



WELCOME TO OUR WORLD OF HOSPITALITY

Looking Forward: Revive and Thrive Strategy

Our performance and improving results confirm that we are on the right track

Goal: Be the preferred hotel choice for travellers in our region, grow our footprint and deliver value for our guests, our team and our shareholders

People

Deliver memorable experiences for our guests

Build careers that our people love to talk about

Product

Protect and expand our hotel presence in New Zealand & Australia

Invest in a portfolio of real estate or development projects - and manage our investment in CDL Investments

Profit

Drive improving revenue and profit

Leverage our strong balance sheet to achieve growth

Deliver long term value to our shareholders

Short term: Reviving our business for tourism market momentum post-Covid

Medium to long term: Growth of our hotel network in New Zealand and Australia

Results at a Glance

FINANCIAL PERFORMANCE - CONSOLIDATED	Unaudited HY 2023	Unaudited HY 2022	Change	Change
	\$000's	\$000's	\$	%
Hotel revenue	47,452	27,260	20,192	74.1%
Rental income	1,973	1,003	970	96.7%
Property sales	10,626	26,366	(15,740)	(59.7%)
One-Off Commercial land Sale		29,027	(29,027)	(100.0%)
REVENUE	60,051	83,656	(23,605)	(28.2%)
Operating Profit	8,726	32,174	(23,448)	(72.9%)
Net Finance income	2,740	(124)	2,864	(2309.7%)
Profit before income Tax	11,466	32,050	(20,584)	(64.2%)
Profit for the year	6,177	15,403	(9,226)	(59.9%)
Earnings per share (cents)	3.90	9.74		

NZ Hotel Operations

- Positive recovery as borders open
- Returned to profit HY23

CDL Investments

- Long term positive macro trends but short term rapid cool down on property sales
- Muted HY23 contribution

Australia

- Ongoing apartment rental income

Strong Balance Sheet



BALANCE SHEET - CONSOLIDATED	Unaudited HY2023 \$000's	Audited FY2022 \$000's	Change \$	Change %
Property plant & equipment	258,906	255,279		
Development properties	226,671	228,346		
Investment properties	36,156	36,381		
Non-current assets	496,887	496,970	(83)	(0.0%)
Cash and bank deposits	164,439	173,333		
TOTAL ASSETS	713,127	709,186	3,941	0.6%
Bank Debt	0	0		
Other Liabilities	68,354	66,485		
NET ASSETS	644,773	642,701	2,072	0.3%
NTA per quoted equity security	\$ 3.37	\$ 3.35		

Balance Sheet positioned to execute on strategy and drive growth

- Ongoing pipeline of refurbishments and development
- Continuing to look for acquisition opportunities

Bank Facilities

- HSBC Facility \$25.0m headroom
- Utilised \$ nil
- Expiry 31-Jan-24
- Secured Property \$37.7m

Positive Recovery in New Zealand Hotel Operations



On track for return to profitability in FY23

NEW ZEALAND HOTELS	Unaudited HY2023	Unaudited HY2022	Change	Change YoY
Occupancy (%)	59.8%	38.3%	21.5%	56.1%
Revenue per available room	\$ 113.62	\$ 64.35	\$ 49.27	76.6%
Hotel Revenue	47,452	27,260	20,192	74.1%

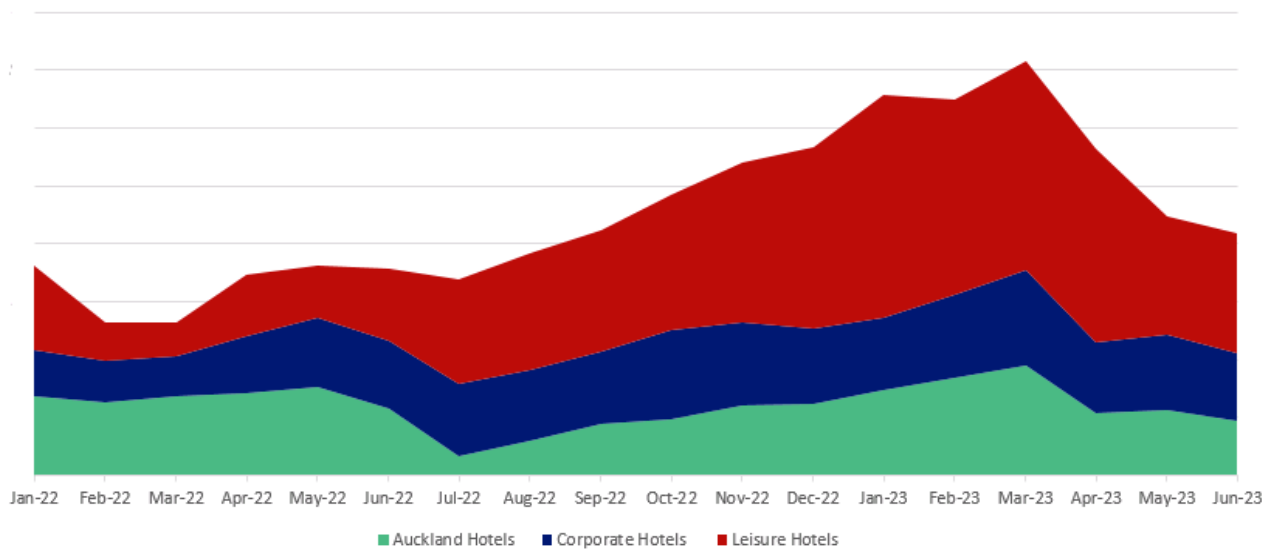
Refurbishments underway:

- Millennium Hotel Queenstown – rooms
- Millennium Hotel Rotorua – rooms
- Copthorne Hotel & Resort Bay of Islands – rooms, incl. accessible
- Copthorne Hotel Palmerston North - recladding

Revenue Tracking Towards Pre-pandemic Levels



Hotels Revenue
Jan 2022 to June 2023



1H23 (January to June 2023):

- Moving to 'business as usual' environment, albeit impacted by staffing shortages
- Still below 2019 base line levels

2H22 (June to December 2022):

- Borders re-opened June 2022
- Resurgence of leisure and conference business
- Re-opening of M Social Auckland

1H22 (January to June 2022):

- Impact of Covid – Omicron lockdowns & underpinned by MIQ

Australia Update

STRATEGIC FOCUS

- Apartment vacancy to allow for apartment sales
- Maximise sales of remaining Sydney apartments
- Brisbane central hotel settlement pending consents

FINANCIAL PERFORMANCE - Australia (Owned 100%)	Unaudited HY2023 \$000's	Audited FY2022 \$000's	Change \$	Change %
Units Available (Open)	36	41		
Number of units sold this year	0	5		
Units Available (Close)	36	36		
Currently rented out	30	32		
Rental & Sales Income	631	11,607	(10,976)	(94.6%)
Profit before income Tax	450	5,487	(5,037)	(91.8%)

BALANCE SHEET - Australia	Unaudited HY2023 \$000's	Audited FY2022 \$000's	Change \$	Change %
Development properties	25,475	25,198		
Investment in Subsidiary	9,694	0		
Cash and bank deposits	47,416	56,439		
TOTAL ASSETS	84,461	83,873	588	0.7%
Bank Debt	0	0		
Other Liabilities	1,711	2,505		
NET ASSETS	82,750	81,368	1,382	1.7%

Building a beachhead in Australia

Sofitel Brisbane Central Hotel

- Unique opportunity, landmark property prominently located in the heart of Brisbane CBD
- Funded via cash reserves (mostly held in AUD post Sydney apartment sales)
- 416 Rooms including 37 suites
- Grand Ballroom (798sqm) & 8 meeting rooms
- 220 undercover parking lots
- Outdoor swimming pool & 2 gyms

Location	249 Turbot Street, Brisbane City, Australia
Tenure	99-year leasehold (~97 years remaining)
Acquisition Price	A\$177.7m plus acquisition costs
Interest	50% ownership alongside M&C Hotels (UK)
Settlement	Second half of 2023 (subject to FIRB and landlord consents)



Grand Ballroom (798 sqm) – Level 2
Caters up to 1,100 people



Luxury Room



Heated pool – Level 3



Cuvée Lounge Bar (200 pax)

CDL Investments

Impacted by residential market headwinds

Prestons Park, Christchurch



Stonebrook Local Centre, Rolleston



Warehouse #2 (Boundaryline), Wiri Auckland



Tram Valley Rd Subdivision

BALANCE SHEET - CDLI (NZX:CDL - Owned 65.54%)

	Unaudited HY2023 \$000's	Audited FY2022 \$000's	Change \$	Change %
Development properties	201,196	203,148		
Investment properties	36,156	36,381		
Non-current assets	218,581	223,209	(4,628)	(2.1%)
Cash and bank deposits	65,097	71,742		
TOTAL ASSETS	306,548	313,698	(7,150)	(2.3%)
Bank Debt	0	0		
Other Liabilities	888	4,817		
NET ASSETS	305,286	308,881	(3,595)	(1.2%)

STRATEGIC FOCUS

- Maximise sales in areas with strong demand
- Develop section inventory & pipeline of developments
- Increased focus on commercial areas to add value

FINANCIAL PERFORMANCE - CDLI

	Unaudited HY 2023 \$000's	Unaudited HY 2022 \$000's	Change \$	Change %
REVENUE	11,968	18,739	(6,771)	(36.1%)
One-Off Commercial land Sale	-	29,075	(29,075)	
Operating Profit	5,271	31,294	(26,023)	(83.2%)
Net Finance income	1,707	511	1,196	234.1%
Profit before income Tax	6,978	31,805	(24,827)	(78.1%)

Revive and Thrive FY23 to FY26

Key initiatives

FY23

Revival

- Bring all rooms back online
- Build occupancy back to former levels
- Attract and retain full complement of staff
- Marketing and sales activity to drive guest visits
- Continued investment in refurbishment and upgrades

FY23 - 24

Early Stage Growth

- Identify opportunities to fill the gaps in the New Zealand hotel network
- Build beachhead in Australia
- Formalise strategy for sustainable operations
- Continued investment in refurbishment and upgrades

FY25 - 26

Accelerate Growth

- Optimise hotel network and under-utilised land and buildings
- Expand footprint in Australia
- Continued investment in refurbishment and upgrades

Sustainability in Action — joining forces to protect NZ's Iconic Kiwi




MANAAKI Protect & Care

Millennium Hotels and Resorts New Zealand have partnered with Save the Kiwi to keep our kiwi chicks safe and support their growth in the Save the Kiwi crèche in Napier.

During the 3-4 months stay at the crèche, they are given a burrow in a safe enclosure and learn to forage for food until they are large enough to defend themselves and be released into the wild.

For details about how you can help, please ask a member of staff or discover more information in your room.











I'm giving a kiwi a meal!

PLEASE
DON'T SERVICE
MY ROOM TODAY

MANAAKI Protect & Care

Opting out of having your room serviced for a single night, helps us conserve water and energy resources which we can then redirect into feeding a kiwi with Save the Kiwi.












Save the Kiwi works alongside iwi, local kiwi conservation groups and the Department of Conservation Te Papa Atawhai to reverse the decline of the national kiwi population by creating more kiwi-safe habitat.

www.savethekiwi.nz

DID YOU KNOW?

Millennium Hotels and Resorts is supporting Save the Kiwi's crèche in Napier.

After kiwi chicks have hatched, they are reared in the crèche for 3-4 months. During their stay, they are given a burrow in a safe enclosure where they can forage for food until they are large enough to be released into the wild.

Raising kiwi in a crèche increases their survivability in the wild from 5% to 65%.

This makes a real difference because 95% of kiwi chicks that hatch in areas where there is no predator control are killed by predators like stoats before they reach breeding age. Kiwi chicks are particularly vulnerable because they're small and flightless, making them easy prey for ground-based predators like stoats.

Kiwi are raised in the crèche until they reach a 'stoat-proof' weight of around 1kg.

When kiwi reach 1kg, they are released into wild places that have rigorous predator control. At this weight, kiwi will have a fighting chance if they come face to face with a stoat.

If you choose not to have your room serviced during your stay,

Millennium Hotels and Resorts New Zealand will donate a meal for the day to a kiwi at the Save the Kiwi crèche in Napier.



Supporting Loyalty




MyMILLENNIUM



BOOK DIRECT TO WIN...
A LATE CHECKOUT
10% OFF DINING
FREE BUFFET BREAKFAST
...AND MUCH MORE!



Gain exclusive benefits from the moment you join My Millennium!

	SAVE	10% off room rates
	EARN	Gain member points to spend on rooms
	SHOP	Redeem member points in My Millennium Mall

Join Now



Our business

NZ Hotel brands:

- Leng's Collection – M Social
- Millennium Collection
- Copthorne Collection – incl Kingsgate

Australia:

- Zenith Residences – Exit Strategy
- Conditional JV - Sofitel Brisbane Central

CDL Investments New Zealand:

- Land developments
- Projects in progress across New Zealand

- Own and operate hotels across New Zealand; building beachhead in Australia
- Experienced executive team with new leadership
- ~1,007 team members across New Zealand and Australia
- Own 66% shareholding in CDL Investments NZ – residential and commercial land development
- NZX-listed. Board with independent Chairman, as well as representation from majority shareholder
- MCK is 71% owned by CDL Hotels Holdings, a 100% subsidiary of Hong Leong Group

Our Hotel Networks

18 hotels in NZ

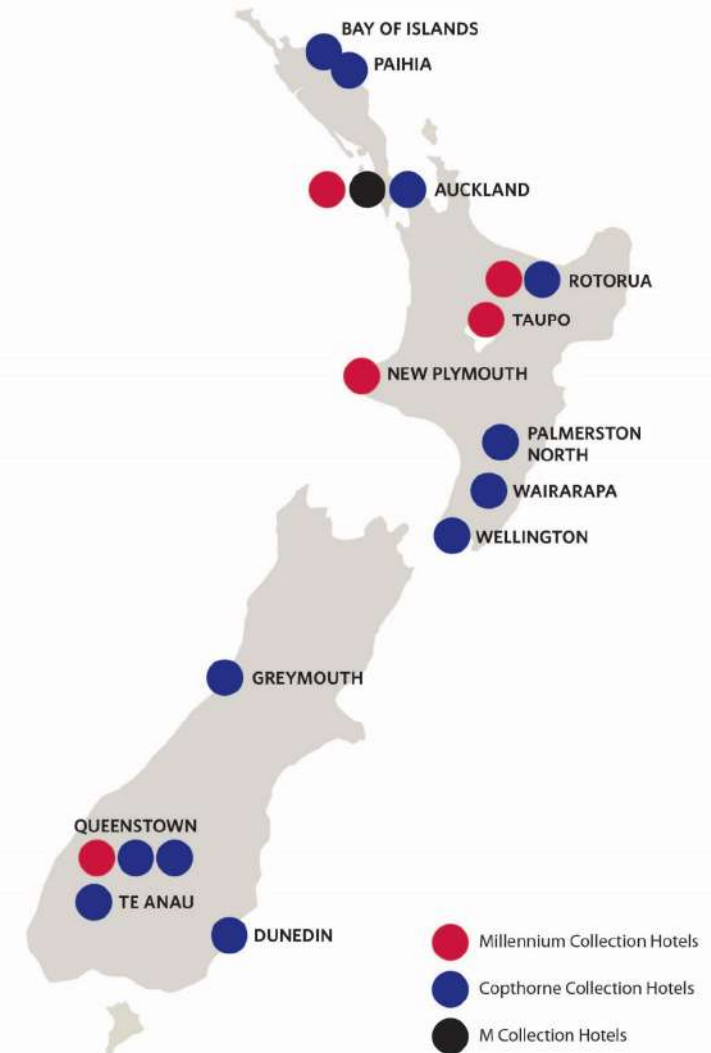
Opportunity to fill in the network

2,250 rooms per night owned and managed

1 hotel in Australia*

Beachhead being established.
Significant opportunity to build footprint

*Conditional acquisition of Brisbane Central Hotel





EXPLORE OUR COLLECTIONS



LENG'S COLLECTION

Unique hotels with powerfully distinct personalities – from historic properties to trendy urban escapes. The Leng's Collection hotels represent the legacy of our founders, the Leng generation of the Kwek family.

Brands in the Leng's Collection include: The Bailey's Hotel, The Chelsea Harbour Hotel, Grand Hotel Palace Rome, M Hotels, Studio M Hotels, M Social.



MILLENNIUM COLLECTION

The global travellers' choice in gateway cities. The Millennium Collection hotels are created with timeless elegance and famed for their conference and banquet offerings, world-class facilities and the ultimate in personalized, gracious service. They are perfect for corporate, leisure, meetings and conventions.

Brands in the Millennium Collection include: Grand Millennium Hotels and Millennium Hotels.



COPTHORNE COLLECTION

Comfortable hotels at a comfortable price. The Copthorne Collection hotels are firmly established as a true global brand recognized across the world as the preferred choice for both business and leisure travellers in providing comfortable service.

Brands in the Copthorne Collection include: Copthorne Hotels and Kingsgate Hotels.



LENG'S COLLECTION



M Social Hotel Auckland



M Social Hotel Auckland



M Social Hotel Auckland



MILLENNIUM COLLECTION



Grand Millennium Hotel Auckland



Millennium Hotel Queenstown



Millennium Hotel New Plymouth



COPTHORNE COLLECTION

Copthorne Hotel Greymouth



Copthorne Hotel & Resort Waitangi



Copthorne Hotel Palmerston North



Kingsgate Hotel Dunedin



DISCLAIMER

This announcement has been prepared by Millennium & Copthorne Hotels New Zealand Limited ("M&C Hotels"). The details in this announcement provide general information only. It is not intended as investment, legal, tax or financial advice or recommendation to any person and must not be relied on as such. You should obtain independent professional advice prior to making any decision relating to your investment or financial needs.

All references to \$ are to New Zealand dollars unless otherwise indicated. Percentages may be subject to rounding.

This announcement may contain forward-looking statements. Forward-looking statements can include words such as "expect", "intend", "plan", "believe", "continue" or similar words in connection with discussions of future operating or financial performance or conditions. The forward-looking statements are based on management's and directors' current expectations and assumptions regarding the M&C Hotels business, assets and performance and other future conditions, circumstances and results. As with any projection or forecast, forward-looking statements are inherently susceptible to uncertainty and to any changes in circumstances. M&C Hotels actual results may vary materially from those expressed or implied in the forward-looking statements. M&C Hotels and its directors, employees and/or shareholders have no liability whatsoever to any person for any loss arising from this announcement or any information supplied in connection with it. M&C Hotels are under no obligation to update this announcement or the information contained in it after it has been released. Past performance is no indication of future performance.