



Annual General Meeting – 14 May 2021

Chairman's Address

14 May 2021

Welcome to the 2021 Aquis Entertainment Annual General Meeting.

The year that passed was a tough and challenging year for all of us from experiencing the impact and devastation of the Australian bushfires to the Covid-19 global pandemic. The Casino business was mandated by the Government to shutdown on 23 March 2020 as one of the measures to slow down the spread of Covid-19 in the community; and re-commenced trading on 10 August 2020 under restricted trading capacity and arrangements.

Since re-opening, the Company's performance has been strong and growing. To date, our business performance and outlook remain positive. 2021 is going to be another significant year for us, with the influence of our management team continuing to consolidate efforts in relation to both revenue generation and expense control, while under significantly challenging conditions as the community continues to experience major changes in their way of life whilst living in the pandemic.

CASINO CANBERRA

Refining our operations

Whilst our medium-term strategy over the past 5 years has been that of capitalising on the refurbished Casino and growing the business, this strategy came to an abrupt halt in March 2020 with the mandated closure of the business operations.

95% of our team members were stood down from their roles, with a small team comprising payroll and security operations, as well as most of our executive team on voluntarily reduced salaries, remaining in place to administer the JobKeeper program and to re-set the business to ensure it was ready to reopen as soon as the restriction in trading was lifted.

Unfortunately, this took almost 5 months as the gaming sector was the one of the last sectors to reopen in the process of lifting of Covid-19 restrictions.

Our team took the opportunity to revise and refine business procedures and operations, to ensure that on reopening, we emerged as a lean, efficient and flexible business, able to cope with changing restrictions in the most effective and cost efficient manner possible.

As a result of this hard work and commitment, as well as the support of all members of the Casino Canberra team, we were able to concurrently work to comply with our strict Covid Safety Plan which ensured the health and safety of all team members as well as every patron who visited us, whilst also producing very strong revenue results.

In fact, the trajectory we had worked so hard to build in the lead up to March 2020 picked up and continued right through to the end of 2020, despite the restrictions in operations and capacity.

Our 2019 result of a group loss of \$3.96m was turned around to a 2020 profit of \$798,201 which is again a validation of the executive team and the initiatives injected into the business, leading up to, during and post the pandemic closure. While we acknowledge the challenges now and, in the future, we remain undaunted and continue to strive for excellence in every area of our Casino business.

The progress we have made in the last 5 years, up to and throughout 2020 and the results achieved to date are so impressive, when we consider the state of the property and business when we first took ownership and the crippling effects of Covid-19 globally. We continue to be so proud of how far we have come and of the commitment and performance of every member of our team and we are very excited by the future opportunities for further improvements and growth in our business.

Redevelopment Opportunities

Turning now to the redevelopment opportunities available to us, which are of great interest and importance to not only you, our shareholders, but our employees and the community in general. As we have reported for several years now, a redevelopment of our Casino building still forms part of our longer-term strategy for growth in Canberra. I continue to believe that the opportunity for the development of an integrated entertainment precinct in Canberra's CBD offers the ACT a once in a lifetime tourism infrastructure opportunity.

Conditional approval (given November 2017) provides for us to operate 200 electronic gaming machines (EGM's) as part of the redevelopment, however due to the effects of Covid-19, we have not to date advanced our discussions with the government in any meaningful way, any further than previously reported.

We do remain committed to the redevelopment of the property and we believe that the post Covid-19 recovery in Canberra is the greatest opportunity to do so. We will be holding discussions with the government this year to discuss the conditions in place in relation to the redevelopment and EGM's and we look forward to the opportunity to deliver to Canberra the kind of world class entertainment precinct that our Capital city deserves and to creating many new employment opportunities and further securing all existing roles within our business.

Business Outlook

We finished 2020 in very strong form despite restricted visitation levels, with ongoing targeted marketing initiatives delivering continued interest in our offerings. The profitable results from reopening have continued through 2021 to date thanks to both strong revenues and efficient expenditure.

While the ACT continues to manage Covid-19 effects, we remain vigilant and up to date with all ACT Public Health directions on a day by day basis. The safety of our patrons and our team members is at the forefront of our focus at all times, and we will continue to act with the utmost attention to these matters in all aspects of our operations.

CONCLUSION

My fellow shareholders, I'd like to conclude my address by expressing my gratitude towards each and every team member in our group. It has been a very trying year, but under the leadership of Allison and our executive management team, we have emerged stronger and better than ever and ready to take on another year of progress towards realising our vision for the business.

Many sacrifices have been made since I last spoke to you, however I am so proud to be able to present such strong 2020 results to you today. Based on the performance during the last year, under such challenging conditions, I have no doubt that our team will continue to produce very pleasing results for all of our shareholders over the coming year and further capitalise on the opportunities available to us in the short to medium term future.

With your continued support, the Board has confidence that together we will ensure there is a bright future for Aquis Entertainment.

Tony Fung

Chairman

Authorised for release to the ASX by the Board of Directors.

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