustrative purposes only.

Assumptions:

Assumed wholesale purchase price	$110,000
Finance value	$110,000
Finance term	5 years
Finance interest rate	5.50% p.a.
Depreciation rate	11.00% p.a.
Rental lifecycle	5 years
Sale price at disposal	Assumed equal to WDV

Comments:

- Each vehicle acquired has an intrinsic unrealised equity value at acquisition date, with the wholesale purchase price being lower than market retail price.
- Equity continues to increase as the vehicle ages, with debt being repaid at a faster rate than depreciation.
- Actual fleet lifecycles, depreciation rates and market sale prices may vary depending on prevailing market conditions in any given year.
- It is Apollo's policy to adopt depreciation rates that reduce the book value to the approximate net realisable value at the end of the vehicle's lifecycle.



Net Current Liability Position

The Consolidated Entity is in a consolidated net current liability position as at 30 June 2020 of $64.6M. In accordance with AASB 101 Presentation of Financial Statements, the rental fleet borrowings payable in the next 12 months are treated as current liabilities with the assets that are being financed included as non-current assets. This results in current liabilities being in excess of current assets in the statement of financial position as at 30 June 2020.

The Directors consider that the Group will generate sufficient operating cash flows to finance its ongoing operations and meet its financial obligations. Accordingly, the financial report has been prepared on a going concern basis. Refer to Note 1, Significant accounting policies, located in the financial statements for further information.

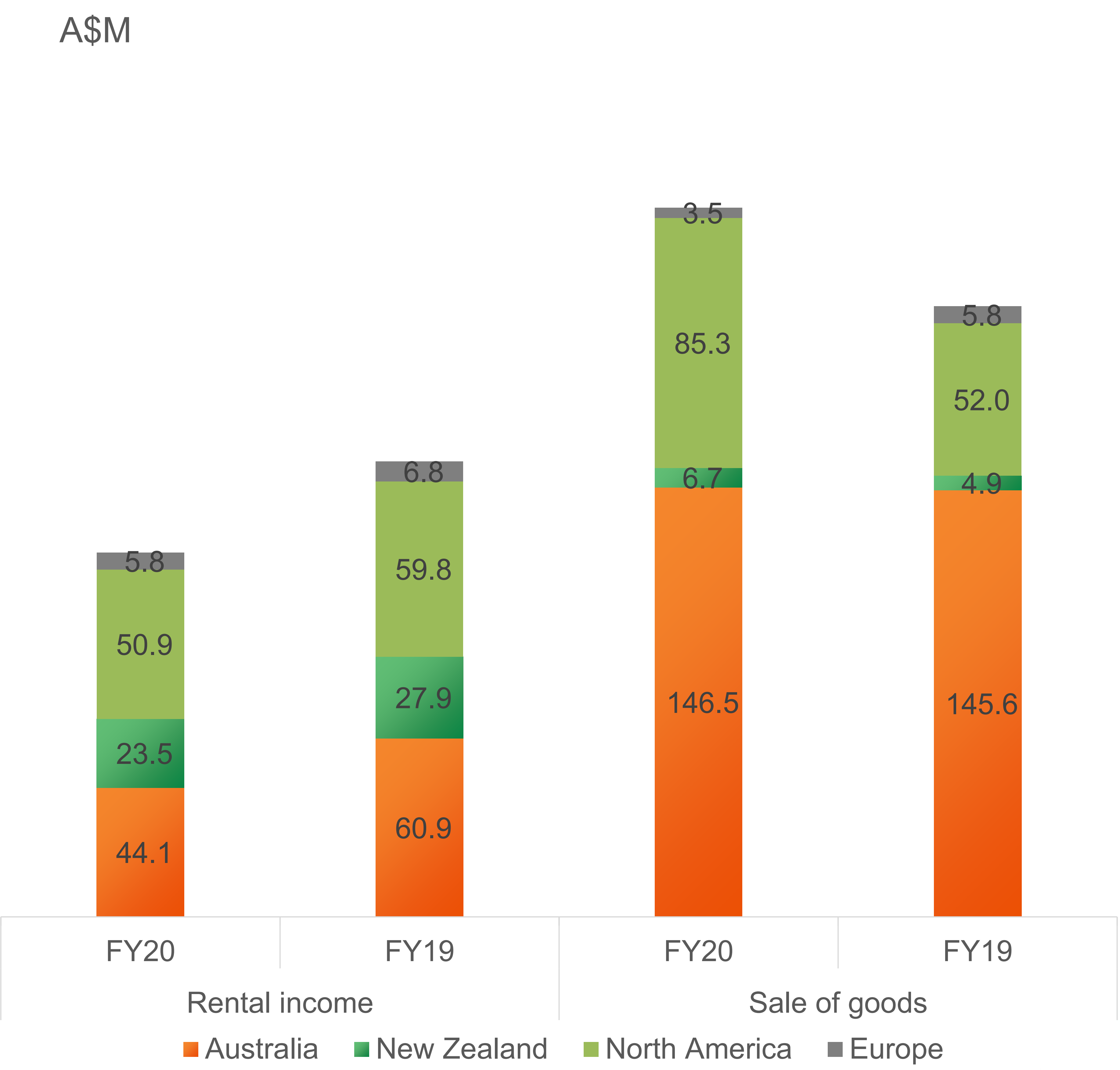
The financing arrangements for the Consolidated Entity are shown below by combining the total current and non-current liability and aligning this with the related asset value:

Borrowings (AUD $M)	Liability	Related asset	Asset
Property financing			
Bank loans	30.9	Land and buildings: PPE	36.0
Lease liability - land and buildings[1]	53.8	Land and buildings: ROU asset	28.5
	84.7		**64.5**
Vehicle financing			
Floor plan and loans from other financiers	125.2	New and used vehicles for retail sale and motor vehicle PPE	165.9
Lease liability - rental fleet	96.1	Motor vehicles: ROU asset	109.2
	221.3		**275.1**
Total	**306.0**		**339.6**

1. The right-of-use asset (ROU asset) recognised for leases on land and buildings is less than the lease liability due to impairments recognised and the front loading effect whereby the right-of-use asset is depreciated on a straight-line basis and the effective interest rate method is applied to the lease liability, resulting in the liability being higher in the early years of the lease term. The effective interest rate method results in a decreasing total lease expense throughout the lease term and the lease liability decreasing unevenly over time.

Revenue

AUD $M	FY20	FY19	$ Change	% Change
Rental income				
Australia	44.1	60.9	(16.8)	(27.6%)
New Zealand	23.5	27.9	(4.4)	(15.8%)
North America	50.9	59.8	(8.9)	(14.9%)
Europe	5.8	6.8	(1.0)	(14.7%)
	124.3	**155.4**	**(31.1)**	**(20.0%)**
Sale of ex-rental fleet				
Australia	13.3	11.6	1.7	14.7%
New Zealand	4.6	3.8	0.8	21.1%
North America	81.8	47.6	34.2	71.8%
Europe	3.2	4.2	(1.0)	(23.8%)
	102.9	**67.2**	**35.7**	**53.1%**
Sale of RVs				
Australia	133.2	134.0	(0.8)	(0.6%)
New Zealand	2.1	1.1	1.0	90.9%
North America	3.5	4.4	(0.9)	(20.5%)
Europe	0.3	1.6	(1.3)	(81.3%)
	139.1	**141.1**	**(2.0)**	**(1.4%)**
Other Income				
Australia	1.0	1.8	(0.8)	(44.4%)
New Zealand	-	0.1	(0.1)	(100.0%)
North America	0.2	0.3	(0.1)	(33.3%)
Europe	-	-	-	0.0%
	1.2	**2.2**	**(1.0)**	**(45.5%)**
Other/eliminations	(0.8)	(1.8)	1.0	(55.6%)
Total revenue	**366.7**	**364.1**	**2.6**	**0.7%**
Segment split				
Australia and other	190.8	206.5	(15.7)	(7.6%)
New Zealand	30.2	32.9	(2.7)	(8.2%)
North America	136.4	112.1	24.3	21.7%
Europe	9.3	12.6	(3.3)	(26.2%)
	366.7	**364.1**	**2.6**	**0.7%**



apollo® TOURISM & LEISURE LTD

EBIT Margin

	Full Year			6 Months to June			6 Months to December		
Underlying (AUD $M)	**FY20**	**FY19**	**Change**	**FY20**	**FY19**	**Change**	**FY20**	**FY19**	**Change**
Australia	(4.4%)	5.5%	(9.9%)	(12.5%)	5.0%	(17.5%)	1.5%	6.0%	(4.4%)
New Zealand	20.9%	25.8%	(5.0%)	27.0%	33.3%	(6.4%)	14.7%	16.8%	(2.1%)
North America	4.4%	14.7%	(10.3%)	(20.3%)	(5.8%)	(14.5%)	31.5%	33.3%	(1.8%)
Europe	(23.7%)	7.1%	(30.8%)	(162.0%)	(7.1%)	(154.9%)	18.2%	25.0%	(6.8%)
Other/eliminations	100.0%	100.0%	0.0%	(100.0%)	89.5%	(189.5%)	128.6%	(100.0%)	228.6%
Total	0.2%	9.8%	**(9.5%)**	**(14.1%)**	**3.3%**	**(17.4%)**	**12.6%**	**16.1%**	**(3.5%)**

EBITDA Margin

	Full Year			6 Months to June			6 Months to December		
Underlying (AUD $M)	**FY20**	**FY19**	**Change**	**FY20**	**FY19**	**Change**	**FY20**	**FY19**	**Change**
Australia	2.6%	10.9%	(8.4%)	(4.9%)	(0.4%)	(4.6%)	7.5%	11.3%	(3.8%)
New Zealand	38.1%	45.6%	(7.5%)	6.9%	8.2%	(1.3%)	31.2%	37.4%	(6.2%)
North America	13.9%	21.9%	(7.9%)	(26.4%)	(20.5%)	(5.8%)	40.3%	42.4%	(2.1%)
Europe	(6.5%)	14.3%	(20.7%)	(33.7%)	14.3%	(47.9%)	27.2%	33.2%	N/M
Other/eliminations	100.0%	100.0%	0.0%	0.0%	100.0%	(100.0%)	100.0%	31.7%	N/M
Total	**9.3%**	**17.1%**	**(7.8%)**	**(11.2%)**	**(7.0%)**	**(4.2%)**	**20.5%**	**24.1%**	**(3.6%)**

- While corporate overhead allocation is reviewed annually, the Australian segment retains the majority share of such costs.
- Other/eliminations segment represents the elimination of inter-entity charges, interest charged on loans between segments and amortisation of internally generated intangibles on acquisitions.
- The tourism industry is subject to seasonal fluctuations with peak demand for tourism attractions and transport occurring in summer months. Accordingly, Apollo's results are skewed to the first half. Earnings in Australia and New Zealand are typically generated over the southern hemisphere summer months, while earnings in North America and Europe are generated over the northern hemisphere summer.

Funds Employed

AUD $M	Average Funds Jun-20	Jun-19	Change	Year End Funds Jun-20	Jun-19	Change
Australia	203.2	221.8	(8.4%)	180.6	225.7	(20.0%)
New Zealand	68.1	58.2	17.0%	69.9	66.3	5.4%
North America	154.3	182.6	(15.5%)	109.0	199.6	(45.4%)
Europe	17.6	22.0	100.0%	8.5	26.6	(68.0%)
Other/eliminations	(43.1)	(44.4)	(3.0%)	(43.1)	(43.0)	0.2%
Total Segment Funds Employed	**400.1**	**440.2**	**(9.1%)**	**324.9**	**475.2**	**(31.6%)**
Net deferred tax position	(20.0)	(25.0)	(20.2%)	(14.2)	(25.7)	(44.7%)
Total Net Funds Employed	**380.1**	**415.2**	**(8.4%)**	**310.7**	**449.5**	**(30.9%)**

ROFE	Statutory Jun-20	Jun-19	Change	Underlying Jun-20	Jun-19	Change
Australia	(15.7%)	0.7%	(16.4%)	(4.1%)	5.1%	(9.2%)
New Zealand	9.3%	14.6%	(5.3%)	9.3%	14.6%	(5.3%)
North America	(6.4%)	8.9%	(15.3%)	3.9%	9.0%	(5.1%)
Europe	(83.8%)	3.2%	(87.0%)	(12.5%)	4.1%	(16.6%)
Total	**(13.4%)**	**6.1%**	**(19.5%)**	**0.2%**	**8.6%**	**(8.4%)**

1. The Company adopted the new Accounting Standard AASB 16 Leases on 1 July 2019 and, accordingly, the FY20 Statutory Results presented in the 30 June 2020 Financial Statements have been prepared in accordance with the new standard. The Company used the modified retrospective approach when adopting AASB 16 and, as a result, prior period comparatives were not restated. To allow for prior period comparison, the above underlying FY20 balances are pre application of AASB 16 and exclude the impact of AASB 16.
2. Other/eliminations segment represents the elimination of inter-entity charges, interest charged on loans between segments and amortisation of internally generated intangibles on acquisitions.
3. Average funds are calculated as the average of the closing year end funds.

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