
Skydive the Beach
GROUP LIMITED
FY16 Results Presentation
August 2016

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AGENDA

① FY16 Results Review

② FY16 Highlights

③ Strategy

④ Dividend

FINANCIAL HIGHLIGHTS – STRONG GROWTH IN FY16

	FY16 ACTUAL	FY15 ACTUAL	GROWTH (%)
Bookings	167,331	74,900	*123%*
Tandems	138,215	61,069	*126%*
Revenue ($m)	58.5	26.3	*122%*
EBITDA ($m)	13.5	6.0	*123%*
Average Sale ($)	$423	$421	*0.5%*

FINANCIAL HIGHLIGHTS – UNDERLYING EBITDA * VS FY16 GUIDANCE

	FY16 FORECAST	FY16 ACTUAL
Revenue ($m)	54.9	58.5
EBITDA ($m)	13.5	13.5
EBITDA (%)	24.5%	23.0%
One-off items * ($m)	-	0.9
Underlying EBITDA ($m)	13.5	14.4
Underlying EBITDA (%)	24.5%	24.6%

* Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off

FINANCIAL HIGHLIGHTS – REVENUE & UNDERLYING EBITDA VS GUIDANCE

	REVENUE	EBITDA
FY16 Forecast ($m)	54.9	13.5
FY16 Actual above forecast ($m)	3.5	0.9
Total FY16 ($m)	58.5	14.4

* Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off

FINANCIAL HIGHLIGHTS – UNDERLYING FY16 NPAT *

	FY16 ACTUAL
NPBT ($m)	9.2
One-off items * ($m)	0.9
Underlying NPBT ($m)	10.1
Income Tax ** ($m)	(2.3)
Underlying NPAT ($m)	7.8

- Underlying NPAT takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off
- ** Assumed 30% income tax rate on one-off items

FINANCIAL HIGHLIGHTS – UNDERLYING EBITDA * SEGMENT REPORTING

	FY16 AUS	FY16 NZ	FY16 TOTAL
Revenue ($m)	48.7	9.8	58.5
EBITDA ($m)	9.7	3.8	13.5
One-off items * ($m)	0.9	0	0.9
Apportionment of costs ** ($m)	0.7	(0.7)	-
Underlying EBITDA ($m)	11.3	3.1	14.4
Underlying EBITDA (%)	23.2%	31.6%	24.6%

- Underlying EBITDA takes into account those one-off items that were not part of normal trading conditions in FY16, including but not limited to: Business Acquisition Costs, Insurance Recoveries, Bad Debts written off
- ** Apportionments of costs are management representations of amounts that Australia has incurred on behalf of NZ

HIGHLIGHTS FOR FY16

- ✓ **Growth** delivered organically and through acquisition
  - Finished ahead of management expectations
  - Tandem bookings increased by more than 123% (YoY) FY16 vs FY15;
  - Tandem jumps up more than 126% (YoY) FY16 vs FY15 (due to increased bookings and greater processing rates);
- ✓ **Successful capital raising for $19.6m,** oversubscribed by strong investor base
- ✓ **Successful acquisition of NZone Skydive ("NZone")**
  - Significant operational efficiencies delivered
- ✓ **Successful capital raising for $15.0m,** oversubscribed by strong investor base
- ✓ **Successful acquisition of Skydive Wanaka ("Wanaka")**, completed on 1 July 2016

FOUR KEY STRATEGIC PRIORITIES DRIVING FUTURE GROWTH

Acquisitions

Efficiencies

Skydive the Beach AND BEYOND

Diversification

Further Start ups

STRATEGIC ACTIVITIES IN FY16

- **Successful integration of ASG acquisition completed**
  - 5 drop zones on Australia's east coast complementary to SKB locations
- **First overseas acquisition**
  - acquired Nzone Skydive , New Zealand's leading tandem skydiving company, completed 30 October 2015,
- **Second overseas acquisition (event after balance date)**
  - acquired Skydive Wanaka, completed 1 July 2016 to complement NZone Skydive acquisition

DIVIDEND ANNOUNCEMENT

- **In line with the company's dividend policy**, a final and fully franked dividend of 1 cent per share has been declared on 29 August 2016
  - Record date 20 September 2016
  - Payment date 30 September 2016

Further information
www.skydive.com.au