



## FINANCIALS

12 months ended 30 June 2012

'creating  
unforgettable  
holidays'



## PROFIT & LOSS

	12 Months June 2012 \$M	12 Months June 2011 \$M	% Change	6 months Jun 2012 \$M	6 months Jun 2011 \$M	% Change	6 months Dec 2011 \$M	6 months Dec 2010 \$M	% Change
Revenue from trading	156.4	145.0	8%	73.7	78.2	-6%	82.7	66.8	24%
Revenue from Sale of fleet	43.6	40.6	7%	25.6	27.7	-8%	18.0	12.9	40%
Total revenue from continuing businesses	200.0	185.6	8%	99.3	105.9	-6%	100.7	79.7	26%
EBITDA	60.6	46.9	29%	25.8	27.0	-4%	34.8	19.9	75%
EBIT	16.3	3.8	329%	4.9	4.4	11%	11.4	-0.6	2000%
Interest	-7.0	-6.1	-15%	-3.0	-3.6	17%	-4.0	-2.5	-60%
Share of JV loss	-2.0	0.0		-2.0	0.0		0.0	0.0	
<b>Surplus Before Taxation</b>	<b>7.3</b>	<b>-2.3</b>	<b>417%</b>	<b>1.9</b>	<b>0.8</b>	<b>138%</b>	<b>7.4</b>	<b>-3.1</b>	<b>339%</b>
Taxation	-2.8	0.7	-500%	0.5	-0.6	183%	-3.3	1.3	-354%
NPAT from continuing operations	4.5	-1.6	381%	2.4	0.2	1100%	4.1	-1.8	328%
Discontinued Operations G/will writeoff	-0.2	0.4		-0.3	-0.1		0.1	0.5	
Surplus Attributable to THL Shareholders	4.3	-27.3	116%	2.1	-26.0	108%	4.2	-1.3	423%
Basic EPS from continuing businesses	4.6	-28.2	116%	0.4	-26.4	-102%	4.2	-1.8	326%



- Overall sales revenue was up 8% at \$200m. Increase mainly due to a full year of revenue from the acquisition of Road Bear USA acquired 31<sup>st</sup> December 2010.
- Trading revenue excluding fleet sales up 8% at \$156m
  - Rentals NZ up 5% at \$49m due to Rugby World Cup
  - Rentals AU down 3% at \$70m due to discounting
  - Road Bear USA at \$16m first full year vs 6 months last LY.
  - Tourism Businesses down 2%
- Ci Munro now treated as discontinued so not in revenue.
- EBITDA was up 29% at \$61m vs \$47m pcp
- Interest up \$1.1m with higher debt levels due to full year of Road Bear
- 50% Share of Joint Venture loss was \$2.0m pre tax.
- NPBT up 417% at \$7.3m from a loss of \$2.3m last year. ( last year excluding the goodwill impairment noted below)
- Last year included a Goodwill Impairment of \$26.1m related to rentals AU and NZ indefinite life goodwill written off.
- Reported NPAT at \$4.3m vs loss of \$-27.3m last year.

## EBITDA

	12 Months June 2012 \$M	12 Months June 2011 \$M	% Change	6 months Jun 2012 \$M	6 months Jun 2011 \$M	% Change	6 months Dec 2011 \$M	6 months Dec 2010 \$M	% Change
Reported EBIT from continuing businesses	16.3	3.8	329%	4.9	4.4	11%	11.4	-0.6	2000%
<b>Add back:</b> (All Non Cash)									
Fixed term intangibles amortisation	1.5	2.0		0.8	1.1		0.7	0.9	
Depreciation	42.8	41.1		20.1	21.5		22.7	19.6	
<b>Reported EBITDA</b>	<b>60.6</b>	<b>46.9</b>	<b>29%</b>	<b>25.8</b>	<b>27.0</b>	<b>-4%</b>	<b>34.8</b>	<b>19.9</b>	<b>75%</b>
<b>Add back:</b>									
Non recurring (gains)/losses	0.0	0.0		0.0	0.0		0.0	0.0	
<b>Normalised EBITDA</b>	<b>60.6</b>	<b>46.9</b>	<b>29%</b>	<b>25.8</b>	<b>27.0</b>	<b>-4%</b>	<b>34.8</b>	<b>19.9</b>	<b>75%</b>



- This slide reconciles headlines profitability to a normalised EBITDA.
- EBITDA as reported up 29% to \$61m.
- Depreciation overall slightly up with a full year of the Road Bear acquisition, higher depreciation in NZ and an offset from reduced depreciation in Australia.

## TAX EXPENSE

	<b>12 Months June 2012 \$M</b>	<b>12 Months June 2011 \$M</b>	<i>6 months Jun 2012 \$M</i>	<i>6 months Jun 2011 \$M</i>	<i>6 months Dec 2011 \$M</i>	<i>6 months Dec 2010 \$M</i>
Reported Tax Expense	-2.8	0.7	-2.2	-0.6	-3.3	1.3
Tax Credit for AU fleet purchases	0.0	-0.8	0.0	0.0		-0.8
Deferred Tax charge IAS 12	0.0	0.1	0.0	0.1		
Impact on D/Tax of rate change	0.0	0.2	0.0	0.2		
Other	0.3	0.4	0.1	-0.1	0.2	0.5
<b>Adjusted Tax Expense</b>	<b>-2.5</b>	<b>0.6</b>	<b>-2.1</b>	<b>-0.4</b>	<b>-3.1</b>	<b>1.0</b>
Surplus Before Tax	7.3	-2.3	6.5	0.8	7.4	-3.1
Tax Expense as %	34%	26%	32%	46%	42%	31%



- Tax expense was 34% of surplus before tax after due to a higher US rate increasing the average rate.
- Last year included fleet incentives in AU
- The core rates are 28% in NZ and 30% in Australia. The USA is a blended rate of 40.5% with state and federal taxes.

## GAINS ON SALE OF ASSETS (ALL PRE-TAX)

	12 Months June 2012 \$M	12 Months June 2011 \$M	6 months Jun 2011 \$M	6 months Jun 2010 \$M	% Change	6 months Dec 2011 \$M	6 months Dec 2010 \$M	% Change
Gain/ (loss) on Sale of Motorhomes	5.0	7.0	2.9	4.7	-37%	2.1	2.3	-7%
Number of Motorhomes sold	1,061	940	638	577	11%	423	363	17%
Average Gain on Sale (\$'000)	4.7	7.4	4.4	8.1	-45%	5.0	6.5	-22%
Number of Motorhomes at period end	3,648	3,773				3,710	3,301	12%



- A gain on sale over book value of \$5.0m was achieved through the sale of 1,061 motorhomes compared to \$7.0m last year on 940 sold. Margins were lower than last year partly due to mix but also due to reduced sell prices in all markets.
- Split
  - AU sold 428 Gain \$2.3m (LY 500 vehicles / Gain \$3.8m)
  - NZ sold 274 Gain \$1.5m (LY 232 vehicles / Gain \$1.8m)
  - US sold 359 Gain \$1.2m (LY 208 vehicles / Gain \$1.4m)
- These gains over book value are before costs of sale such as commissions, refurbishment etc which are included in operating costs of the business.
- It should be noted that motorhomes are sold every year and so gains are a regular part of the business and are in effect negative depreciation. These gains are not one-off from long term assets held being sold.

## CASH FLOW

	12 Months June 2012 \$M	12 Months June 2011 \$M	% Change	6 months Jun 2012 \$M	6 months Jun 2011 \$M	% Change	6 months Dec 2011 \$M	6 months Dec 2010 \$M	% Change
Trading Cash Flow pre IAS 16	51.9	43.2	20%	32.9	29.3	12%	19.0	13.9	37%
Net Fleet spend now classified as trading	-23.2	-83.3	-72%	-8.0	-38.2	-79%	-15.2	-45.1	-66%
Trading Cash Flow	28.7	-40.1	172%	24.9	-8.9	-380%	3.8	-31.2	112%
Working Capital Movements	-6.9	-9.4	27%	-10.2	-7.0	-46%	3.3	-2.4	238%
<b>Operating Cash Flow (OCF)</b>	<b>21.8</b>	<b>-49.5</b>	<b>144%</b>	<b>14.7</b>	<b>-15.9</b>	<b>-192%</b>	<b>7.1</b>	<b>-33.6</b>	<b>121%</b>
Investing Cash Flow	-15.4	-6.9		-5.9	14.2		-9.5	-21.1	
Financing Cash Flow	-4.8	55.5		-10.0	6.8		5.2	48.7	
Change in Cash Balances	1.6	-0.9		-1.2	5.1		2.8	-6.0	
<b>Operating Cash Flow (OCF) pre IAS 16</b>	<b>48.6</b>	<b>34.1</b>	<b>43%</b>	<b>26.3</b>	<b>22.6</b>	<b>16%</b>	<b>22.3</b>	<b>11.5</b>	<b>94%</b>



- Operating cash flow at \$22m for the 12 months was up 144% on the -\$50m pcp. This includes fleet acquisitions and sales
- Operating cash flow excluding fleet sales & purchases for the 12 months was \$49m, compared to \$34m pcp. Excluding working capital movements trading cash flow was up 20% at \$52m from \$43m.
- The net cash fleet spend was \$26m (Gross \$70m less sales \$44m) vs \$83m last year. When you compare to depreciation of \$43m net investment in fleet was reduced during the year.
- The \$70m spent on the purchase of fleet assets comprises \$24m in NZ, \$23m in AU and \$23m in the USA.
- Other Capex was \$12m which includes \$7m on the Hamilton building as well as IT and branch refurbishments. The Hamilton building is now for sale due to the relocation of motorhome manufacturing to RVMG in Auckland.
- Cash receipts from fixed asset sales in the period were \$44m ( all fleet sales)
  - \$8m NZ, \$18m AU and \$18m USA.
- FY 2013 forecast is for net capex spend of \$14m. ( This includes the forecast sale of the Hamilton building)
  - Disposals forecast at circa \$60m including the Hamilton building
  - Gross Capex forecast at circa \$74m

## BALANCE SHEET

	As at 30th June 2012 \$M	As at 30th June 2011 \$M	Movement \$M	% Change	As at 31st Dec 2011 \$M	As at 31st Dec 2010 \$M
Equity	156.0	154.9	1.1		159.7	181.8
Non Current Liabilities	83.0	92.4	-9.4		72.5	86.5
Current Liabilities	56.1	72.4	-16.3		81.9	68.9
<b>Total Source of Funds</b>	<b>295.1</b>	<b>319.7</b>	<b>-24.6</b>		<b>314.1</b>	<b>337.2</b>
Intangible assets and goodwill	23.7	23.5	0.2		23.3	51.5
Non Current Assets	214.3	220.5	-6.2		232.1	219.6
Current Assets	57.1	75.7	-18.6		58.7	66.1
<b>Total Use of Funds</b>	<b>295.1</b>	<b>319.7</b>	<b>-24.6</b>	<b>-8%</b>	<b>314.1</b>	<b>337.2</b>
<b>Net Debt Position</b>	<b>95.5</b>	<b>98.9</b>	<b>-3.3</b>	<b>-3%</b>	<b>101.8</b>	<b>90.5</b>
Net Tangible Assets	132.3	131.4	0.9	1%	136.4	130.3
NTA per share	1.35	1.34			1.39	1.33
Book Value of Assets per Share	1.59	1.58			1.63	1.85
Debt / Debt + Equity Ratio (net of Intangibles)	42%	43%			43%	41%
Equity Ratio (net of Intangibles)	49%	44%			47%	46%
AUD Exchange Rate at Period End	0.792	0.783			0.772	0.768
USD Exchange Rate at Period End	0.815	0.839			0.802	



- Net debt has reduced by \$3m to \$96m.
- Net interest bearing debt to debt plus equity has improved 1% to 42% from 43% pcp. This excludes intangible assets.
- The equity ratio increased to 49% from 44% pcp.
- Intangible assets include cave licenses and software.
- NTA per share is \$1.35 was steady. NTA excludes Waitomo cave licenses as they are classified as intangible assets.

## SHARES ON ISSUE

	<b>Number of Shares</b>
<b>Total Ordinary Shares on Issue</b>	<u><u>98,180,723</u></u>
<b>Total Redeemable Shares</b>	<u><u>6,470,000</u></u>
<b>Total Diluted</b>	<u><u>104,650,723</u></u>



- During the 12 month period the following redeemable shares were issued:
  - 1.0m redeemable shares issued September 2011 at 0.60c
  - 0.4m redeemable shares cancelled Jan 2012 due to people leaving the business
  - 1.65m redeemable shares issued March 2012 at 0.64c
  - All redeemable shares are paid to 1cps by executives. No entitlement to dividends except to extent paid up.
  - Redeemable shares can only be exercised by executives ( ie converted to ordinary shares) after a minimum holding period by paying to the company the difference between the issue price and the initial 1cps paid up plus relevant cost of equity adjustment. See note 27 of the 2012 annual accounts for additional detail.
  - Total potential shares on issue 104.65m



