# EXPERIENCE CO

ADVENTUREMAKERS

# Q4 26

## TRADING UPDATE

# DISCLAIMER

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## Non Australian Accounting Standard ('AAS') measures

EXP results are reported in accordance with AAS. However, this presentation includes certain financial information that are non-AAS measures for the purpose of providing a more comprehensive understanding of the performance of EXP. These non-AAS financial measures include EBITDA and Underlying EBITDA measures which provide useful information for measuring the underlying operating performance of EXP. Non-AAS financial information is unaudited.

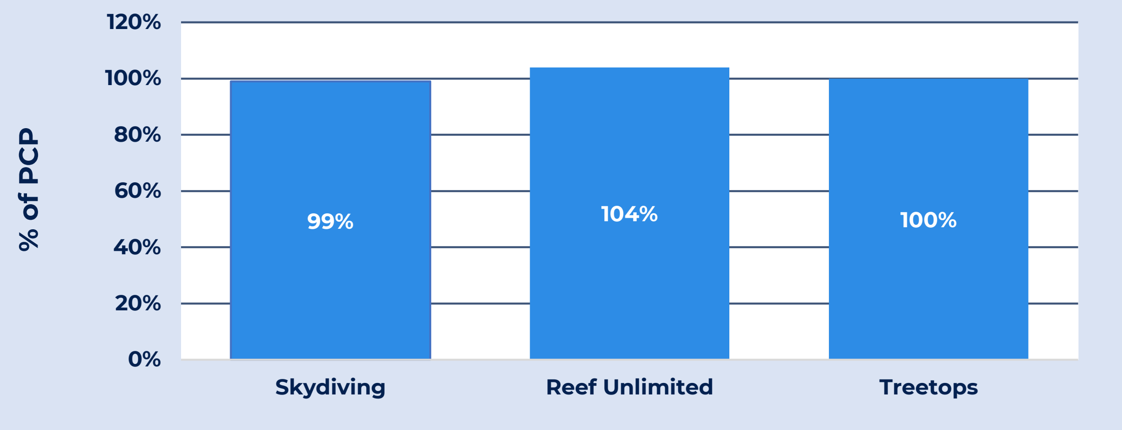
# Q4 26 TRADING UPDATE

Revenue broadly in line with PCP despite impacts of externalities

## GROUP FINANCIAL OVERVIEW – CONTINUING OPERATIONS[(1)(2)(3)]

| $ MILLION | Q4 26 | Q4 25 | Change % | FY26 | FY25 | Change % |
|---|---|---|---|---|---|---|
| SKYDIVING | 14.2 | 14.7 | (4%) | 63.8 | 65.0 | (2%) |
| ADVENTURE EXPERIENCES | 15.2 | 14.5 | 5% | 65.8 | 62.3 | 6% |
| **SALES REVENUE** | **29.4** | **29.2** | **1%** | **129.6** | **127.3** | **2%** |
| **UNAUDITED U/EBITDA[(1)(2)(3)]** | **2.0** | **2.9** | **(31%)** | **17.6** | **19.0** | **(8%)** |

### FY26 VOLUME as % of PCP (FY25)




## Q4 26 COMMENTARY

- Q4 26 performance for the Group primarily reflects:
  - Softer performance in April driven by weather impacts (as reported in Q3 26 trading update), with May and June performance broadly in line with PCP.
  - Revenue growth reported across Skydive New Zealand, Reef Unlimited and Treetops Adventure offset by softer trading for Skydive Australia.
  - Fuel costs increase from approximately ~4% of Group revenue before the Middle Eastern conflict to approximately ~6.5% in Q4 26.
  - Operating cost pressures associated with weather impacts, incremental promotional activity to stimulate sales and general wage/cost inflation.
- Selective growth initiatives advanced with a particular focus on the Adventure Experiences segment.

## FY26 UNAUDITED RESULTS COMMENTARY

- Performance impacted by the challenging operating environment across the year particularly during 2H FY26.
- All business units except Skydive Australia achieved revenue growth despite external impacts affecting consumer demand.
- Key actions taken throughout FY26 to mitigate the impacts of externalities included tactical promotional campaigns, targeted price/rate increases, continued focus on customer ancillary spend and the group-wide cost-out programme.
- New growth initiatives progressed for both Reef Unlimited and Treetops Adventure including the opening of Canberra Networld, acquisition of West Beach Adventure and construction of new vessel (Reef Magic IV).

**NOTES**:
(1) Financial results for the year ending 30 June 2026 are unaudited. These results remain subject to audit.
(2) Continuing operations exclude the results of the Wild Bush Luxury business unit following completion of its divestment on 1 May 2026.
(3) U/EBITDA = Underlying EBITDA. EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ("AAS"). EBITDA represents the profit under AAS adjusted for impairment, interest, income taxes, depreciation and amortization. Underlying EBITDA represents EBITDA adjusted for acquisition-related transaction costs, restructure costs and other significant items, and net gains and losses on the sale of assets. Refer to Note 2 to the FY25 audited financial statements for a reconciliation between statutory and underlying EBITDA. Unaudited U/EBITDA is post AASB 16.
(4) PCP = prior corresponding period (Q4 FY25).

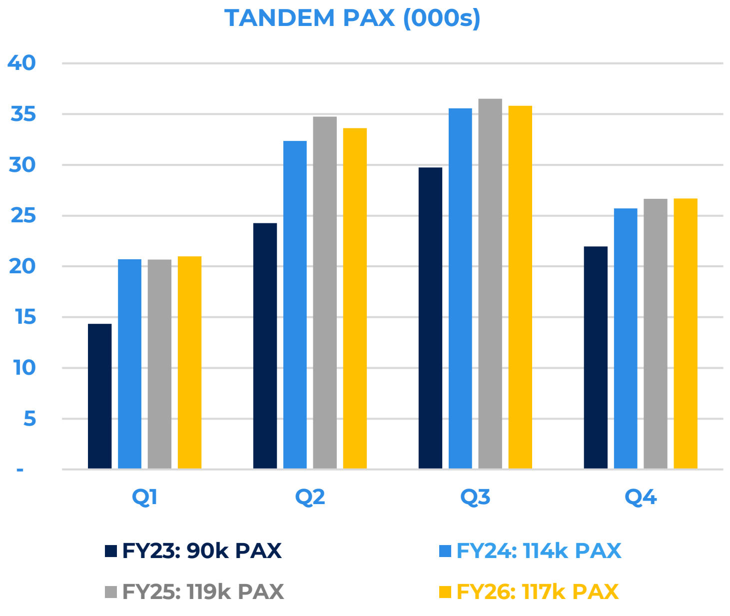
# SKYDIVING

## Revenue decrease of -4% vs PCP[1] in Q4 26 driven by softer trading for Skydive Australia

### SKYDIVING REVENUE[2]

| $ MILLION | Q4 26 | Q4 25 | Change % | FY26 | FY25 | Change % |
|---|---|---|---|---|---|---|
| REVENUE | 14.2 | 14.7 | (4%) | 63.8 | 65.0 | (2%) |

### SKYDIVING AUSTRALIA & NEW ZEALAND




### Q4 26 COMMENTARY

- Total segment volume broadly in line with PCP[1], with strong growth in New Zealand offset by softer trading conditions in Australia.
- Management consolidated Victorian operations into the Great Ocean Road Drop Zone during the quarter, placing the Melbourne Drop Zone into 'care & maintenance' and permanently closing the Yarra Valley Drop Zone.
- Skydive Australia total revenue and volume decreased by -15% and -12% respectively vs. PCP[1] . Skydive Australia revenue and volume decreased by -9% and -6% respectively vs. PCP[1] for operating sites (excludes Melbourne and Yarra Valley).
- Skydive Australia Enterprise Bargaining Agreement now subject to an Intractable Bargaining Determination to be heard by Fair Work Australia. Parties will submit evidence over coming months.
- Skydive New Zealand revenue and volume increased by +17% and +25% respectively vs. PCP[1], driven by strong booking levels at both drop zones and improved processing rates during May and June following more weather impacted trading in April.
- On 14 July 2026, EXP announced[3] it had agreed a non-binding term sheet with Inflite Group to divest EXP's Australia and New Zealand skydive and aviation business and retain a minority interest.

**NOTES**:
(1) PCP = prior corresponding period (Q4 FY25).
(2) Financial results for the year ending 30 June 2026 are unaudited. These results remain subject to audit.
(3) Refer EXP Group ASX announcement on 14 July 2026.

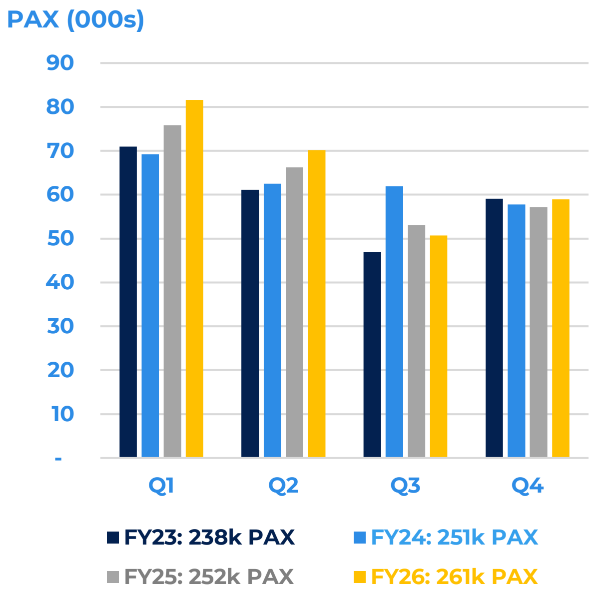
# ADVENTURE EXPERIENCES

Revenue growth of +5% vs. PCP[1] driven by volume growth across both Reef Unlimited and Treetops Adventure

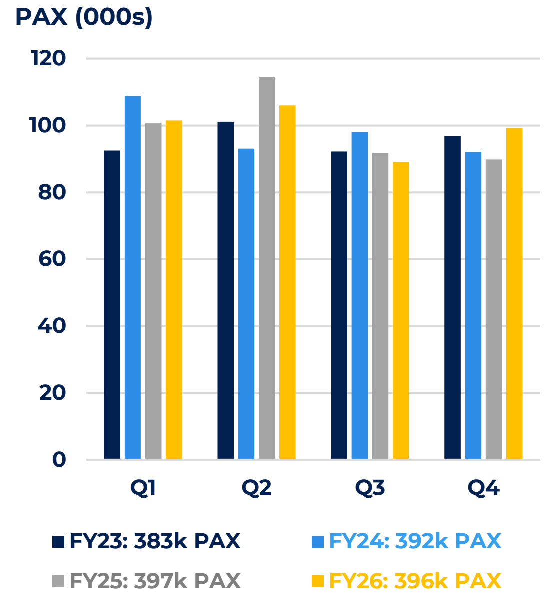
### ADVENTURE EXPERIENCES REVENUE – CONTINUING OPERATIONS[2][3]

| $ MILLION | Q4 26 | Q4 25 | Change % | FY26 | FY25 | Change % |
|---|---|---|---|---|---|---|
| REVENUE | 15.2 | 14.5 | 5% | 65.8 | 62.3 | 6% |

### REEF UNLIMITED




### TREETOPS ADVENTURE




### Q4 26 COMMENTARY

- Both business units reported revenue and volume growth.
- Reef Unlimited revenue growth of +4% vs. PCP[1] driven by:
  - Volume growth of +3% vs. PCP[1], with growth in May and June partially offset by a decrease in April primarily due to weather impacts. Stronger demand from domestic customers for lower-priced experiences (e.g. Fitzroy Island).
  - Average revenue per customer growth of +1% vs. PCP[1] mainly reflecting impact of historical rate increases offset by product mix.
- Reef Unlimited received a $4 million Queensland Government Tourism Icons Investment Fund grant for the construction of a new vessel (Reef Magic IV) to service the Reef Magic pontoon. Vessel is expected to be in service in December 2027.[4]
- Treetops Adventure revenue growth of +8% vs. PCP[1] driven by:
  - Volume growth of +10% vs. PCP[1] reflecting growth at the majority of sites for the quarter and contribution from the new Canberra Networld attraction.
  - Average revenue per customer decrease of -3% vs. PCP[1], reflecting a larger proportion of Networld volumes.
- West Beach Adventure park added to the Treetops Adventure portfolio in July. Site is well positioned within Adelaide and presents strong growth options.[4]

**NOTES**:
(1) PCP = prior corresponding period (Q4 FY25).
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(3) Continuing operations exclude the results of the Wild Bush Luxury business unit following completion of its divestment on 1 May 2026.
(4) Refer EXP Group ASX announcement on 30 June 2026.

# EXPERIENCECO

Skydive AUSTRALIA
FITZROY ISLAND ADVENTURES
Big Cat Green Island Reef Cruises
CALYPSO reef cruises
REEF MAGIC
Treetops Adventure
Reef Unlimited
NZONE SKYDIVE
DAINTREE TOURS
DREAMTIME DIVE & SNORKEL
GBR BIOLOGY
NEXT LEVEL
SKYDIVE WANAKA NEW ZEALAND
CAIRNS WHALE WATCHING
PERFORMANCE AVIATION

## THANK YOU