



CONTACT DETAILS

Suite 601, Level 6, 83 Mount Street
North Sydney NSW 2060
PO Box 1927
North Sydney NSW 2059
Telephone +61 2 9168 4600
Fax +61 2 9168 4601
www.coastentertainment.com.au

REGISTRY

MUFG Corporate Markets (AU) Limited
Level 12, 680 George Street
Sydney NSW 2000
Locked Bag A14
Sydney South NSW 1235
Telephone 1300 720 560
support@cm.mpms.mufg.com

ASX RELEASE

21 February 2025

COAST ENTERTAINMENT REPORTS 24 DECEMBER 2024 HALF YEAR RESULTS

- **Group EBITDA (excluding Specific Items) of \$1.9 million, third consecutive half-year of positive earnings for the continuing business**
- **Ticket sales increased 7.1% and visitation up 10.8%, both highest since 1H16**
- **Operating revenue of \$47.7 million, highest since 1H16, up 9.6% on prior period and 23.4% above 1H20 pre-COVID performance**
- **Theme Parks & Attractions EBITDA (excluding Specific Items) of \$4.1 million, up 35.5%**
- **Group NPAT of \$3.1 million, first profit for continuing operations since FY16**
- **Rivertown successfully opened on 23 December 2024, with strong growth in attendance, revenue and EBITDA recorded in January 2025**
- **Storm related claims well progressed with insurers, with \$5.4 million insurance income in 1H25**
- **Solid debt-free balance sheet, with cash of \$59.9 million as at the reporting date. New \$10 million credit facility put in place, which remains fully undrawn**
- **Second on-market buyback commenced in November 2024, with 3.6 million shares bought back at a cost of \$1.6 million**

Half Year Trading Performance

In the first half of FY25 (1H25), Coast Entertainment Holdings Limited (ASX: CEH) reported Consolidated EBITDA (excluding Specific Items) of \$1.9 million, an increase of \$1.8 million compared to the prior period. This marks the third consecutive half-year of positive earnings for the continuing business.

The Group recorded operating revenue of \$47.7 million, reflecting a 9.6% increase compared to the prior period and 23.4% above 1H20 pre-COVID levels, underpinned by a 7.1% increase in ticket sales and 10.8% growth in visitation. This represents the highest first half revenue for the continuing business and highest ticket sales performance since 1H16, achieved despite ongoing economic headwinds which have tempered consumer discretionary spending. In addition, SkyPoint continued to deliver record revenue in the period.

The uplift in ticket sales was partly driven by increased promotional activity, including a highly successful Black Friday campaign which boosted annual pass sales. As revenue for these passes is recognised over a 12-month period, the shift in sales mix has resulted in a 3.2% increase in the Group's deferred revenue balance in December 2024 compared to the prior period. Notably, this growth in ticket sales was achieved despite the prior period benefitting from a large bulk sale to a reseller.

Due to improved trading performance and prudent cost management, the Theme Parks & Attractions business delivered EBITDA (excluding Specific Items) of \$4.1 million, a 35.5% increase compared to the prior period.

On 23 December 2024, Dreamworld successfully opened the highly anticipated attractions at Rivertown, along with the new Jane's Rivertown Restaurant. The guest response has been overwhelmingly positive, and this investment is expected to drive attendance and deliver economic benefits from 2H25 onwards.

The Group is also well progressed with its insurance claims related to the severe storms which impacted Southeast Queensland during Christmas Day and New Year's Day in FY24. Insurance income of \$5.4 million has been recognised in 1H25 and has been excluded from both the operating revenue and EBITDA results to better reflect the business's underlying performance.

Commenting on the results, Group Chief Executive Officer, Mr Greg Yong, said,

"We are delighted to announce the successful completion of Rivertown and Jane's Rivertown Restaurant, delivered on time and within budget despite the challenging construction environment on the Gold Coast. The dedication and hard work of our team and stakeholders were pivotal in achieving this milestone. This new precinct, featuring Dreamworld's most immersive and thematic attractions to date, will be a key driver of increased attendance. It is designed to provide an intergenerational experience, offering attractions that appeal to the entire family."

"With this launch, as well as the construction of our exciting new King Claw attraction, and the continued recovery of international visitation (particularly with China's visitation still representing a small fraction of the previous performance), we see considerable growth potential for the business."

"The Group remains mindful of the ongoing economic headwinds, which continue to impact consumer discretionary spending. We are committed to strategically positioning the business to effectively navigate these challenges, ensuring a successful recovery and a return to historical earnings levels."

Corporate Costs

The Group recorded corporate costs (excluding Specific Items) of \$2.3 million, a 23.8% reduction from \$3.0 million reported in the prior period. This decrease was mainly driven by savings in insurance costs and audit fees.

Capital Management

At 24 December 2024, the Group had cash balances of \$59.9 million.

The Group completed its first on-market share buyback program in August 2024, with a total of 48.0 million shares being bought back at a cost of \$22.6 million (\$4.6 million of which occurred in 1H25). The Group has subsequently announced a second buyback program, which commenced in November 2024. As at the reporting date, 3.6 million shares have been purchased at a cost of \$1.6 million, representing 8.3% of the maximum shares which may be bought back under the program.

On 19 December 2024, a new \$10 million bank credit facility was secured to enhance liquidity and funding flexibility for the Group as it continues to grow performance back to historical levels. This facility remains fully undrawn as at 24 December 2024. The Board continues to review funding priorities, liquidity and options for further capital management initiatives, having regard to the performance of the Group, its capital position, future funding requirements and prevailing market conditions.

January Performance

January 2025 has seen sustained momentum, reflecting the excellent guest response to Rivertown and the Group's broader strategic initiatives.

Total visitation increased by 33% for the month compared to the prior corresponding period, driven by strong ticket sales leading into summer and increased return visits from a larger annual passholder base. Total revenue was 25% above the prior period, supported by a 31% uplift in in-park spending. SkyPoint also continued to deliver record performance for both revenue and EBITDA in the month.

This resulted in EBITDA (excluding Specific Items) for the month being 50% above the prior period, its highest level since January 2016.

Commenting on the results, Coast Entertainment Chairman, Dr Gary Weiss, said,

"It is pleasing to see the business continuing to demonstrate solid growth amid the ongoing economic challenges. Our consistently high guest satisfaction scores indicate that our products and services are resonating well with our guests, with notable growth in our annual passholder base. The successful launch of Rivertown further enhances our offerings and strengthens our position as a holiday destination of choice on the Gold Coast."

"The Board remains confident in the significant growth potential of the business, driven by the substantial investments to date, the gradual recovery in international visitation, resurgence of the local tourism industry and the potential for unlocking value from the Group's surplus land holdings."

Investor briefing

The Group will host an investor briefing at 10:00am (AEDT) today. To access the briefing, please register your details through the following webcast or teleconference links:

Webcast: <https://loghic.eventsair.com/450513/166461/Site/Register>

Teleconference: <https://s1.c-conf.com/diamondpass/10044425-qz8d41.html>

Authorised for release by the Board of Coast Entertainment Holdings Limited

Chris Todd
Group General Counsel and Company Secretary
Phone: +61 2 9168 4604