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2022 INTERIM RESULTS PRESENTATION

25 FEBRUARY 2022

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Update on Apollo merger

thl / Apollo merger – market update

- The Apollo Board has unanimously recommended that Apollo shareholders approve the Scheme, in the absence of a superior proposal and subject to the Independent Expert engaged by it continuing to conclude that the Scheme is in the best interests of the Apollo shareholders who will be voting in respect of the Scheme.
- The Apollo shareholder meeting to vote on whether to approve the Scheme will be held on 20 April 2022.
- Apollo has registered the Scheme Booklet with ASIC and it has been sent to Apollo shareholders. The Scheme Booklet is the document that provides the notice of meeting to Apollo Shareholders and provides relevant information to Apollo shareholders in order to allow them to assess the Scheme and to decide whether to vote in favour.
- ***thl*** encourages its shareholders to review the Scheme Booklet, which was announced on NZX by ***thl*** on 22 February 2022.
- The Independent Expert has assessed the fair market value of Apollo shares on a control basis at between A$0.709 and A$0.859 per Apollo share and the fair market value of the scheme consideration (being the shares in ***thl*** to be issued to Apollo shareholders) on a minority basis at between A$0.753 and A$0.913 per Apollo share. The Independent Expert's assessment of the fair market value of the scheme consideration on a minority basis falls within or above the Independent Expert's assessed fair market valuation range of Apollo shares on a control basis, with the scheme consideration valuation at the low-end and high-end above the valuation of Apollo shares at the low-end and high-end.
- In preparing the Scheme Booklet, ***thl*** has also had to provide to Apollo certain information regarding ***thl*** and the merged group, including ***thl***'s intentions for the merged group following implementation of the Scheme and certain key risks relating to the Scheme. This information is contained in Sections 8 to 10 of the Scheme Booklet, and ***thl*** encourages shareholders to review that information.
- Following the release of these financial statements, the Apollo Board will obtain the Independent Expert's confirmation of whether the financial results change the Independent Expert's opinion that the Scheme is fair and reasonable and, therefore, in the best interests of Apollo shareholders who will be voting on the Scheme, in the absence of a superior proposal. The confirmation will be announced by Apollo to ASX and by ***thl*** to NZX in advance of the Scheme meeting.
- As ***thl*** noted in its 10 December 2021 announcement, the proposed merger is subject to finalisation of appropriate funding arrangements, Australian and New Zealand competition regulatory clearance, and other conditions specified in the Scheme Implementation Deed. Both ***thl*** and Apollo continue to work to satisfy these conditions but as at the date of this announcement none of the conditions have been satisfied. However, as at the date of this announcement, neither ***thl*** nor Apollo are currently aware of any reasons why the Scheme conditions will not be satisfied.

thl / Apollo merger – key dates and times

All dates following the date of the Scheme Meeting are indicative only and, among other things, are subject to all necessary approvals from the Court, ASIC, ASX, NZX and any other relevant government agency, and any other conditions to the Scheme having been satisfied or, if applicable, waived.

Event	Date
First Court Hearing at which the Court made orders convening the Scheme Meeting	Friday, 18 February 2022
Release of Scheme Booklet	Monday, 21 February 2022
Scheme Meeting for Apollo Shareholders	Wednesday, 20 April 2022
If the Scheme is approved by the Requisite Majority of* ATL *Voting Shareholders, the indicative timetable for implementing the Scheme is as set out below.	
Second Court Date: Second Court Hearing for approval of the Scheme	Thursday, 28 April 2022
Effective Date: • The date on which the Scheme becomes Effective and is binding on **ATL** Voting Shareholders • Lodgment by **ATL** with ASIC of the Court orders approving the Scheme and lodgment of announcement to ASX • Last day of trading in **ATL** Shares on the ASX	Friday, 29 April 2022
Implementation Date: Issue of Scheme Consideration to Scheme Shareholders	Tuesday, 10 May 2022
Commencement of trading of ***thl*** Consideration Shares on the NZX on a normal settlement basis	Wednesday, 11 May 2022
Admission of ***thl*** to the official list of ASX as a foreign exempt listing	Wednesday, 11 May 2022
Commencement of trading of ***thl*** Consideration Shares on the ASX on a normal settlement basis	Wednesday, 11 May 2022 or as soon as reasonably practicable thereafter

Funding arrangements for merged entity

- It is intended that the merged group's funding is sourced from multiple lenders utilising various facility types, aimed at providing an effective balance of certainty of funding and quantum and cost of funding which recognises the profile of the mobile, saleable assets of the merged group.

- Each region in which the merged group operates has been independently considered from a funding perspective. The funding of the Canadian business going forward is well progressed and is expected to continue to be supported by ATL's existing Canadian lenders. In other regions, it is expected that a mixture of asset financing and corporate debt will be used to fund the businesses in those regions.

- The expected use of corporate debt and asset financing is intended to provide the merged group with a mix of funding which will enable it to have access to capital to fund its fleet growth plans, non-fleet capital expenditure and general operating requirements, including working capital increases in businesses such as Action Manufacturing and the Australian manufacturing and retail dealerships, as they increase volumes in line with current forward orders.

- Discussions with financiers are at various stages, however the indicative support received to date in the form of either indicative term sheets or correspondence suggests that the arrangements would, if agreed and are completed, provide sufficient funding to enable the merged group to undertake its intended fleet growth through to the end of FY24. To date, ***thl*** has had positive discussions with ATL's existing lenders and change of control consents have been received, or are expected to be received, in respect of all material lenders of ATL. ***thl*** continues to consider the appropriate proportion of corporate debt (potentially including from ***thl***'s existing lenders) and asset financing for the merged group and the final mix remains contingent on agreeing final terms and entering into relevant agreements with the various lenders.

- ***thl*** continues to expect that the Scheme Conditions relating to (a) refinancing and (b) consent from ATL financiers or refinancing (as detailed in section 5.3) will be satisfied prior to the Second Court Date.

Highlights

Summary

- Statutory net loss after tax of $4.4M,[1] and ordinary net loss after tax of $2.3M.
- Net debt at $18.7M, providing approximately $232M of headroom.
- Total revenue of $174.9M, down $30.9M on the prior corresponding period (**pcp**).
- Vehicle sales margins continue to be higher than historical norms. We expect that margins will normalise over time.
- Supply chain and inflation related issues are increasing in intensity with varying impacts by region. These issues influence decisions on the quantum of vehicles we allow for sale.
- Non-tourism business diversity strengthened with Action Manufacturing's proposed acquisition of MaxiTRANS New Zealand.[2]
- New Zealand EBIT improved on the pcp with good cost management and ongoing vehicle sales performance, despite the ongoing challenges in the rental demand environment with international borders closed to visitors.
- Australia EBIT improved on the pcp with good cost management and ongoing vehicle sales performance. Rental demand has been challenged by the domestic border restrictions.
- USA EBIT declined on the pcp due to the domestic environment in Q1.[3] The rental demand environment is improving into the next high season. Vehicle sale demand and margins continue to perform strongly.
- No dividend declared for the half and it is expected that this will remain the same for the full year.
- On a standalone basis, ***thl***'s result for H2 FY22 (excluding transaction costs of NZ$4.0m that are expected to be incurred in that half) is still expected to be a net loss after tax, however improved on the pcp.[4]

[1] Compares to earlier market guidance provided on 10 December 2021 of a net loss after tax of between $4 – $7M.

[2] Subject to clearance approval from the New Zealand Commerce Commission.

[3] Refer to slide 19 of ***thl***'s Annual Results Presentation dated 26 August 2021.

[4] ***thl***'s statutory net loss after tax for the second half of the financial year ending 30 June 2021, being the pcp, was a loss of NZ$12.7m.

Half year in review

As at 31 December 2021

EBIT[1]
-$1.1M
(H1 FY21: $1.8M)
-$2.9M

EBITDA[1]
$21.9M
(H1 FY21: $27.3M)
-$5.4M

STATUTORY NET LOSS AFTER TAX (NPAT)[1]
-$4.4M
(H1 FY21: -$1.8M)
-$2.6M

UNDERLYING NPAT[2]
-$2.3M
(H1 FY21: -$3.0M)
+$0.7M

NET DEBT
$18.7M
(30 June 2021: $49M)
-$30.3M

TOTAL FLEET
3,430
(30 June 2021: 4,242)
-812

TOTAL REVENUE
$175M
(H1 FY21: $206M)
-$31M

SALE OF GOODS REVENUE
$125M
(H1 FY21: $137M)
-$12M

[1] H1 FY22 includes $2.1M in transaction costs relating to the merger with Apollo. H1 FY21 includes a non-recurring gain of $1.2M (inclusive of tax) from the termination of the lease for the Mangere branch.
[2] Excludes non-recurring items. Refer to slide 35 for further information.

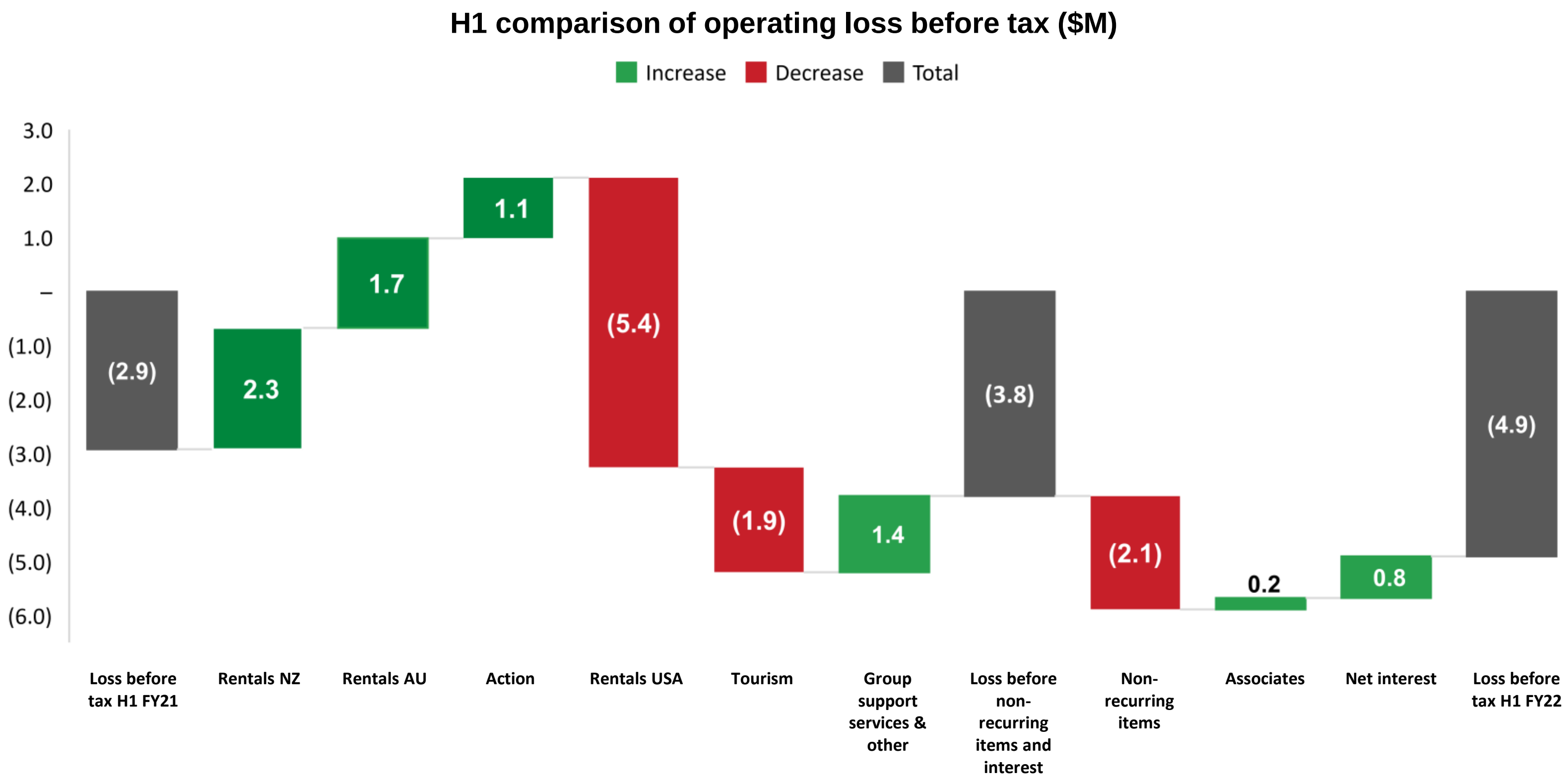
Financial summary

- Total revenue of $174.9M, down $30.9M or 15% on the pcp.
- Relative to pcp, rental revenue was down $16.1M while sale of goods revenue was down $12.4M.
- EBITDA of $21.9M and EBIT loss of $1.1M.
- Underlying net loss after tax of $2.3M, improved on the pcp by $0.7M.
- Non-recurring items includes a $2.1M expense in H1 FY22 relating to transaction costs, and a $1.2M gain (after tax) in H1 FY21 relating to the termination of the Mangere lease.

6 Months to December				
NZD $M	FY22	FY21	VAR	%
Underlying NPAT	(2.3)	(3.0)	0.7	24%
One-off gain (loss)	(2.1)	1.2	(3.3)	(274%)
Loss after tax	**(4.4)**	**(1.8)**	**(2.6)**	**(143%)**

6 Months to December				
NZD $M	FY22	FY21	VAR	%
Operating revenue	174.9	205.8	(30.9)	(15%)
Earnings before interest, tax,depreciation and amortisation*	21.9	27.3	(5.4)	(20%)
Earnings before interest and tax*	(1.1)	1.8	(2.9)	(163%)
Operating profit before tax	(4.9)	(2.9)	(2.0)	69%
Loss after tax*	**(4.4)**	**(1.8)**	**(2.6)**	**143%**

** includes non-recurring items*



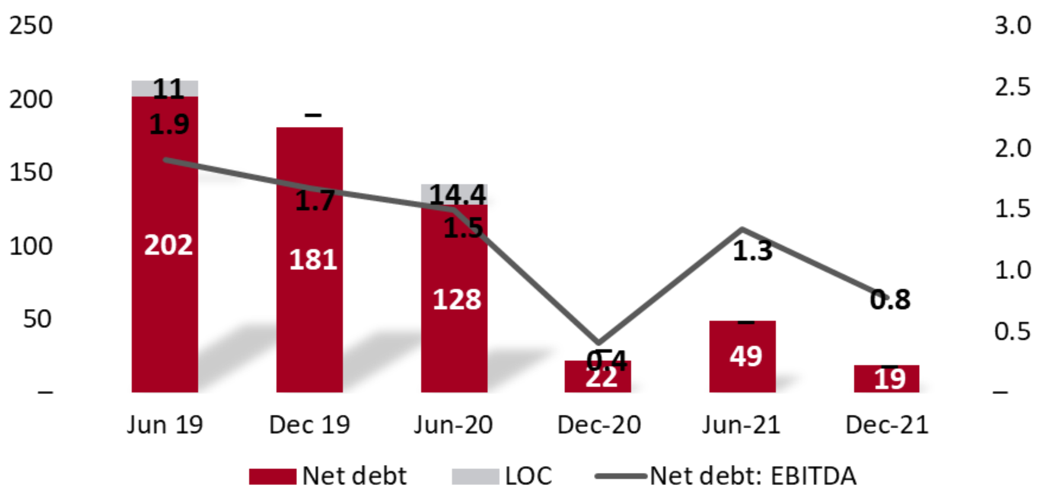
Balance sheet

- Net debt at 31 December 2021 was $18.7M.
- Interest on bank borrowings was $3.4M, down $0.6M on the pcp.[1]
- ***thl***'s equity ratio has been further strengthened as vehicles are sold at record margins and proceeds are applied to repay debt. The equity ratio has improved in the 6 month period from 30 June to 31 December 2021 from 53.7% to 57.5%.
- Headroom of approximately $232M provides ***thl*** with the flexibility to utilise its banking facilities to re-invest in fleet as international tourism recovers.
- Net capital expenditure expectations for FY22 are narrowed to between $25M - $40M.[2]
- ***thl*** remains in compliance with its banking covenants.

[1] Includes interest on swaps and excludes ineffective swap value transferred to the income statement.

[2] Earlier guidance provided on 10 December 2021 noted expectations of net capital expenditure for FY22 to be at the lower end of $25M - $60M.

Net debt*



* Net Debt and net debt:EBITDA exclude lease liabilities arising from the adoption of IFRS 16.

Maturity of debt facilities ($NZ)

June 2023	$50M
June 2024[1]	$202M
Total facilities[1]	**$252M**

[1] Includes USD, GBP and AUD denominated commitments.

Divisional review

Divisional performance

$M	6 Months to December 2021 REVENUE	DIVISIONAL EBITDA	DIVISIONAL EBIT	AVE FUNDS EMPLOYED	OPERATING[1] CASHFLOW	6 Months to December 2020 REVENUE	DIVISIONAL EBITDA	DIVISIONAL EBIT	AVE FUNDS EMPLOYED	OPERATING[1] CASHFLOW
Rentals New Zealand	48.0	(0.3)	(7.0)	85.2	26.0	70.2	(0.7)	(10.8)	138.8	25.5
Action Manufacturing[2 3]	13.5	2.3	1.1	29.2	(4.8)	–	–	–	–	–
Rentals Australia	31.9	5.5	(1.0)	60.1	(7.1)	29.9	5.0	(2.6)	61.1	12.5
Rentals USA	79.9	18.0	11.2	115.8	24.5	101.8	22.8	16.6	95.1	75.2
Tourism Group	0.8	(1.4)	(2.4)	16.7	(0.9)	2.6	0.7	(0.5)	18.7	(0.2)
Group Support Services/Other	0.8	(0.1)	(1.0)	48.1	(0.6)	1.3	(2.0)	(2.4)	42.6	(7.6)
Non-recurring Item		(2.1)	(2.1)				1.6	1.6		
***thl* 100% owned entities**	**174.9**	**21.9**	**(1.1)**	**355.0**	**37.0**	**205.8**	**27.3**	**1.8**	**356.3**	**105.4**
Joint Ventures[3]			–	–				0.2	11.2	
Associates			1.2	4.9				0.7	4.7	
Group Total	**174.9**	**21.9**	**0.0**	**360.0**	**37.0**	**205.8**	**27.3**	**2.8**	**372.3**	**105.4**

[1] Operating cash flow includes the sale and purchase of rental assets.

[2] Action Manufacturing's results are inclusive of intercompany eliminations relating to vehicles sold to the ***thl*** rentals businesses.

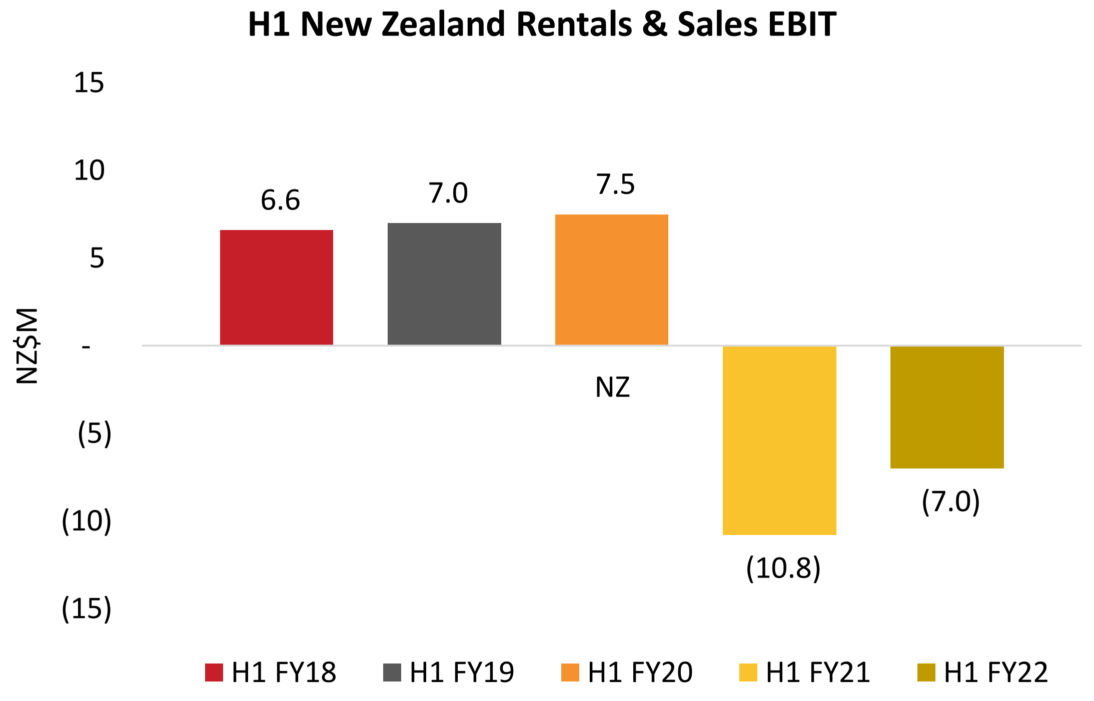
[3] For the 6 months to December 2020, ***thl*** had a 50% shareholding in Action Manufacturing, and Action Manufacturing's results for that period are reflected in 'Joint Ventures'.

New Zealand

New Zealand Rentals and Sales

- EBIT result has improved on the pcp, from a loss of $10.8M to a loss of $7.0M, despite a reduction in rental income of $8.4M (or 58%) on the pcp.
- The improved result is reflective of cost management in the rentals business and continued strong sales margins for vehicle sales. The reduction in costs on the pcp reflects the lower cost of goods sold, variable costs flexing down with lower rental activity, as well as lower depreciation on a smaller fleet.
- Non-tourism rental revenue continues as a key focus and delivered $1.7M in revenue in the period. The business has ignited a series of activities nationally in the health sector, with campaigns including vaccination vans.
- The business remains engaged with international wholesalers to encourage New Zealand as a destination of choice when borders open to international tourists with no self-isolation requirements.
- There is ongoing engagement with the New Zealand Government on responsible camping rules and the implications of border settings.
- Operational capacity has been retained to position the business for the return of international demand.

Half Year	6 Months to December			
NZD $M	**FY22**	**FY21**	VAR	VAR %
Rental income	6.2	14.6	(8.4)	(58%)
Sale of goods	41.9	55.6	(13.7)	(25%)
Costs	(55.0)	(81.0)	26.0	32%
EBIT	(7.0)	(10.8)	3.9	36%



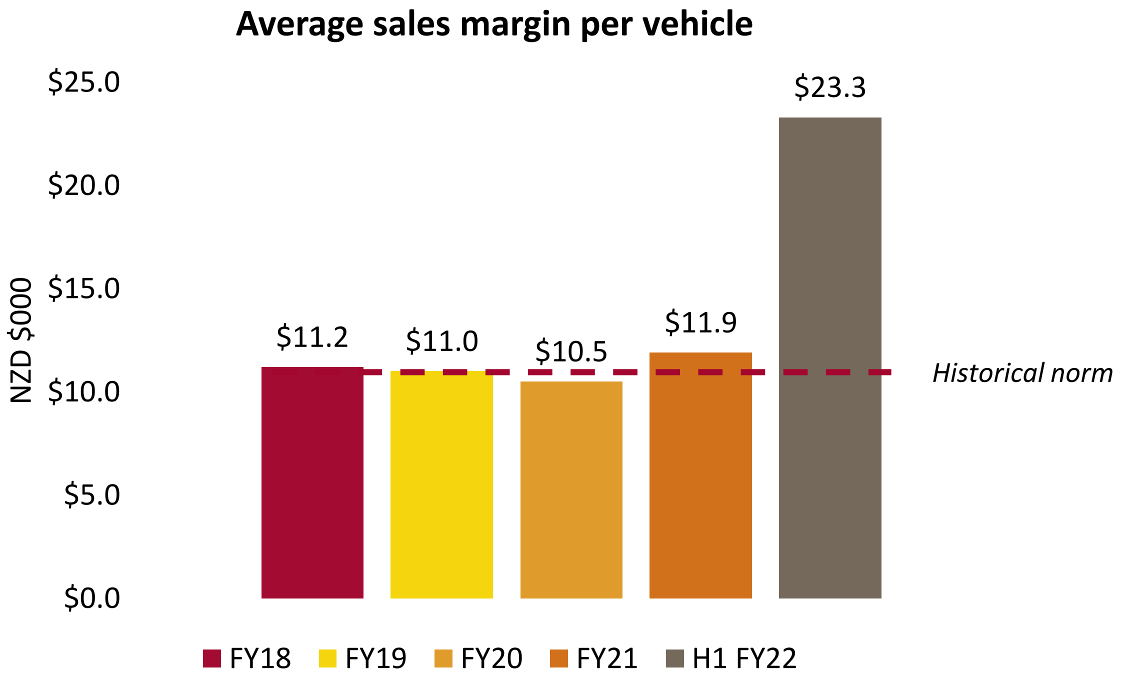
New Zealand fleet

- The New Zealand business has continued to sell down fleet achieving strong margins, with a net reduction in fleet of 373 vehicles in the half.
- Growth in average sales margin relative to the pcp was in excess of 100%, reaching approximately $23.3k per sale.
- A total of 426 vehicles sold,[1] down from a total of 727 vehicles sold in the pcp. The pcp had the *Great New Zealand Motorhome Sale* campaign that drove sales volume, dealer engagement and RVSC retail sales activity.
- Vehicle sales revenue for the half was in line with the pcp, despite there being 301 fewer vehicles sold, reflecting the higher retail pricing as well as the greater proportion of new vehicle sales.
- On-fleet dates for new capital expenditure are moving later into the year, however at this point in time there is no impact on the rentals business, given the current demand environment and utilisation.

[1] Includes 382 fleet sales and 44 non-fleet sales.

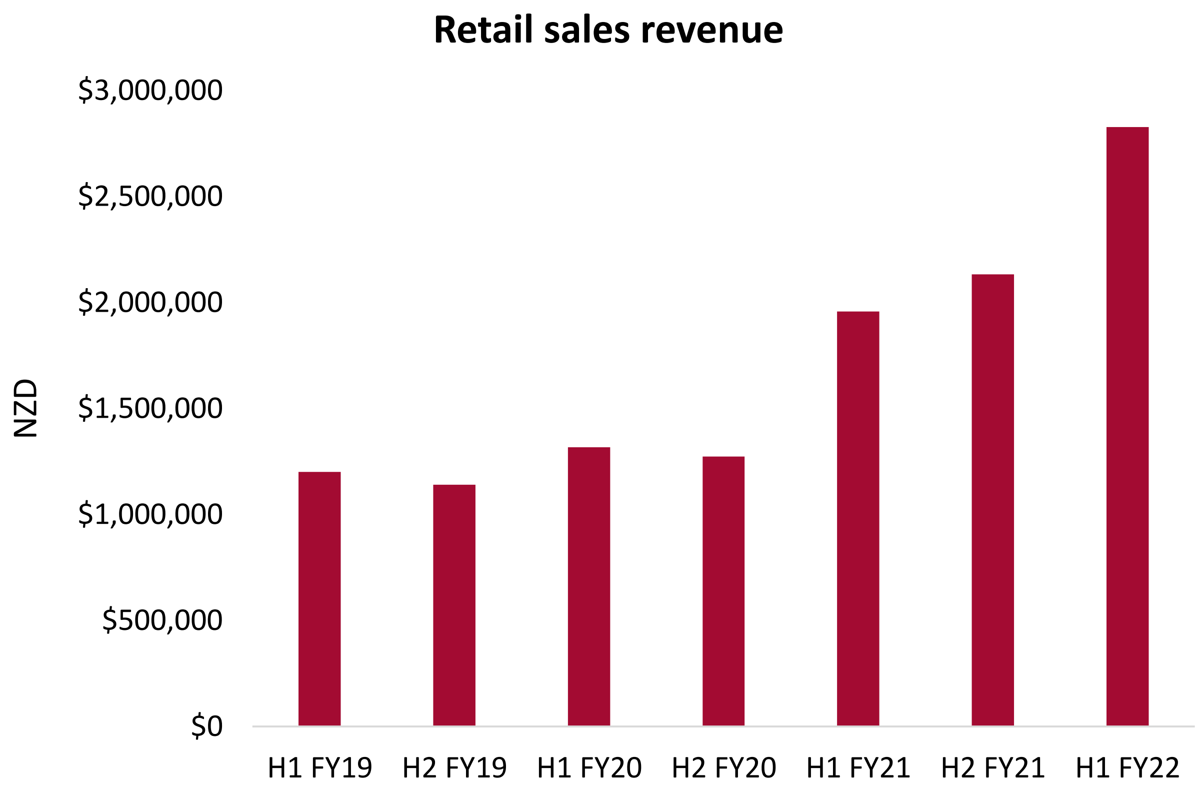
Vehicle Fleet	**6 Months to December**			
Units:	**FY22**	**FY21**	VAR	VAR %
Opening Fleet	1,547	2,532	(985)	(39%)
Fleet Sales	(385)[1]	(643)	258	(40%)
Fleet Purchases	12	140	(128)	(91%)
Closing Fleet	1,174	2,029	(855)	(42%)

[1] H1 FY22 excludes 44 non-fleet vehicle sales and includes 3 write-offs.



RV Super Centre retail sales

- The New Zealand retail accessories business continues as a key area of growth for the New Zealand Rentals and Sales division.
- The business leverages ***thl***'s existing infrastructure (rental and sales sites in Auckland, Christchurch and Queenstown), supplemented by a strong online presence.
- The range of retail products online has expanded from approximately 1,800 to nearly 5,000 today over the last six months. Approximately 41% of revenue in H1 FY22 was generated through the online store.
- Retail sales margins and stock management are in line with expectations for a business of this nature.
- The business intends to implement new initiatives to continue growth, including further development and branding of the RV Super Centre website, improving functionality with enhanced mobile user experience.
- Partnered with third party lenders to facilitate financing arrangements for vehicle sales customers.



Action Manufacturing

- The results on this slide:
  - do not reflect the intercompany elimination of sale of vehicles from Action Manufacturing (**Action**) to the ***thl*** rentals businesses (refer to slide 36 for further information); and
  - reflect the performance on a 100% ownership basis in the pcp, despite Action being a 50% joint venture during the pcp.
- Refer to slide 13 for Action's results inclusive of intercompany eliminations.
- Action delivered an EBIT of $2.5M, up $1.8M on the pcp.
- Action continues to grow the non-motorhome element of the New Zealand business, with 44% of Action's revenue in the period attributable to non-RV activities.
- We expect a combination of Omicron absenteeism and supplier shortages to impact productivity in H2.

	6 Months to December			
NZD $M	**FY22** [1]	**FY21** [1]	VAR	%
Revenue	30.5	22.2	8.3	37%
Costs	(28.0)	(21.5)	(6.5)	(30%)
EBIT	2.5	0.7	1.8	247%

1. Action continues to increase FTE and capacity ahead of the anticipated fleet regrowth phase as well as growth in the non-RV segment.
2. Supplier management is a key focus and price increases are common but margins are being managed well through cost out design briefs and pass through to end customers.
3. New design project underway for facelifted ***thl*** rentals and direct to sales vehicles, launching in H2 FY22.
4. Assessing options for relocation of Albany facility to align with expiration of lease at the end of 2022.

Action Manufacturing Group

- In January 2022, Action entered into a conditional agreement to acquire the New Zealand business of MaxiTRANS for approximately $5.7M. The transaction is subject to approval from the New Zealand Commerce Commission.
- Subject to clearance, the acquisition is expected to complete in May 2022.
- Action Manufacturing will continue to explore further opportunities for small bolt-on acquisitions that complement its core competencies.

ACTION®

- Manufactures recreational vehicles for ***thl*** rentals businesses in New Zealand and Australia, operating from Auckland and Hamilton
- Manufactures specialised commercial vehicles for customers including St John Ambulances, New Zealand Defence Force and NZ Police, operating from Hamilton
- Approximately 200+ FTE across both businesses
- FY21 RV revenue of approximately $23M and non-RV revenue of approximately $16M

FAIRFAX

- A provider of heavy transport solutions, known for its innovative fibreglass one-piece moulded truck and trailer bodies
- Operating from two sites in Hamilton and South Auckland with approximately 35 FTE
- FY21 annual revenue of approximately $4.5M

FREIGHTER®

Maxi-CUBE®

- A general freight manufacturer trading under the brands Maxicube and Freighter
- Operating from two sites in Auckland and Christchurch with approximately 55 FTE
- FY21 annual revenue of approximately $18M

Tourism

- EBIT loss of $2.4M, down $1.9M on the pcp.
- The pcp includes $1.34M of funding for the Waitomo business under the Strategic Tourism Asset Protection Programme (**STAPP**)**,** which came to an end on 30 June 2021.
- Discover Waitomo revenue down 67% due to loss of STAPP funding and Auckland and Waikato being in extended lockdown for a significant portion of the period.
- Discover Waitomo maintains ongoing engagement with the Waitomo community and Tangata Whenua with inaugural Matariki festival and first commercial full immersion Te Reo Māori tour developed for Te Wiki o te Reo Māori.
- The business won the Recreation Aotearoa environmental leadership award and was a finalist in the Qualmark awards and Waikato Business Awards.
- Kiwi Experience remains in hibernation until there is greater certainty regarding the return of international tourism.

	6 Months to December			
NZD $M	**FY22**	**FY21**	VAR	%
Revenue	0.8	2.6	(1.8)	(67%)
Costs	(3.3)	(3.1)	(0.2)	(6%)
EBIT	(2.4)	(0.5)	(1.9)	(387%)

Kaimahi for Nature in Waitomo

thl is partnering with the Department of Conversation under the Kaimahi for Nature programme to protect the environment and save jobs in the Waitomo community. The programme has retained 26 jobs, ensuring our crew remain within the community and with their hapū, learn new skills, and achieve significant conservation outcomes. Some of the highlights of 2021 include over 18,000 hours of conservation work, supporting Matariki celebrations at Tokikapu Marae, planting 7,000 native trees along riparian margins, and maintaining historically and culturally significant tracks and reserves within the Manaiapoto region.

Divisional review – Rest of World

Australian Rentals & Sales

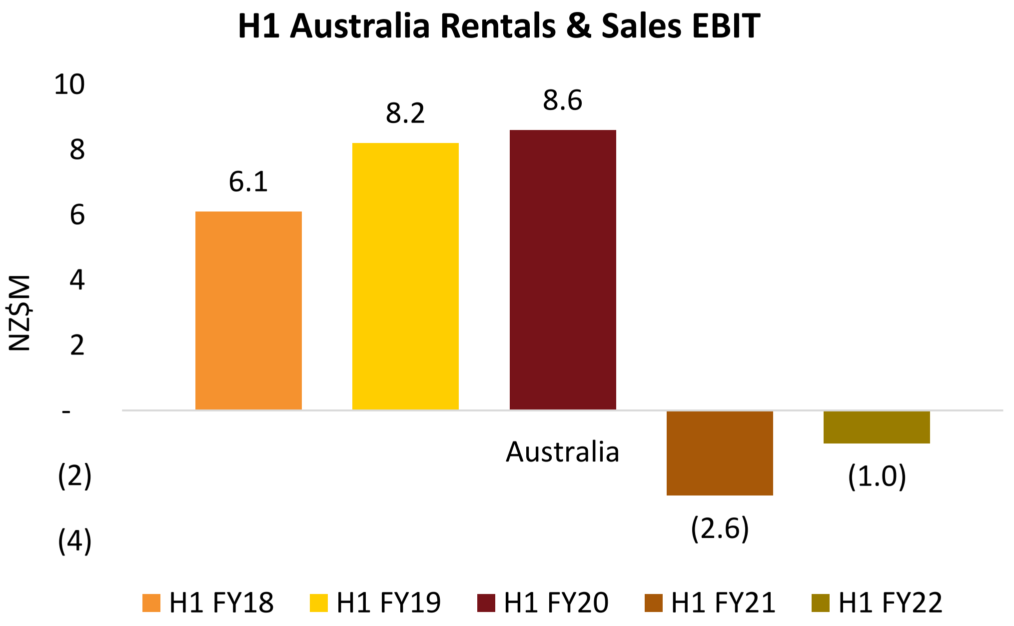
- EBIT loss of A$0.9M, improved on the pcp by A$1.5M, and a positive outcome in a period where the business was heavily disrupted due to state border closures.
- State border closures were managed more effectively than in the pcp, leading to rental revenue income increasing on the pcp despite the decline in tourism rental activity.
- The business also generated NZ$2.5M in non-tourism activity. Refer to slide 29.
- Strong operational cost management resulted in costs remaining approximately in line with the pcp, despite the pcp including A$2.0M in Government wage subsidies.
- Pleasingly the opening of Australian borders has been announced earlier than expected, however at this stage the timing and extent of the return of international tourism remains unclear.

Half Year	6 Months to December			
NZD $M	FY22	FY21	VAR	VAR %
Rental income	15.7	14.0	1.7	12%
Sale of goods[1]	16.2	15.9	0.3	2%
Costs	(32.9)	(32.5)	(0.3)	(1%)
EBIT	(1.0)	(2.6)	1.7	63%

[1] Excludes sale of buyback fleet.

Half Year	6 Months to December			
AUD $M	FY22	FY21	VAR	VAR %
Rental income	14.9	13.1	1.8	14%
Sale of goods[1]	15.4	14.8	0.6	4%
Costs	(31.3)	(30.3)	(0.9)	(3%)
EBIT	(0.9)	(2.4)	1.5	62%

[1] Excludes sale of buyback fleet.



Australian fleet

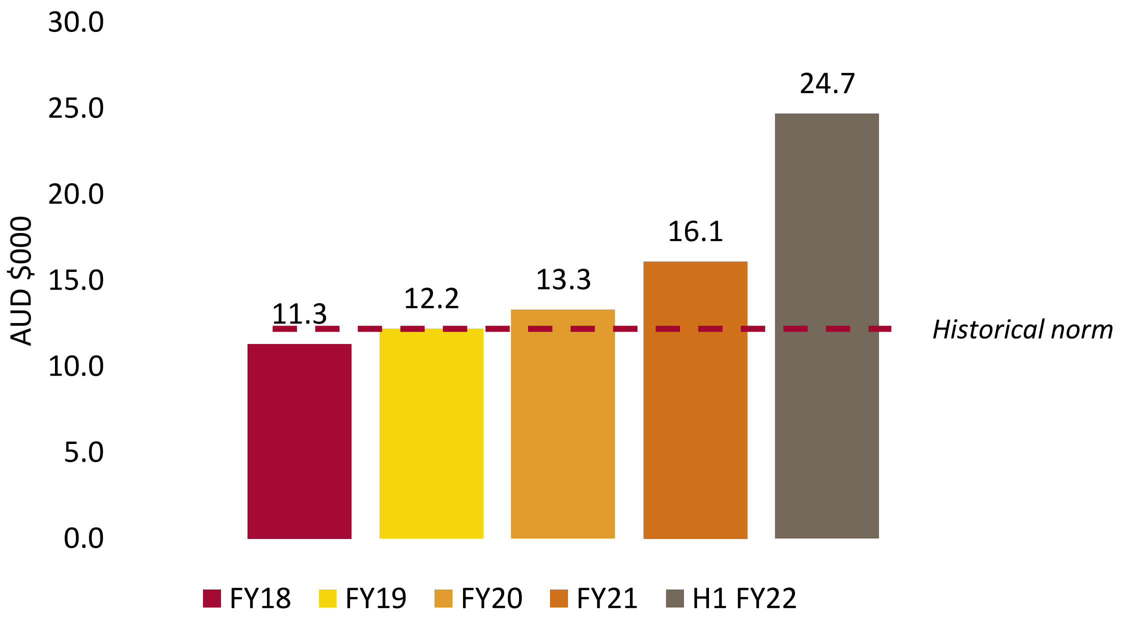
- Demand for vehicle sales continues to remain strong in this market.
- Growth in average sales margin relative to the pcp was approximately 63%, to approximately A$24.7k per sale. The growth is a result of the current market environment, a greater volume sold through the direct channel with RV Sales Centre and the mix of vehicles sold.
- Vehicle sales volumes were in line with the pcp, with a total of 214 vehicles sold (excluding buybacks), including 21 new vehicles. Volumes were managed in order to maintain the fleet size required to service returning rental markets.
- The business is focused on offering an increasing mix of new retail fleet in the RV Sales Centre.
- Supply chain issues continue from chassis to componentry but have not had a material impact to date. The disruption will continue to be managed through 2022.

Vehicle Fleet	**6 Months to December**			
Units:	**FY22**	**FY21**	VAR	VAR %
Opening Fleet	1,208	1,441	(233)	(16%)
Fleet Sales	(314)[1]	(273)	41	15%
Fleet Purchases	224[2]	59	165	280%
Closing Fleet	1,118	1,227	(109)	(9%)

[1] H1 FY22 includes sale of 100 buyback vehicles and excludes non-fleet sales.

[2] H1 FY22 includes purchase of 60 buyback vehicles.

Average sales margin per vehicle



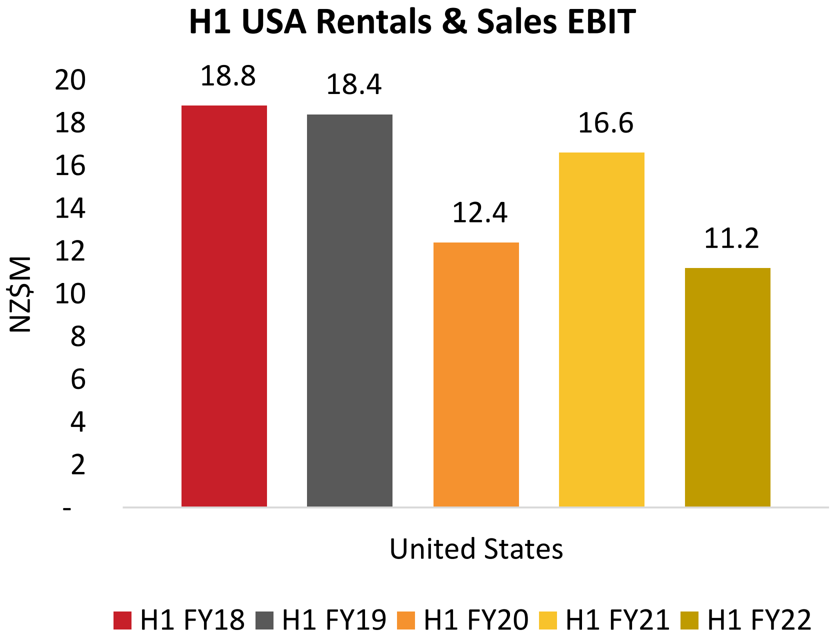
United States Rentals & Sales

- EBIT of US$7.9M, down US$3.1M on the pcp.
- The variance on the pcp is in line with expectations, as previously advised in ***thl***'s Annual Results Investor Presentation.[1]
- Despite the decline on the pcp, domestic rental demand remains above pre-COVID levels.
- Some level of international tourism returned in the last two months of the half, providing good activity over the normally quiet winter period.
- At this stage there is a positive level of international forward bookings for the upcoming 2022 summer period.

[1] Refer to slide 19 of ***thl***'s Annual Results Investor Presentation released on 26 August 2021.

Half Year	6 Months to December			
NZD $M	**FY22**	**FY21**	VAR	VAR %
Rental income	26.9	36.2	(9.3)	(26%)
Sale of goods	53.0	65.6	(12.6)	(19%)
Costs	(68.7)	(85.2)	16.6	19%
EBIT	11.2	16.6	(5.4)	(32%)

Half Year	6 Months to December			
USD $M	**FY22**	**FY21**	VAR	VAR %
Rental income	18.8	24.2	(5.4)	(22%)
Sale of goods	37.0	43.8	(6.8)	(16%)
Costs	(47.9)	(57.0)	9.1	16%
EBIT	7.9	11.0	(3.1)	(28%)



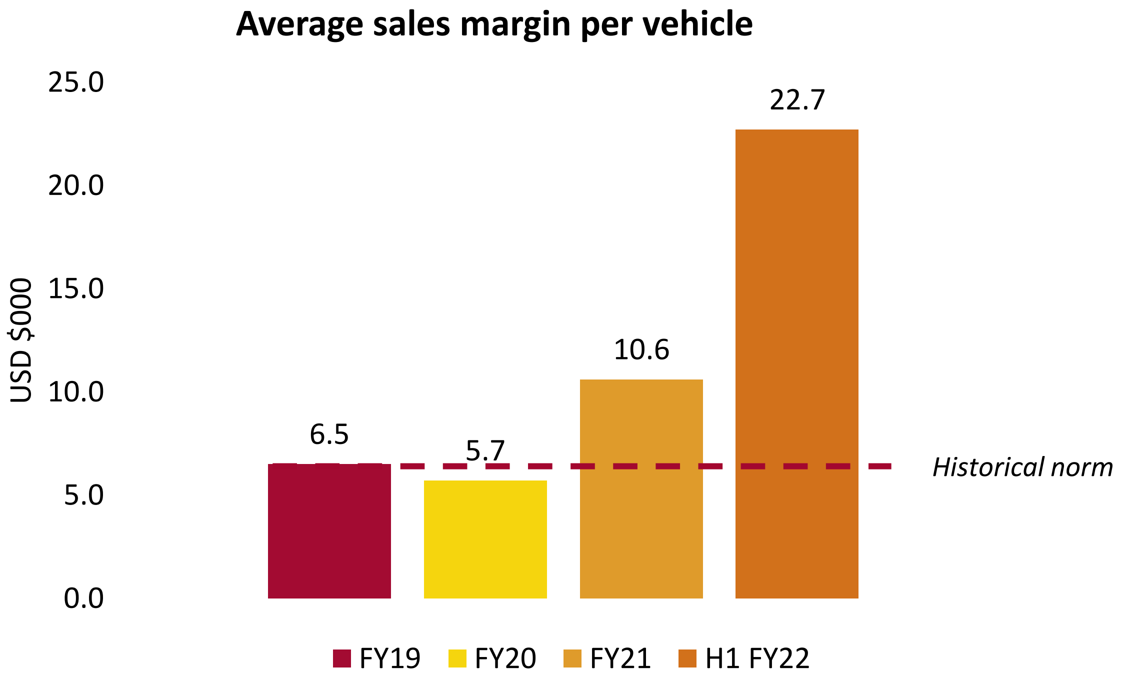
United States fleet

- A net reduction in fleet size of 349 vehicles across H1 with the business maximizing the current vehicle sales environment.
- Average vehicle sales margin grew by 191% on the pcp, to approximately US$22.7k.
- Fleet management through the mix of vehicles sold has resulted in the youngest fleet in the history of Road Bear and El Monte, at an average age of approximately 10 months. This sets the business up for strong average yield due to the newer product proposition in the coming years.
- Fleet size is being managed for expectations in 2023 and 2024 in order to maximize the opportunity from inbound travel from Europe, ongoing elevated domestic rental demand due to RV category growth and market share gains from competitors exiting during the pandemic period.
- Supply chain challenges and inflation are apparent. While there are uncertainties around vehicle supply, at this point in time there is confidence that the business will get the fleet that is required for the coming year.
- Expectations are that supply chain issues are likely to take longer than previously anticipated to resolve and could impact fleet supply for CY23.

Vehicle Fleet

Units:	FY22	FY21	VAR	VAR %
Opening Fleet	1,487	1,842	(355)	(19%)
Fleet Sales	(559) [1]	(870)	(311)	(36%)
Fleet Purchases	210	-	210	-
Closing Fleet	1,138	972	166	17%

[1] H1 FY22 includes 2 write-offs.



Equity investments

- These part-owned businesses are/were not controlled by ***thl*** and are/were equity accounted. The results are/were not reported in the Earnings Before Interest & Tax (**EBIT**).
- ***thl***'s 49% shareholding in Just go provided a net profit after tax of approximately $1.2M, up 46% on the pcp. As a relative measure to the pre-COVID environment, this compares to net profit after tax results of approximately $0.3M in H1 of each of FY19 and FY18.
- A strong performance that capitalised on pent up demand seen in the region following the relaxation of lock down restrictions in the UK.
- ***thl*** has a desire to move to 100% of the Just go business regardless of whether the Apollo merger transaction proceeds and the joint venture partner is aware of ***thl***'s interest. However, no agreement has been reached as to the terms on which any such acquisition might occur, including as to timing or value.

	6 Months to December			
NZD $M	**FY22**	**FY21**	VAR	%
Action Manufacturing*	–	0.2	(0.2)	NA
Just go	1.2	0.8	0.4	46%
Total	**1.2**	**1.0**	**0.2**	17%

** Action Manufacturing became a wholly owned subsidiary on 28 February 2021. FY21 reflects the result prior to Action Manufacturing becoming wholly-owned.*

Group support services and other

- Group support services net expenditure of $3.1M, up $0.7M on the pcp.
- Includes $2.1M in transaction costs in the half related to the proposed merger with Apollo.
- Software development costs relating to the Cosmos booking, scheduling and fleet management platform were previously reflected in the 'group support services and other' P&L. However, these are now being recharged to the New Zealand/Australian Rentals businesses and will therefore be reflected in the P&Ls for those businesses.
- Group support services expenditure in H2 FY22 is expected to include approximately $4.0M in further transaction costs related to the proposed merger with Apollo (inclusive of success fees).

Half Year	6 Months to December			
NZD $M	**FY22**	**FY21**	VAR	%
Revenue[1]	0.8	1.3	(0.5)	(38%)
Costs	(3.9)	(3.7)	(0.2)	(5%)
EBIT	(3.1)[2]	(2.4)	(0.7)	(29%)

[1] Includes ***thl*** digital and intercompany eliminations relating to vehicles sold by Action Manufacturing to the ***thl*** Rentals businesses.
[2] H1 FY22 includes $2.1M in transaction costs.

- ***thl*** has recently received an indication from Thor Industries that they are open to discussing an early buyout of the ***thl*** preference shares in Roadpass Digital (previously Togo Group) at a discount to the buyout value of those shares.[1] ***thl*** is considering its position and is likely to enter into negotiations over the coming weeks. There is no certainty that a transaction will occur.

*[1] Thor Industries has a buy-out right, valid to March 2024, to purchase **thl**'s shareholding in Roadpass Digital for US$20.18M.*

Other initiatives

Non-Tourism Revenue

- Throughout the pandemic, ***thl*** has run a non-tourism programme, finding alternative rental uses for vehicles. This has continued to deliver strong revenue and has seen ***thl***'s campers support a range of essential services.
- Across the half, ***thl*** has supported 73 non-tourism customers at a total revenue of approximately NZ$6.3M across New Zealand, Australia and the United States, in approximately equal proportions.
- Customer use cases include:
  - **Health**: mobile vaccination, testing clinics
  - **Emergency housing**: disaster response, social housing, quarantine
  - **Infrastructure**: rural project accommodation, business BCPs, supporting repairs following natural disasters
  - **Film**: rural project accommodation, actor greenrooms
  - **Emergency services**: rural response accommodation, mobile lounges
- We see a continued demand pipeline across all of these use cases through the remainder of FY22.

Future-Fit Business Benchmark

At *thl* we work with a *Future-Fit mindset and methodology.*

- We remain committed to becoming a Future-Fit business, using the **Future-Fit Business Benchmark to improve our social and environmental performance.**
- We identified **11 priority Future-Fit Break-even (BE) goals** (see right) where we need to **make most progress**, and can have the **most impact** as a business in the tourism and travel sectors.
- Our **Global Future-Fit programme** drives systemic progress across all 23 Future-Fit goals**. A progress update is** provided on the following page, and we will share more detailed information in our next **Future-Fit Pioneer disclosure** and **Integrated Annual Report** later this year.

Priority 1: Tackle the three biggest challenges – where we are off track, the impact is severe and our Fitness is low

- BE17: **Products** do not **harm** people or the environment
- BE18: **Products** emit no **greenhouse gases**
- BE04: **Procurement** safeguards the pursuit of future-fitness

Priority 2: Make progress - close current gaps to prevent harm and achieve 100% Fitness

- BE11: Employees are paid at least a ***thl* Future Fit wage**
- BE16: **Product concerns** are actively solicited, impartially judged and transparently addressed
- BE08: **Operations** do not **encroach** on ecosystems or communities
- BE09: **Community health** is safeguarded
- BE14: **Employee concerns** are actively solicited, impartially judged and transparently addressed

Priority 3: Address data and knowledge gaps to be able to accurately assess and address impacts

- BE05: **Operational emissions** do not **harm** people or the environment
- BE06: **Operations** emit no **greenhouse gases**
- BE19: **Products** can be **repurposed**

Progress Update: Future-Fit Global Work Programme

Climate and Carbon Strategy

- **Future Fleet programme**: our global Technical Team monitors opportunities to transition to lower emissions fleet in each region
- **Climate risk and opportunity** disclosures: we are developing a report aligned with Task Force on Climate-related Financial Disclosures (**TCFD**) recommendations. This will be launched in our FY22 Integrated Annual Report, in advance of NZX and XRB requirements.
- **Carbon management**: A review of our Carbon Footprint (greenhouse gas) inventory including Scope 3 emissions is underway. This will inform work to set a science-based target and pathways for de-carbonisation.

Sustainable Procurement

- Sustainable procurement pilot in Australia completed, and our new sustainable procurement framework is being rolled out globally. This includes a new **Supplier Code of Conduct**, training for key staff in sustainable procurement and Future-Fit hotspot analysis for key suppliers.

Accelerate – Partnerships for positive impact

- We continue to support programmes focused on responsible and regenerative travel and that have a positive impact in communities and destinations through **Travel with Heart** in the USA, the **Tiaki Promise** in NZ, **Ecotourism Australia** accreditation. We are developing our cultural capability plan globally, and building our cultural awareness and engagement with Aboriginal and Torres Strait Islander stakeholders in Australia through a **Reconciliation Action Plan**.

Ignition – Future-Fit branches

- All our branches globally now have **Future-Fit Branch Action Plans** in place, targeting improvement in five focus areas where branch activities have most impact: energy, water, waste, operational emissions and community contribution.
- New Branch Carbon Impact reports have been designed to track progress, these are currently being rolled out globally.

Outlook

Outlook

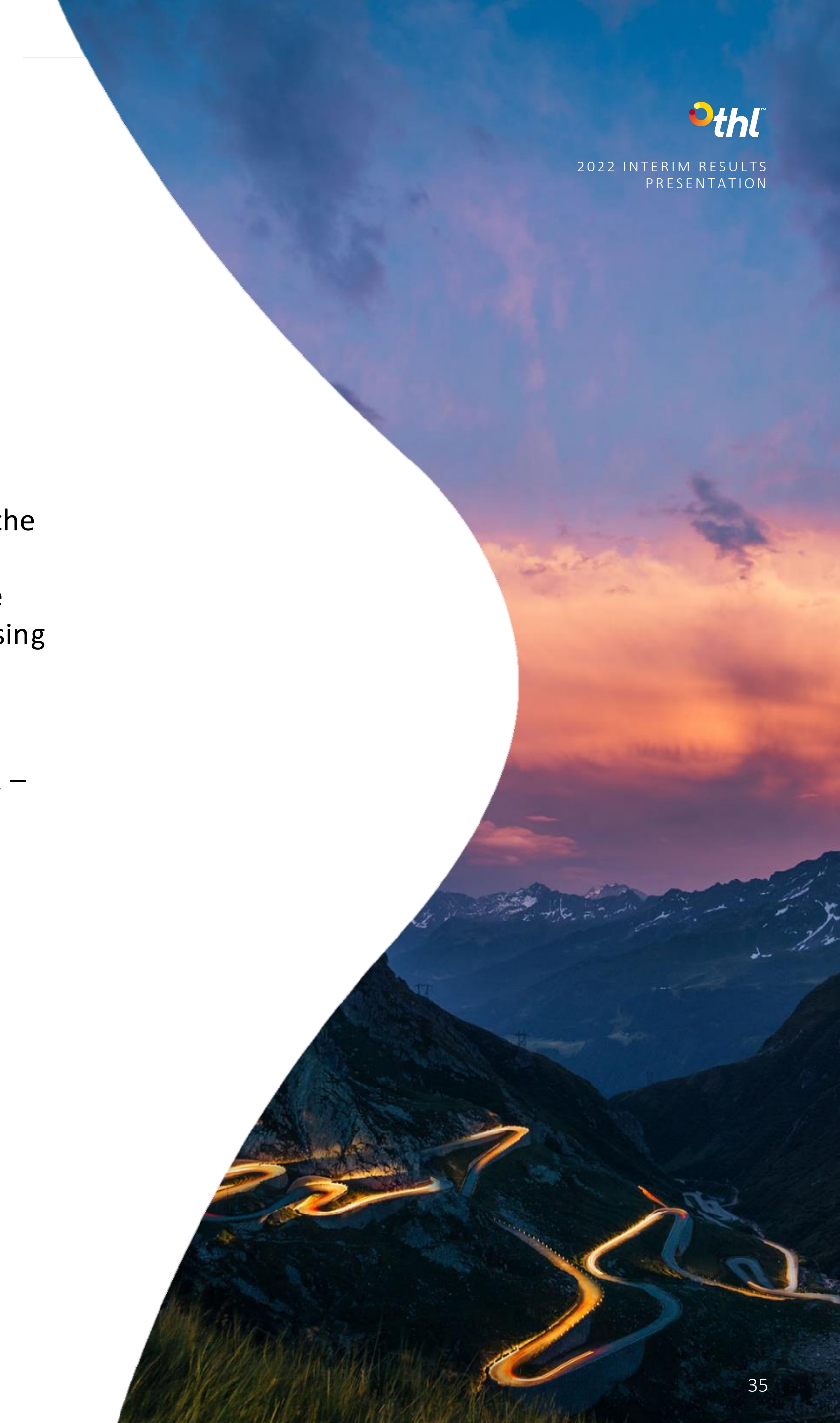
- On a standalone basis, ***thl***'s result for H2 FY22 (excluding transaction costs of NZ$4.0m that are expected to be incurred in that half) is expected to be a net loss after tax that is improved on the pcp.[1]
- Net capital expenditure expectations for FY22 are narrowed to between $25M - $40M.[2]
- **New Zealand:** Recent New Zealand Government border announcements, including ongoing self-isolation periods, mean that international leisure travel to New Zealand remains uncertain. We expect that the self-isolation requirements will be dropped some time mid-year, however that may be too late to ignite significant long-haul travel for the 2022/2023 summer season. Vehicle sales demand and margins are expected to remain at current levels for the near term. Action Manufacturing and retail activity is expected to remain positive.
- **Australia**: Recent Government announcements of an opening of the border for international travel, including WA, is seen as very positive. We have an expectation that both domestic and international travel will be well up on recent activity from March onwards. We have no prediction on international demand relative to pre-COVID levels.
- **United States**: International interest and early forward bookings for the USA summer are positive, but booking trends are not in line with pre-COVID demand levels due to the Omicron interruption to December - January bookings from the key European and UK markets. We remain positive that we will achieve peak utilisation in July 2022, with less certainty on how the shoulder seasons will perform. Vehicle sales margins are expected to remain at or near the current elevated levels for at least the remainder of FY22.
- We expect that supply chain and inflation related pressures will continue. Earlier expectations were that these pressures would subside in FY22, however we now expect they will remain for CY22.
- We continue to have a positive long-term outlook for global tourism and long-haul travel. Timing of a recovery in New Zealand, and the extent to which each market returns to pre-COVID demand levels remains uncertain.
- The business remains focussed on adapting to market and regulatory changes as they occur, retaining as much flexibility as possible, managing costs as appropriate and putting appropriate energy into the effective execution of the Apollo merger.

[1] ***thl***'s statutory net loss after tax for the second half of the financial year ending 30 June 2021, being the pcp, was a loss of NZ$12.7M.

[2] Earlier guidance provided on 10 December 2021 noted expectations of net capital expenditure for FY22 to be at the lower end of $25M - $60M.

General notes

Important notes



General

- All financials are in NZ dollars unless stated otherwise (throughout presentation).
- All comparisons are against prior corresponding period (**pcp**) unless stated otherwise**.**
- The average NZD:AUD cross-rate (average of the six months rates) for H1 FY22 was 0.9518 (H1 FY21 - 0.9329).
- The average NZD:USD cross-rate (average of the six months rates) for H1 FY22 was 0.6969 (H1 FY21 - 0.6756).
- Return On Funds Employed (ROFE) is a non-GAAP measure that ***thl*** uses to measure performance of business units, and the Group, in relation to the financial resources utilised. ROFE is calculated as EBIT divided by average monthly net funds employed. Net funds employed are measured as total assets, less non-interest bearing liabilities and cash on hand. Lease liabilities resulting from IFRS 16 are not considered in determining funds employed. Accordingly, the interest expense arising from IFRS 16 is also deducted from EBIT for the purposes of ROFE. The calculation is done in NZ dollars.
- Net debt refers to interest bearing loans and borrowings less cash and cash equivalents.
- The balance sheet is converted at the closing rate as at 31 December 2021. The USD cross-rate used was 0.6832(H1 FY21 – 0.7227); the AUD cross-rate used was 0.9421 (H1 FY21 – 0.9384) and the GBP cross-rate used was 0.5061 (H1 FY21 – 0.5297).
- H1 FY22 includes a non-recurring expense of $2.1M in respect of transaction costs relating to the proposed merger with Apollo Tourism & Leisure Limited.
- H1 FY21 includes a non-recurring accounting gain of $1.2M (inclusive of tax) from the termination of the lease for the Mangere branch.
- The depreciation expense and interest expense recognised in H1 FY22 in relation to IFRS 16 Leases is $4.8M (H1 FY21: $3.9M) and $1.7M (H1 FY21: $1.7M), respectively. The actual lease payments during the period were $6.5M (H1 FY21: $5.4M).

Accounting implications relating to 100% Action ownership

- As a 50/50 joint venture, Action Manufacturing previously recognised a profit on the sale of vehicles to the ***thl*** Rentals businesses as its customer. 50% of this profit would then be attributed to ***thl*** as the 50% shareholder of Action Manufacturing.

- As Action Manufacturing is now a wholly-owned subsidiary, the sale of vehicles to ***thl*** are now an intercompany transfer and so the profit on the sale is not recognised at a group level.

- From a divisional accounting perspective, we continue to manage these businesses consistent with our pre-acquisition approach, to ensure that the appropriate incentives and competitive motives remain with both Action Manufacturing and ***thl*** Rentals as if the transactions were between businesses at arms-length.

- While Action Manufacturing continues to recognise the profit on the sales at a division level, this profit is eliminated at the ***thl*** group level and results in a lower book value for the vehicle (based on the cost of production with no manufacturing margin).

- As the starting book value is lower, the depreciation expense incurred at a group level during the time the vehicle is owned by ***thl*** is also lower. The depreciation expense incurred at the ***thl*** Rentals level is consistent with the previous approach.

Thank you

Supplementary information

Divisional EBIT

$M	FY22	FY21	VAR	VAR %
	6 Months to December			
***thl* Rentals**				
New Zealand	(7.0)	(10.8)	3.9	36%
Australia	(1.0)	(2.6)	1.7	63%
USA	11.2	16.6	(5.4)	(32%)
Total Rentals	**3.3**	**3.1**	**0.2**	**6%**
Action Manufacturing	1.1	0.0	1.1	NA
Tourism Group	(2.4)	(0.5)	(1.9)	(387%)
Total operating divisions	**2.0**	**2.6**	**(0.6)**	**(25%)**
Group Support Services & Other	(3.1)	(2.4)	(0.7)	(29%)
Total EBIT	**(1.1)**	**1.8**	**(2.9)**	**(163%)**
EBIT before non-recurring items	**1.0**	**0.2**	**0.8**	**386%**
One-off gain on lease termination	0.0	1.6	(1.6)	NA
One-off transaction project cost	(2.1)	0.0	(2.1)	NA
Total non-recurring items	**(2.1)**	**1.6**	**(3.7)**	
Split				
Australia	(1.0)	(2.6)	1.6	62%
USA	11.2	16.6	(5.4)	(33%)
New Zealand	(11.4)	(12.1)	0.7	(6%)
Total EBIT	**(1.1)**	**1.8**	**(2.9)**	**(161%)**
Split				
Australia	(1.0)	(2.6)	1.6	62%
USA	11.2	16.6	(5.4)	(33%)
New Zealand	(9.3)	(13.7)	4.4	32%
Total EBIT before non-recurring items	**1.0**	**0.2**	**0.8**	**400%**
Total EBIT before non-recurring items				
Australia (AUD)	(0.9)	(2.4)	1.5	63%
USA (USD)	7.9	11.8	(3.9)	(33%)

Income statement summary

	6 Months to December			
$M	**FY22**	FY21	VAR	VAR %
Sale of services	**50.3**	68.8	(18.5)	(27%)
Sale of goods	**124.6**	137.0	(12.4)	(9%)
Total revenue	**174.9**	205.8	(31.0)	(15%)
Costs	**152.9**	178.4	(25.5)	(14%)
EBITDA	**21.9**	27.3	(5.4)	(20%)
Depreciation & Amortisation	**23.1**	25.5	(2.4)	(10%)
EBIT	**(1.1)**	1.8	(3.0)	(162%)
Interest	**(4.9)**	(5.7)	0.8	13%
Share of Joint Ventures	**–**	0.2	(0.2)	100%
Share of Associates	**1.2**	0.7	0.4	57%
Loss before taxation	**(4.9)**	(2.9)	(2.0)	68%
Taxation	**0.5**	1.2	(0.6)	54%
Loss for the period	**(4.4)**	(1.8)	(2.6)	(147%)
Loss is attributable to:				
Equity holders of the Company	(4.0)	(1.4)	(2.6)	(182%)
Non-controlling interest	(0.3)	(0.3)	–	(4%)

Basic EPS (in cents) *	**(2.7)**	**(1.0)**
Diluted EPS	**(2.7)**	**(1.0)**

* Based on number of shares on issue at 31 December.

Revenue

$M	FY22	FY21	VAR	VAR %
	6 Months to December			
***thl* Rentals - Rental Revenue**				
New Zealand	6.2	14.6	(8.4)	(58%)
Australia	15.7	14.0	1.7	12%
USA	26.9	36.2	(9.3)	(26%)
	48.7	**64.8**	**(16.1)**	**(25%)**
***thl* Rentals - Sale of Goods**				
New Zealand	55.4	55.6	(0.2)	(0%)
Australia	16.2	15.9	0.3	2%
USA	53.0	65.6	(12.6)	(19%)
	124.6	**137.0**	**(12.5)**	**(9%)**
Tourism Group	0.8	2.6	(1.8)	(67%)
thl *digital*	0.7	1.3	(0.6)	(44%)
Total Revenue	**174.9**	**205.8**	**(30.9)**	**(15%)**
Split				
Australia	31.9	29.9	2.0	7%
USA	79.9	101.8	(21.9)	(22%)
NZ and other	63.1	74.1	(11.0)	(15%)
	174.9	**205.8**	**(30.9)**	**(15%)**
Revenue Split				
Sale of Services	50.3	68.8	(18.5)	(27%)
Sale of Goods	124.6	137.0	(12.4)	(9%)
	174.9	**205.8**	**(30.9)**	**(15%)**
Australia (AUD)				
Rental Revenue	14.9	13.1	1.8	14%
Sale of Goods	15.4	14.8	0.6	4%
	30.3	**27.9**	**2.4**	**9%**
USA (USD)				
Rental Revenue	18.8	24.2	(5.4)	(22%)
Sale of Goods	37.0	43.8	(6.8)	(16%)
	55.7	**68.0**	**(12.3)**	**(18%)**

EBITDA

$M	FY22	FY21	VAR	VAR %
	6 Months to December			
EBIT	(1.1)	1.8	(3.0)	(162%)
Add back non-cash items:				
Depreciation	22.1	25.1	(2.9)	(12%)
Amortisation	0.9	0.4	0.5	117%
EBITDA	**21.9**	**27.3**	**(5.4)**	**(20%)**

$M	FY22	FY21	VAR	VAR %
	6 Months to December			
EBIT before non-recurring items	1.0	0.2	0.7	320%
Add back non-cash items:				
Depreciation	22.1	25.1	(2.9)	(12%)
Amortisation	0.9	0.4	0.5	117%
EBITDA before non-recurring items	**24.0**	**25.7**	**(1.7)**	**(7%)**

Balance sheet

$M	Dec-21	Dec-20	VAR
Equity	313.4	311.6	1.9
Non current liabilities	66.2	69.1	(2.9)
Current liabilities	45.8	67.2	(21.4)
Lease liabilities	81.1	69.6	11.6
Total source of funds	**506.6**	**517.4**	**(10.8)**
Intangible assets and goodwill	52.3	45.9	6.3
Retained interest in Togo Group	22.0	19.6	2.5
Investments in associates and joint ventures	6.2	15.2	(9.0)
Property, plant and equipment	235.1	267.0	(31.9)
Current assets	121.0	110.6	10.3
Total use of funds	**506.6**	**517.4**	**(10.7)**
Net debt position (exclude lease liabilities)	18.7	22.0	(3.3)
Net tangible assets (NTA)	261.2	265.6	(4.5)
NTA per share[1]	$1.72	$1.79	
Book value of net assets per share[1]	$2.06	$2.10	
Debt / debt + equity ratio (net of Intangibles)	7%	8%	
Equity ratio (net of Intangibles)	57%	56%	
AUD exchange rate at period end	0.9421	0.9384	
USD exchange rate at period end	0.6832	0.7227	

[1] Calculated based on ***thl*** shares on issue at 31 December.

Gain on vehicle sales and gross profit

$M	FY22	FY21	VAR	VAR %
	6 Months to December			
Proceeds from sales of motorhome fleet	101.6	122.2	(20.6)	(17%)
Net book value of vehicles sold*	69.9	104.2	(34.2)	(33%)
Gain on sales of motorhome fleet before selling costs	**31.7**	**18.1**	**13.6**	**76%**
Vehicle sales costs (warranty only)	0.7	1.0	(0.2)	(24%)
Gain on sales of motorhome fleet after selling costs	**31.0**	**17.1**	**13.9**	**81%**
Gross profit on non-fleet vehicles, retail and accessory sales	8.7	3.0	5.7	188%
Reported gross profit*	**39.7**	**20.1**	**19.6**	**97%**
Total average gain on sale ($000) after selling costs	**24.7**	**9.6**	**15.0**	**156%**
Fleet motorhomes sold (excl buybacks)*				
AU	314	272	42	15%
NZ	382	630	(248)	(39%)
US	559	869	(310)	(36%)
Total fleet motorhomes sold (units), excl. buybacks	**1,255**	**1,771**	**(516)**	**(29%)**

Flex fleet sales on buy-backs excluded from above	**FY22**	**FY21**
AU	100	-
Total	**100**	**-**
Total fleet sales		
AU	414	272
NZ	382	630
US	559	869
Total	**1,355**	**1,771**

* Write offs in H1 FY21 were higher than usual due to the Mangere branch fire in September 2020. Consequently the book value of write offs in H1 FY21 are included in 'Other income / (expenses), net' in the income statement, along with the insurance proceeds.

End