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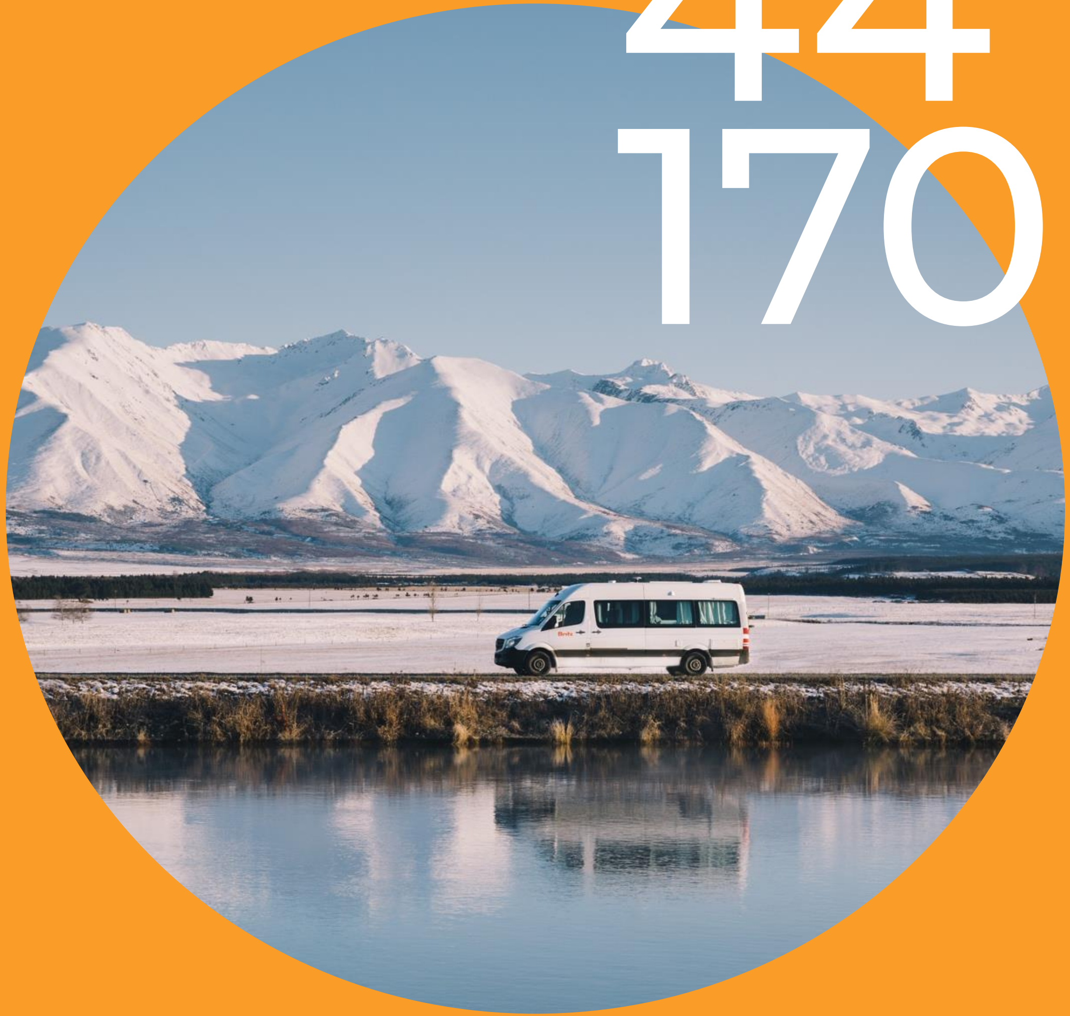


**As seen, worldwide**

*2024 ANNUAL MEETING*
*17 OCTOBER 2024*

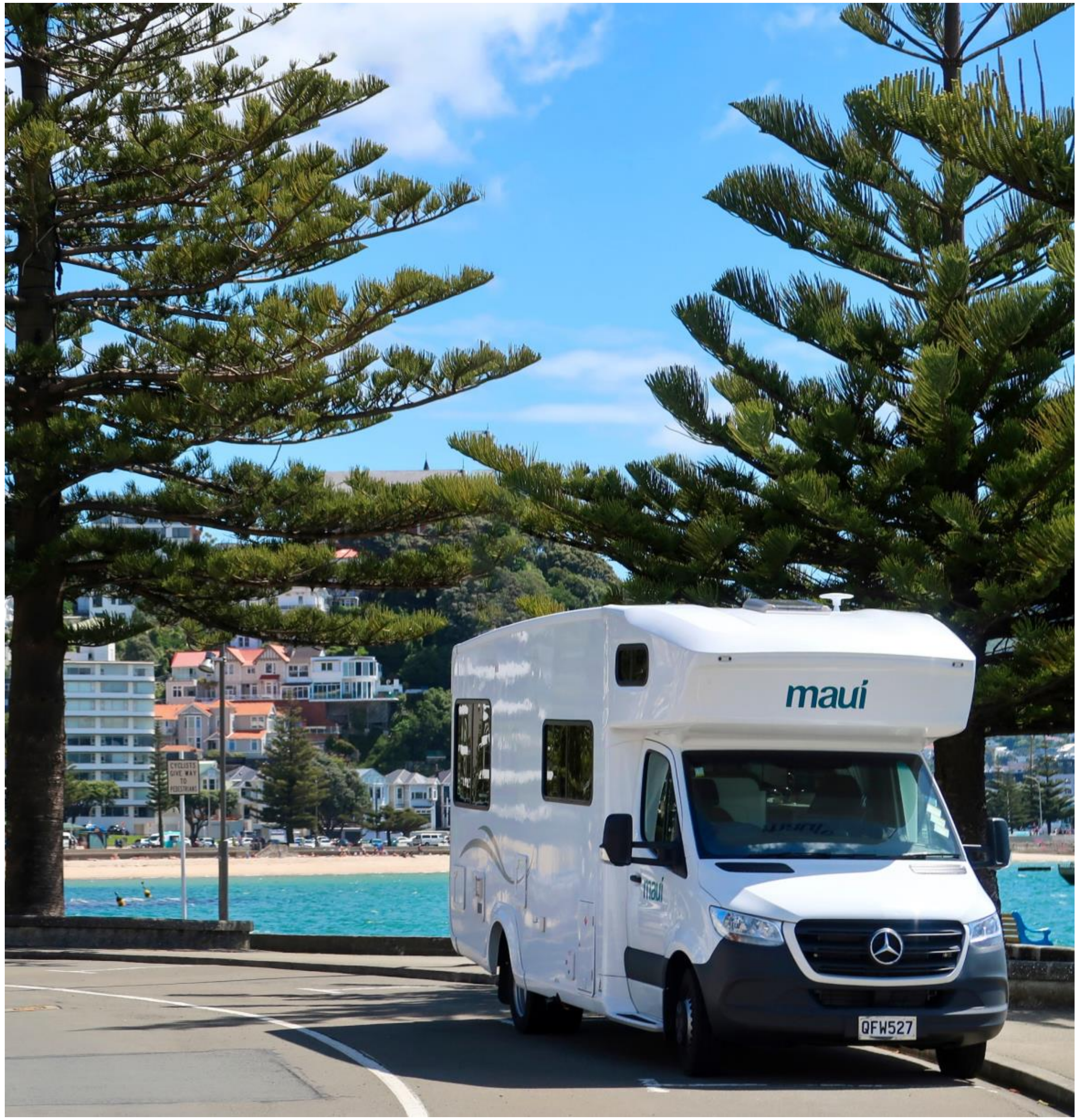
# Welcome

Cathy Quinn ONZM

Chair

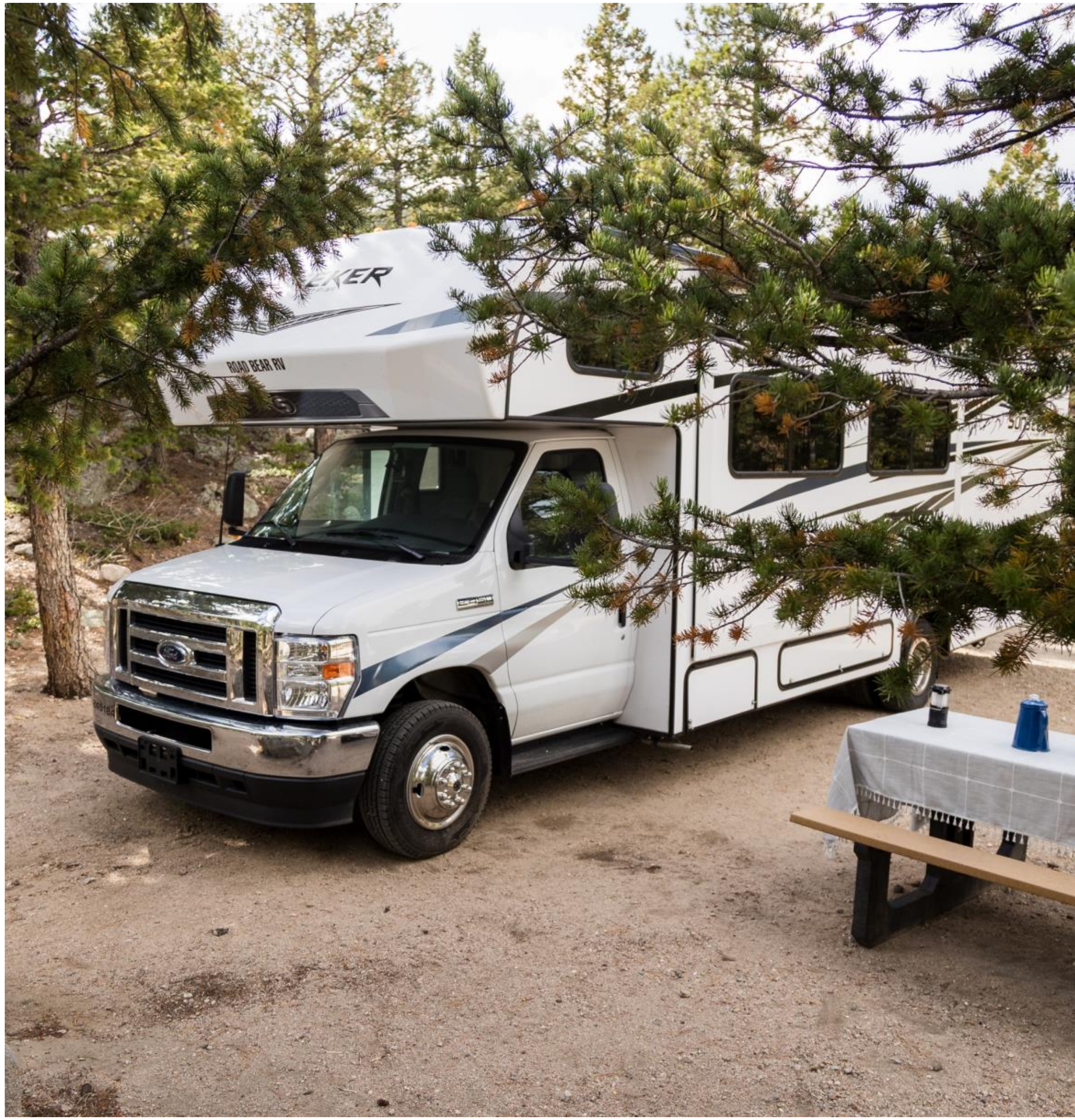
# Proxies and postal votes

- Valid proxy and postal votes: 118.9 million
- Proxy and postal votes as a percentage of ordinary shares on issue: 54.0%
- Proxies received appointing the Chair of the meeting as proxy: 86.2 million



# Agenda

- Welcome and agenda
- Chair’s address
- Chief Executive’s address
- Resolution
- Q&A
- General business
- Close of meeting





# Chair’s Address

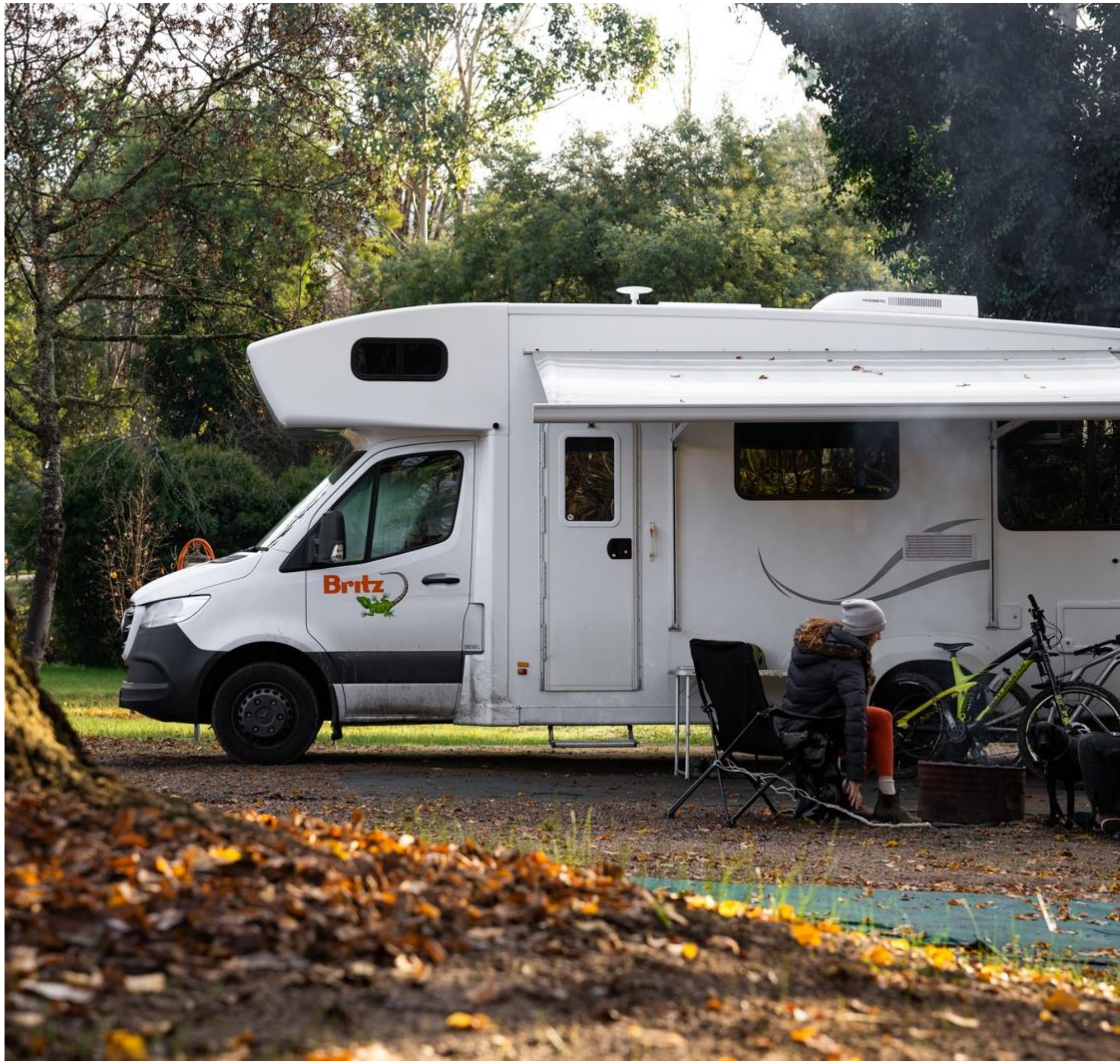
Cathy Quinn ONZM

Chair

# Reflections on FY24

## A disappointing year for the ***thl*** share price

- A challenging period in which ***thl*** did not achieve its 15% Return on Funds Employed (ROFE) target
- Positive results from the New Zealand and Australian rental businesses and record results from the Tourism and Action Manufacturing divisions
- In the fourth quarter, we saw a rapid shift in sentiment across all markets impacting motorhomes and the broader leisure industry
- The prolonged economic downturn and slower recovery of international tourism made achievement of $100M in NPAT in FY26 no longer viable

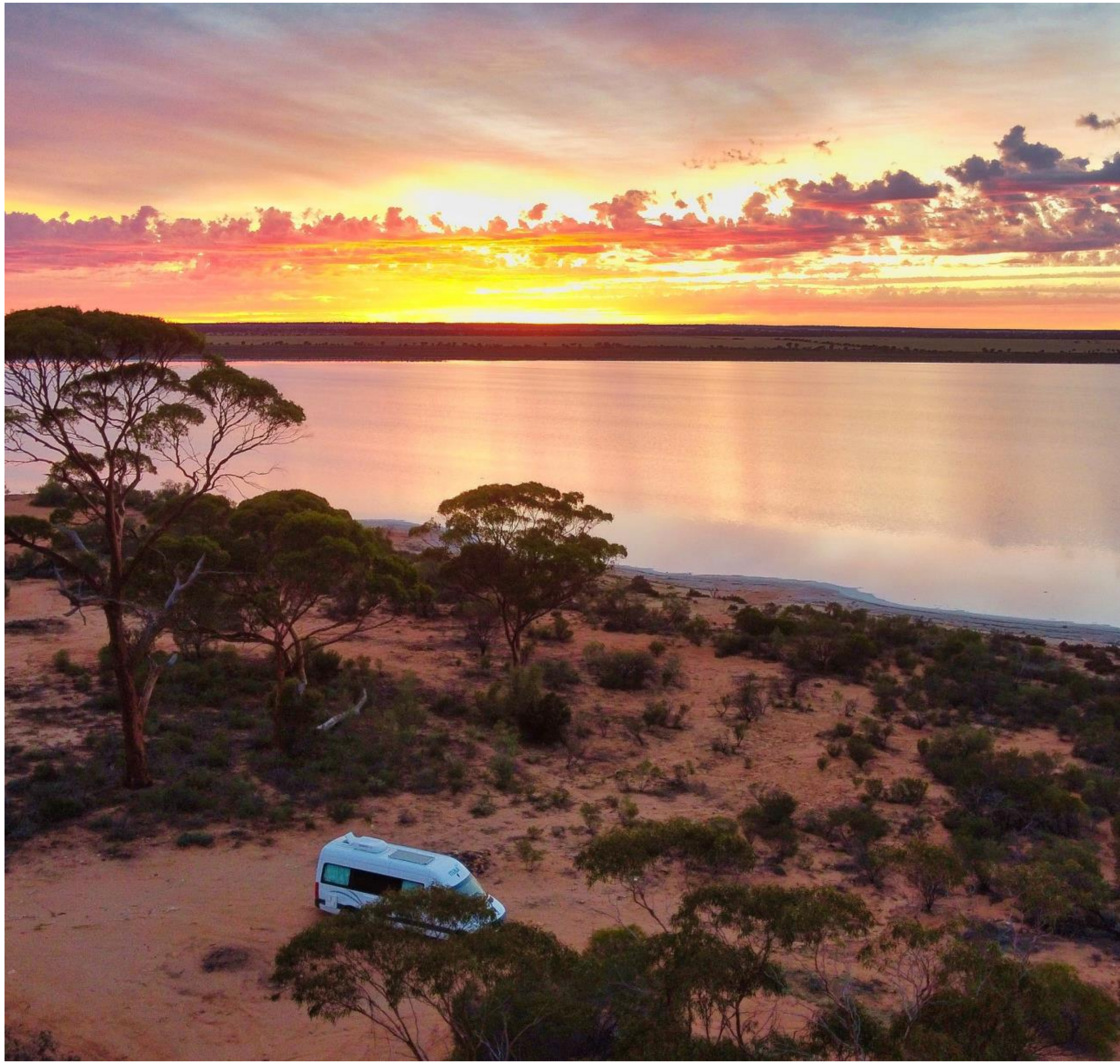


# Dividend

## Dividends paid in line with policy in FY24

- Full year FY24 dividend of 9.5 cents per share
- Full year dividend for FY24 represented:
  - 7.4% gross dividend yield for NZ-resident shareholders[1] and 5.3% cash dividend yield
  - 40% pay-out of ***thl***'s underlying NPAT for FY24, at the lower end of ***thl***'s dividend policy of 40 to 60% pay-out
- The Board recognise the importance of a consistent approach to dividends for our shareholders
- DRP uptake of 30% was the largest for ***thl*** in recent history – a reflection of shareholders' continued support and belief in ***thl***'s outlook

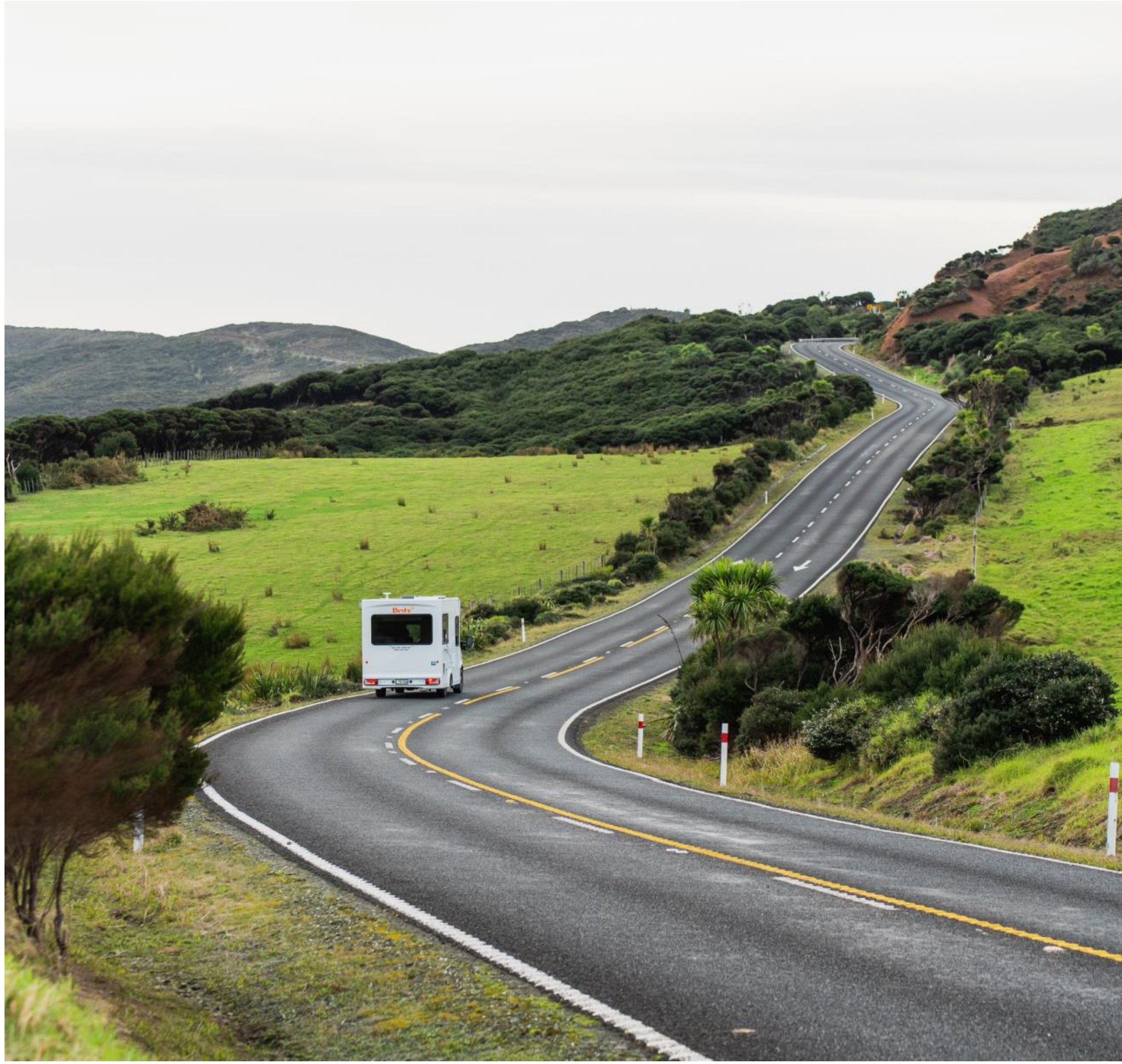
1 Based on closing share price of $1.79 at the end of FY24.



# A Strong ROFE Discipline

## Internal target to achieve 15% ROFE

- The ***thl*** Board oversees and approves all major fleet capital expenditure decisions by region and vehicle type
- Each request must include an assessment to prove that a 15% ROFE is achievable, or there is a clear plan to return a division to an above-target return
- Underperforming divisions, such as North America and UK at present, receive additional attention and Board scrutiny to justify continued investment:
  - We believe the opportunities from the North American synergy project are meaningful for the future of the division
  - Management have reviewed the UK business, which is a focal point



# CEO’s Address

Grant Webster

CEO & Managing Director

# FY24 Summary

## Group ROFE of 10% below our internal target

- Overall results reflect a mixed set of outcomes by area and geography
- The scale of the profit downgrade in May is partly a pandemic hangover – the appreciation of the rental fleet and record sales margins created an unusually large exposure to sales volumes
- This came to the fore in Q4 where we sold fewer ex-rentals in Australasia and RV demand in North America did not recover in line with industry expectations
- We have taken the situation seriously and responded with definitive actions

| $M NZD | Underlying EBIT | Return on Funds Employed[1] |
|---|---|---|
| New Zealand Rentals & Sales | 45.7 | 22.1% |
| Australian Rentals, Sales & Manufacturing | 41.9 | 11.8% |
| USA Rentals & Sales | 1.0 | < 0% |
| Canada Rentals & Sales | 12.2 | 8.3% |
| UK/Ireland Rentals & Sales | (0.3) | < 0% |
| Action Manufacturing Group | 13.9 | 27.8% |
| Tourism | 13.0 | 138.4% |
| Group Support Services/Other | (11.4) | N/A |
| Eliminations | (4.9) | N/A |
| **Group Underlying** | **111.1** | **10.0%** |

1 ***thl*** uses Adjusted EBIT to calculate ROFE, which includes lease interest costs arising from IFRS 16. Refer to the Annual Results Presentation for a full definition of ROFE on slide 30, and to a reconciliation of Adjusted EBIT to Underlying EBIT on slide 33.

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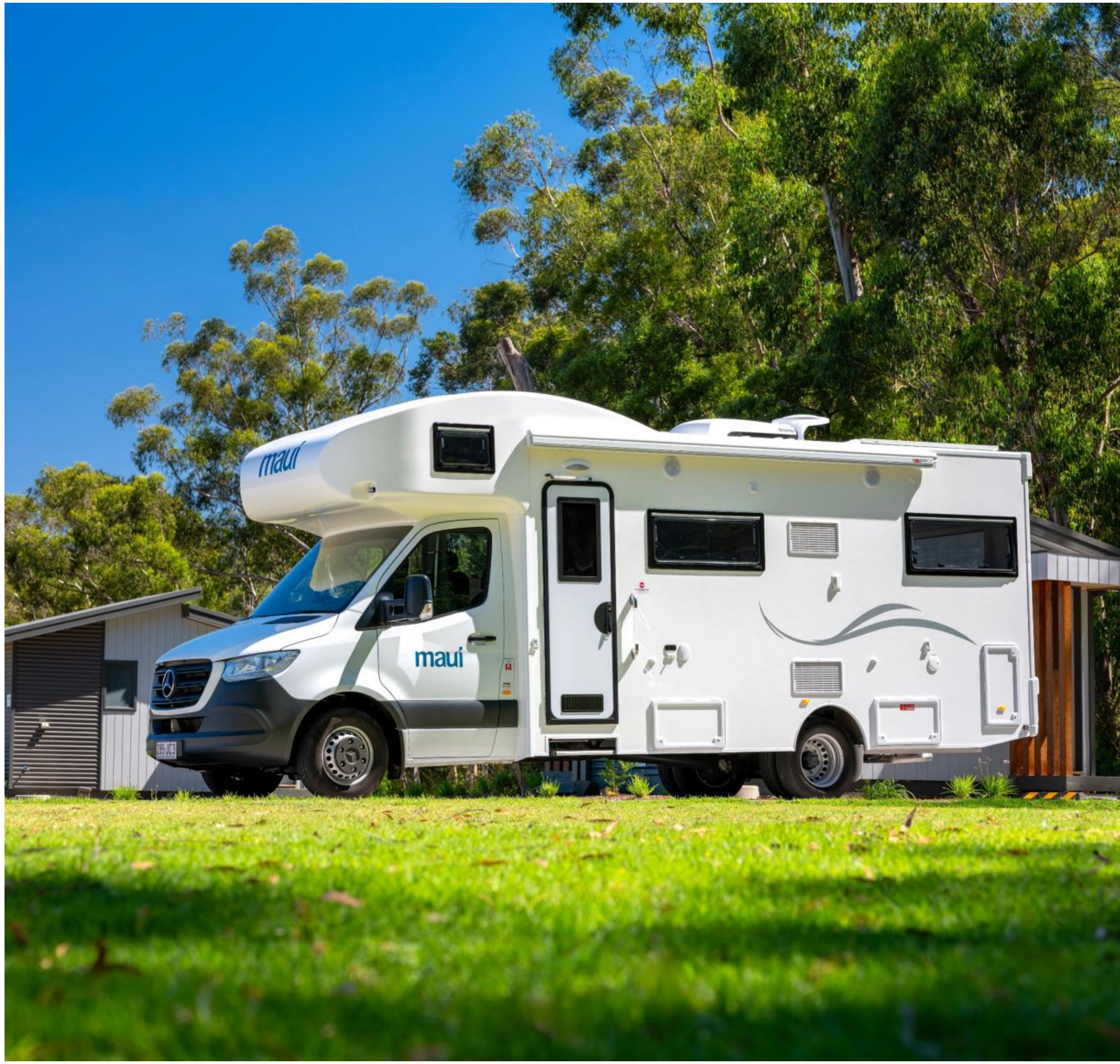
# Highlights

## Record results from all New Zealand divisions

- Record EBIT results from New Zealand Rentals, Action Manufacturing and the Tourism divisions
- Acquisition of Camperagent RV, a leading RV dealership in South Australia
- $165 million spent on net fleet capital expenditure to maintain a young fleet age and provide a premium product:
  - Net $40 million spent to replace ex-rental vehicles sold[1]
  - $125 million spent to grow the fleet and ex-rental vehicle inventory by 1,074 vehicles

1 Fleet capital expenditure spend net of ex-rental fleet sales proceeds in FY24



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# The Global Operating Context

## International tourism is key for rentals

### RENTALS

- The recovery of international tourism volumes is key for our RV rental divisions
- The recovery to 2019 volumes is continuing but the pace of the recovery this year has been slower than expected, particularly in New Zealand and Australia

### VEHICLE SALES

- RV demand should recovery as overall economic conditions improve
- Towable RV registrations in Australia are down 37% on 12 months prior, and confidence to buy a major household item is down 38%[1]
- USA industry expectations are for RV shipments in 2024 to be down 46% on the peak, but to grow by 7% in 2025[2]
- Our experience has been that US market trends tend to lead 6 to 12 months ahead of other markets

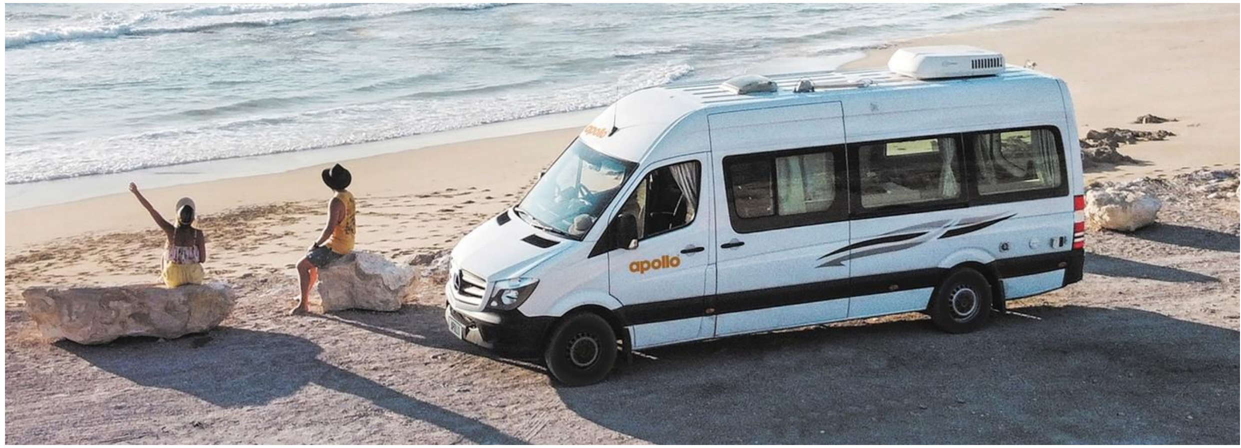
1 Caravan Industry Association of Australia, June 2024 vs June 2023.

2 RV Industry Association. Growth rate representative of changes to wholesale RV shipments between 2021 2024 (forecast) and 2025 (forecast).

**INTERNATIONAL VISITOR ARRIVALS (COMPARED TO 2019)[1]**

| COUNTRY | 2022 | 2023 | 2024 YTD |
|---|---|---|---|
| New Zealand | -63% | -24% | -16% |
| Australia | -61% | -24% | -12% |
| USA | -36% | -16% | -10% |
| Canada | -42% | -17% | -8% |

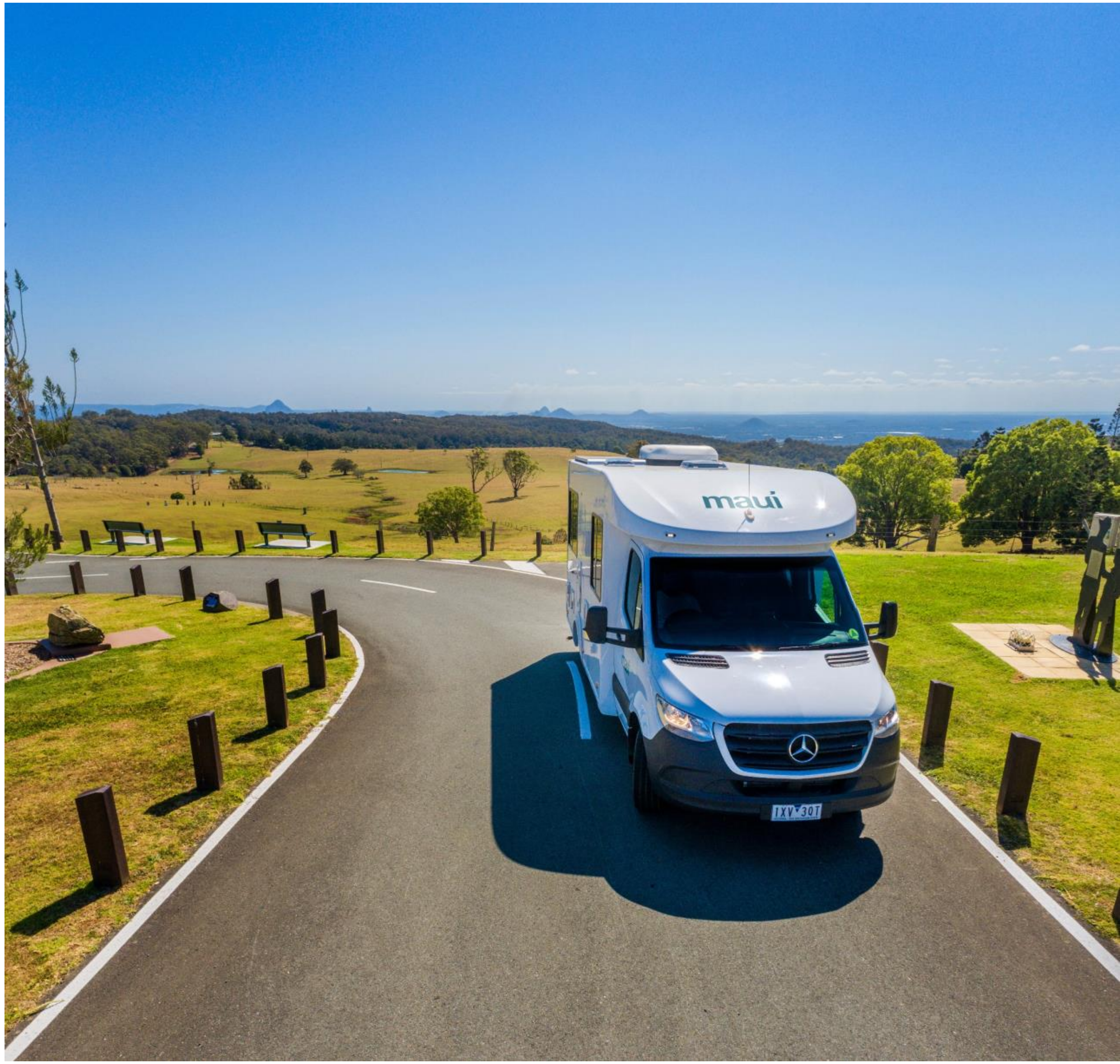
[1] UN World Tourism Organisation. YTD represents January to July.



# Cost-Out and Optimisation Initiatives

## Targeting NPAT improvement of at least $12M in FY27

- We believe the integration phase has been implemented well and are shifting to a new phase in 2025 to maximise and optimise
- We see an opportunity to deliver an improvement of at least $12 million in NPAT in FY27, primarily through:
  - Cost reduction across multiple categories
  - Reduced depreciation from optimisation of fleet production and procurement
- This $12 million opportunity is incremental to other opportunities to improve performance, including the recovery in international rentals, fleet growth and vehicle sales

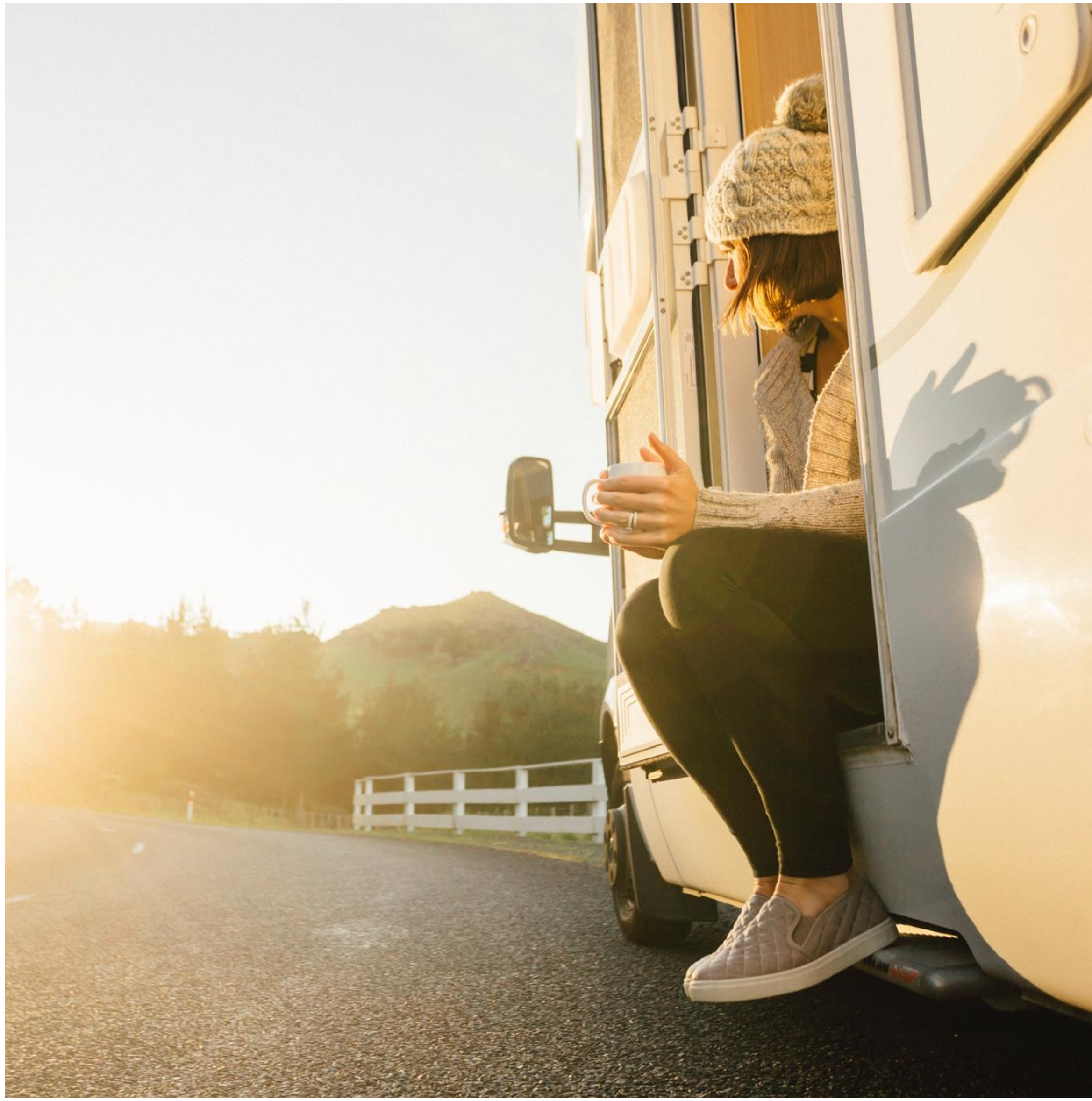


# Trading Update

| | |
|---|---|
| **NORTHERN HEMISPHERE RENTALS** | • High season revenue has exceeded the prior year in the USA, on a smaller rental fleet, resulting in higher RevPARV<br>• High season revenue in Canada has been broadly flat, on a smaller rental fleet, resulting in higher RevPARV<br>• Forward revenue for the remainder of FY25, typically a quieter period, is showing growth on the prior year in both North American markets<br>• High season revenue in the UK was in line with the prior year, with some impact from delayed vehicle deliveries from manufacturers. We expect RevPARV to see a decline in H1 given the larger fleet across the half this year |
| **NEW ZEALAND RENTALS** | • Year-to-date actual revenue, and forward revenue for the summer, are showing growth on the prior year<br>• New Zealand is the market in which we have expanded our fleet the most over the past year<br>• RevPARV is expected to see a small decline in H1 due to a larger fleet held in advance of the high season |
| **AUSTRALIAN RENTALS** | • Year-to-date actual revenue, and forward revenue for the remainder of H1, are broadly in line with the prior year<br>• RevPARV is expected to see a small decline in H1 given the fleet growth this year |
| **GLOBAL VEHICLE SALES** | • As expected, the difficult market conditions in the fourth quarter of FY24 have persisted in the first half of FY25<br>• Volumes in North America have been volatile and are tracking below the prior year in both markets<br>• Sales volumes in New Zealand are in line with the prior year, while overall Australian sales volumes are broadly flat, with retail volumes down and ex-rentals volumes up<br>• Sales margins in all markets are under pressure and lower than in the prior year |

# Outlook

- Our expectations for FY25 included that the first half would be significantly below FY24, as any overall increase in rental revenue was unlikely to offset a weaker performance in vehicle sales
- We continue to hold this view for the first half of FY25. As expected, the challenging operating conditions for vehicle sales from the fourth quarter of FY24 have persisted in the first half of FY25
- We expect to achieve NPAT growth in the second half of FY25, driven primarily by stronger rental activity in New Zealand (high season) and targeted operating cost savings
- We remain focused on increasing underlying NPAT in FY25
- We see three key factors supporting a positive medium-term outlook:
  - the ongoing recovery of international tourism, rental demand and rental fleet growth
  - the vehicle sales market returning to normal conditions
  - delivering on our target to provide at least a $12 million improvement in NPAT in FY27 through cost reduction and optimisation





# Formal business

Cathy Quinn ONZM

Chair

# Resolution

## Resolution 1

## Auditor Remuneration

That the Directors are authorised to fix the remuneration of the auditors for the ensuing year

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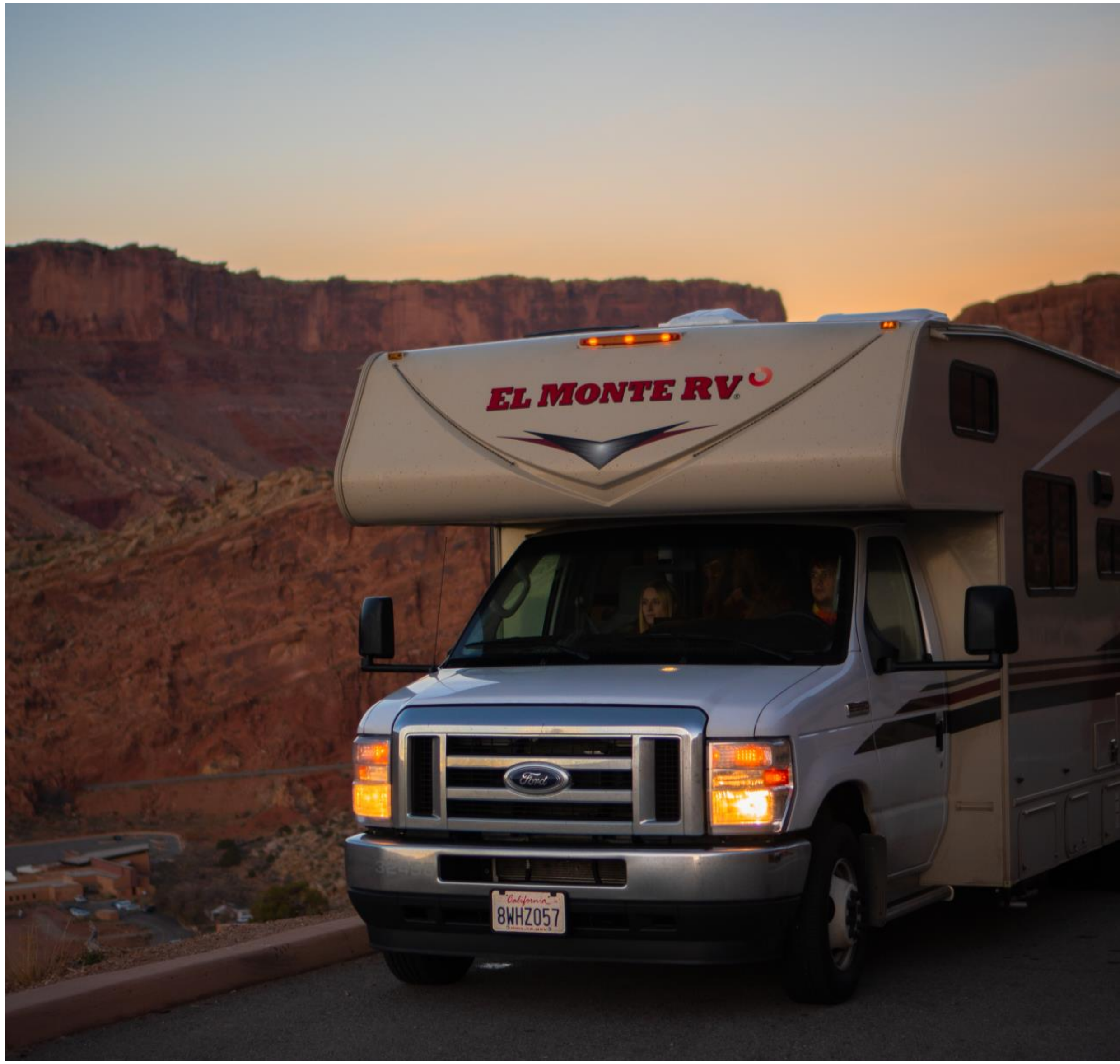
# Proxy Votes

| | Resolution 1: Auditor Remuneration |
|---|---|
| Postal and online votes already cast | |
| For | 117,572,853 |
| Against | 37,795 |
| Abstain | 10 |
| Votes appointed to proxies not yet cast | 1,321,193 |
| **Total** | **118,931,841** |



# Q&A

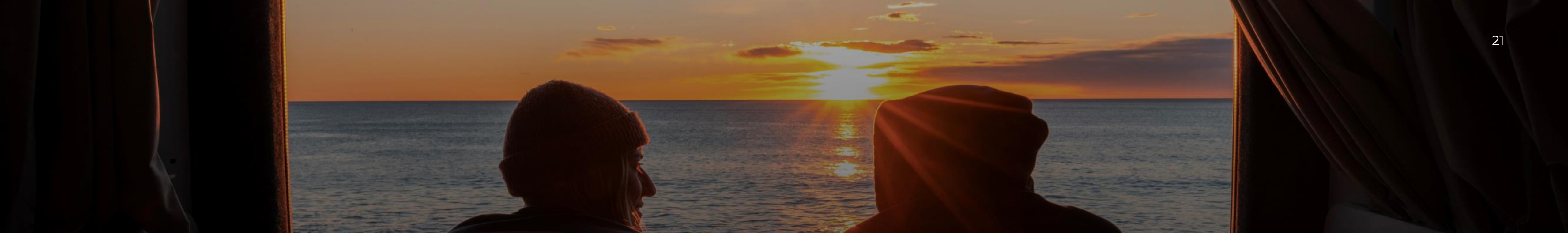
Cathy Quinn ONZM

Chair

# General Business

Cathy Quinn ONZM

Chair



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