2025 - 2026
Annual Report Summary

CIV



CARAVAN INDUSTRY VICTORIA

Annual General Meeting | November 2026

Our Performance in 25 - 26

MANUFACTURING

93%

OF MANUFACTURED PRODUCTS PRODUCED IN VICTORIA

22,285

PRODUCED IN VICTORIA

ECONOMIC VALUE OF THE INDUSTRY

12,500 DIRECT EMPLOYEES

$3.5 BILLION ECONOMIC IMPACTS IN VICTORIA FOR THE TRADE SECTOR

VICTORIAN REGISTRATIONS

226,008

TOTAL REGISTRATIONS

CARAVANS 199,735

CAMPERVANS 26,273

DOMESTIC VISITORS

$2.6B

$2.6 BILLION VISITOR EXPENDITURE

TOTAL TRIPS: 4,385,432
AVERAGE SPEND PER TRIP: $602

TOTAL NIGHTS: 12,012,155
AVERAGE SPEND PER NIGHT: $220

SHOWS AND EVENTS 25 / 26

	MELBOURNE CARAVAN & CAMPING LEISUREFEST	BENDIGO CARAVAN & CAMPING LEISUREFEST	GEELONG CARAVANNING & ADVENTURE LEISUREFEST	VICTORIAN CARAVAN & CAMPING SUPERSHOW	BORDER CARAVAN & CAMPING LEISUREFEST	CRANBOURNE CARAVANNING & ADVENTURE LEISUREFEST
ATTENDEES	27,090	12,013	9,844	39,211	7,541	9,795
EXHIBITOR SITES	182	116	103	232	70	66
SQM	27,090	31,955	32,163	58,104	26,450	20,033

CARAVAN INDUSTRY VICTORIA HALL OF FAME INDUSTRY AWARDS		EXPO TRADE CARAVAN INDUSTRY VICTORIA	
627 ATTENDEES	56 NOMINATED	293 ATTENDEES	49 EXHIBITORS

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CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA (T/A Caravan Industry Victoria)

ANNUAL GENERAL MEETING (AGM)

Wednesday 25 November 2026
Held at CIV Head Office, Unit 8/88 Dynon Road, West Melbourne, VIC 3003
Commencing 6.00 pm

AGENDA

1. President's Opening Remarks and Welcome
2. Apologies
3. Confirmation of Minutes – AGM held 12 November 2025
4. President's Report for FY2025–26
5. Treasurer's Report, FY2025–26 Financial Statements and Auditor's Report
6. Chief Executive Officer's Report for FY2025–26
7. 2026 Council Election – Declaration of Results by Returning Officer
8. Appointment of Returning Officer
9. Appointment of Company Auditor
10. Life Membership – Recognition / Appointment
11. Association Trustees – Vote of Thanks
12. Caravan Industry Association of Australia Report
13. General Business
14. Close

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1. President's Opening Remarks and Welcome

The President, Nat Schiavello, will welcome members, Life Members, Hall of Famers, Trustees, guests and staff to the Annual General Meeting for the financial year ended 30 June 2026.

2. Apologies

The Chair will invite and record apologies. The official attendance and apology registers will be retained with the meeting records.

3. Confirmation of Minutes – AGM held 12 November 2025

The minutes of the Annual General Meeting held on Wednesday 12 November 2025 are presented in full below for consideration and confirmation by eligible members.

Proposed motion: That the minutes of the 2025 Annual General Meeting be confirmed as a true and accurate record.

Moved	Seconded

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CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA

(Trading as Caravan Industry Victoria)

MINUTES OF THE 2025 ANNUAL GENERAL MEETING

(Held in Person)

Wednesday 12 November 2025, commencing at 6.00 pm

Unit 8/88 Dynon Road, West Melbourne VIC 3003

President / Chair: Nat Schiavello

Meeting: Caravan Trade & Industries Association of Victoria Annual General Meeting, reporting for the year ended 30 June 2025.

Attendees

Member and other non-staff attendees identified on the AGM registration list (checked, signed or entered by hand):

Member representative	Business / role
Bill Deralas	Royal Flair Caravans
Craig Henry	AL-KO International
David De Heus	Nova Caravans
Jason Graham	Integrated OE
Joel Leicht	Australian Caravan Centre
Lachlan Hoy	Supreme Caravans
Mariska Kemp	Thetford Australia
Michael Peebles	Epsom Palms Caravan World; Treasurer
Nat Schiavello	NCE; President / Chair
Neth Kudagama	Grand Caravans
Paul Gunther	Jayco Gippsland
Paul Widdis	Leisure-Tec
Samantha Hallo	Alpine Annexes
Scott Taylor Jones (Scott Jones)	Jayco Corporation

Note: The attendee register includes a combination of signatures, ticks and handwritten additions. The attendee register is retained as the supporting record.

Life Members, Trustees, Industry Representatives and Other Guests

Name	Capacity / organisation
Bruce Illingworth	Trustee / Life Member / Returning Officer
Des Tebb	Life Member
Peter May	Life Member
Peter Clay	Caravan Industry Association of Australia (CIAA)
Keyoor Thaker	The Hrkac Group
Shane McMillan	The Hrkac Group

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Caravan Industry Victoria and NCITC staff

Name	Staff of
Deanna Anderson	NCITC
Mark Goodrich	NCITC — acted as scrutineer
May Harbourd	Caravan Industry Victoria
Adam Jones	Caravan Industry Victoria
Travis Narayan-Harris	Caravan Industry Victoria
Bianca Palmieri	Caravan Industry Victoria
Licia Portesi	Caravan Industry Victoria
Daniel Sahlberg	Caravan Industry Victoria - CEO
Anna Whitlock	Caravan Industry Victoria
Jamie Williams	Caravan Industry Victoria
Caroline Wilson	Caravan Industry Victoria
Fiona Sweetman	Caravan Industry Victoria
Megan Flower	Caravan Industry Victoria — acted as scrutineer

Apologies

Apologies listed on the AGM apology register

Name	Organisation / status
Rob Funder	Hall of Famer
Gary Merlo	Life Member
Ian Broomfield	ARV Chassis
Trent Rowe	Dometic Australia Pty Ltd
Peter Donegan	Donegan Assistance Group
Joe Waring	Coast to Coast
Daniel Dunn	Thetford Australia Pty Ltd

Additional apologies announced during the AGM or annotated on the attendance sheet:

Name	Basis
Tom Harding	Trustee / Life Member — announced by CEO
Tony Briant	Life Member — announced by CEO
Mark Hull	Vantec — apology from floor
Laurie Milner	Warragul RV Centre — apology from floor
Karen Milner	Warragul RV Centre — apology from floor

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1. President's Opening Remarks and Welcome

The President, Nat Schiavello, welcomed members, Trustees, Life Members, Hall of Famers, staff and guests, including Returning Officer Bruce Illingworth and Life Members Peter May and Des Tebb. He declared the 2025 AGM open for proceedings. The Chair advised that voting in the Council election had closed and that Returning Officer Bruce Illingworth, assisted by scrutineers Megan Flower and Mark Goodrich, would count and validate the electronic votes in accordance with clause 20 of the Constitution.
The President introduced the revised FY2024–25 Annual Report format: a printed snapshot supported by a QR code linking to the digital report. Meeting papers, including the agenda, previous AGM minutes, financial statements and reports, were available to attendees; printed and digital copies were to be provided to members after the meeting.

2. Apologies

The CEO presented the apology list and the Chair called for further apologies from the floor. The apologies recorded above were noted.

3. Minutes of the November 2024 Annual General Meeting

The Chair stated that, under the Constitution, only one representative of each Full Financial Member is entitled to vote, move or second motions. Probationary, Associate and Life Members are not entitled to vote. Members considered the minutes of the AGM held on 27 November 2024.

Motion / record	Details
Motion	That the minutes of the November 2024 Annual General Meeting be accepted as a true and accurate record.
Moved	Samantha Hallo
Seconded	Paul Gunther
Result	Carried by a show of hands; vote count not stated

4. President's Report

President Nat Schiavello presented his report for the year ended 30 June 2025. He described the industry's transition from post-COVID growth to a more competitive economic environment and emphasised the importance of Victorian manufacturing, member professionalism and innovation.
The President highlighted the completed organisational restructure, stronger financial and budgeting systems, and transition to the first full financial-year reporting cycle. Council focused on transparency, integrity and accountability, including governance of membership and show participation, rules compliance, probationary-member guidance, and the FY2025–26 Business Plan.
Strategic priorities included the RV Master Manufacturers Program, Heartland and Gear Up & Win / Buy with Confidence, together with regular executive-level engagement with the CIAA. The President thanked Councillors, CEO Daniel Sahlberg, staff and members. No questions were raised.

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5. Treasurer's Report, Financial Statements and Auditor's Report

Treasurer Michael Peebles presented the audited financial results for 1 July 2024 to 30 June 2025, the Association's first full financial-year reporting period. The Treasurer outlined the following reported figures:

Financial item	FY2024–25 result
Operating surplus	$418,518
Total income	approximately $10.17 million
Total expenses	approximately $9.75 million
Site fee income	approximately $7.74 million
Tickets and passes	approximately $1.09 million
Marketing and advertising income	$513,641
Total assets	approximately $10.21 million
Cash and cash equivalents	approximately $5.89 million
Dynon Road property revaluation	$3.5 million property value

The Treasurer reported tighter budgeting and forecasting, improved expenditure oversight and cost-centre reporting, chart-of-accounts reform and procurement governance. He outlined more than $1 million of planned member reinvestment, including discounted show sites, a rebate for exhibitors at all six shows, two new consumer events, marketing campaigns, training, staff and event infrastructure. A deliberate operating deficit in excess of $500,000 was budgeted for the coming year to support these initiatives.
The Chair invited questions; none were raised. A motion to accept the report and financial statements was put to a show of hands.

Motion / record	Details
Motion	That the Treasurer's Report and FY2024–25 audited Financial Statements and Auditor's Report be accepted.
Moved	David De Heus
Seconded	Samantha Hallo
Result	Carried by a show of hands; vote count not stated

6. Chief Executive Officer's Report

CEO Daniel Sahlberg presented the FY2024–25 report, accompanied by a video of key achievements. He outlined the organisational restructure, including a dedicated Membership Department, in-house marketing, reshaped training and Events teams, outsourced accounting and a Tourism & Lifestyle focus.
The CEO reported six consumer events, including Van Jam and two Border Leisurefests; the RV Master Manufacturers Program with four manufacturers certified and eight progressing; record Hall of Fame & Industry Awards attendance; a Trade Expo attracting more than 360 attendees; and the NCITC's first year as an RTO, training 60 students. Operational developments included improved compliance processes, governance, HR and finance systems, cybersecurity, new websites and strategic business planning.
Management updates were delivered on Training and Workforce Development (Mark Goodrich), Membership and Partnerships (Megan Flower), Tourism and Lifestyle (Fiona Sweetman), and Marketing (Jamie Williams). The CEO also provided an events update in relation to the Events team (Adam Jones). Topics included a CRM rollout, member services, workforce pathways, Heartland, consumer campaigns and expanded shows.

The CEO outlined FY2025–26 priorities: consolidation of internal reforms, increased member engagement, RV Master expansion, modernised events, continued training and certification, industry storytelling, and delivery of the Business Plan. He thanked the President, Council, Trustees, advisers, staff and members.

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7. Election of Councillors and President — Declaration of Results

Returning Officer Bruce Illingworth reported that one nomination had been received for President and seven nominations for six vacant Councillor positions. Electronic voting closed at 6.00 pm, and the count and validation were completed in accordance with the Constitution. He declared the following election results:

Position	Elected member	Business
President	Nat Schiavello	NCE
Councillor (re-elected)	Scott Jones	Jayco Corporation
Councillor (re-elected)	Samantha Hallo	Alpine Annexes
Councillor (re-elected)	David De Heus	Nova Caravans
Councillor	Paul Widdis	Leisure-Tec
Councillor	Jack Hillis	Wagga Caravan Centre
Councillor	Mariska Kemp	Thetford Australia

The Chair called for a mover and seconder to accept the declared results.

Motion / record	Details
Motion	That the election results as declared by the Returning Officer be accepted.
Moved	Paul Gunther
Seconded	Michael Peebles
Result	Carried by a show of hands; vote count not stated in transcript.

In the subsequent written member communication, the CEO identified Michael Peebles, Bill Deralas, Paul Gunther and Mark Hull as continuing Councillors, and thanked outgoing Councillors Daniel Dunn, Craig Henry and Shane Holloway. This information is recorded as post-AGM confirmation, not a separate resolution at the meeting.

8. Appointment of Returning Officer

In accordance with clause 18 of the Constitution, the President advised that the Association must appoint an independent Returning Officer to serve until the next AGM. Shane McMillan of The Hrkac Group had agreed to serve.

Motion / record	Details
Motion	That Shane McMillan of The Hrkac Group be appointed Returning Officer.
Moved	Samantha Hallo
Seconded	Craig Henry
Result	Carried by a show of hands; vote count not stated

The President thanked retiring Returning Officer Bruce Illingworth for service in the role since 2016 and his broader contributions to CIV, including Life Membership, Hall of Fame recognition and the Charlie Tebb Service to Industry Award. A gift of appreciation was presented. Mr Illingworth thanked members.

9. Appointment of Company Auditor

The President referred to clause 35 of the Constitution concerning appointment of a registered company auditor. Business Audit Specialists had submitted a letter confirming availability to perform the audit and the fee for the ensuing year (included with AGM papers).

Motion / record	Details
Motion	That Business Audit Specialists be appointed as the Association's company auditor for the ensuing year, on the terms set out in the circulated auditor correspondence.
Moved	Bill Deralas
Seconded	Craig Henry
Result	Carried by a show of hands; vote count not stated

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10. Life Membership — Recognition

The Chair outlined the qualifying criteria and rights of Life Membership under clause 7 of the Constitution. Tony Briant was recognised as having been inducted as a Life Member at the June 2025 Hall of Fame & Industry Awards. No new Life Membership appointment was put to a vote at this AGM.

11. Association Trustees — Vote of Thanks

The Chair recognised the services of Trustees Bruce Illingworth and Tom Harding under clause 41 of the Constitution and expressed the appreciation of the Council, CEO, staff and members for their oversight of Association property and funds.

12. Caravan Industry Association of Australia Report

Peter Clay, General Manager – Research and Insights, CIAA, delivered the national association update. Topics included government and parliamentary advocacy covering industry regulation, manufacturing, workforce skills, infrastructure and consumer law; national consumer campaigns; media and digital performance; industry research; and the outlook for recreational vehicle manufacturing and tourism.
Mr Clay highlighted the Road to a Million and Caravan to a Million campaigns, ongoing national marketing activity and improved data collection. He noted challenges in consumer spending and RV sales alongside sustained interest in caravanning and camping. The Chair thanked Mr Clay; no substantive questions were recorded.

13. General Business

The CEO spoke about CIV's participation in a fundraising walk in Bendigo on Sunday 16 November 2025 in support of Tony Briant and MND Victoria. He outlined the importance of practical assistance for people affected by motor neurone disease and invited member donations and participation. The fundraising appeal was discussed as an invitation to support, not a formal AGM resolution. No further general business was raised.

14. Close

There being no further business, the President thanked members, Council, staff and guests, and declared the 2025 Annual General Meeting closed at 7.30 pm. Attendees were invited to remain for refreshments.

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4. President's Report for FY2025–26

For the Financial Year Ended 30 June 2026

Dear Members,

The year ended 30 June 2026 tested the resilience of our industry and reinforced why a strong, active industry association matters. For many manufacturers, dealers, suppliers and service businesses, operating conditions grew more difficult as the market adjusted from the post-pandemic boom. Consumer interest in caravanning remains, but purchasing decisions have slowed. The pressures of cost of living, borrowing costs, competition and uncertainty have been felt across our membership.

As President, I believe the measure of our Association is not simply how it performs when the market is strong, but what it does when members need its support most. Council's responsibility is to make the decisions that protect our industry today while preserving the opportunities of tomorrow.

Responding with practical action

Council has supported a deliberate shift from reacting to industry conditions to helping shape them. Our priorities have been to stimulate consumer demand, make participation in our events more accessible, strengthen consumer confidence and preserve the long-term standing of Victorian caravan and RV businesses.

Throughout the year, Council reviewed show performance, event pricing and the pressures being faced by exhibitors. We supported the expansion of CIV's event reach, while recognising that each event must demonstrate value to the businesses that participate. We also maintained close oversight of membership standards, show participation requirements and the fair application of the Association's rules.

In May 2026, Council held a dedicated marketing discussion to respond to weakening sales and slower purchasing decisions. The message was clear: lifestyle promotion remains important, but consumers also need confidence in value, quality, warranty, aftersales support and the businesses behind the product. This thinking is shaping CIV's broader consumer promotion and industry-confidence agenda.

Leadership, standards and representation

The difficult conditions have also highlighted the importance of ethical conduct, compliance and financial resilience. Council continued strengthening membership assessment, probationary reviews and show rules, while supporting the development of RV Masters as a pathway to stronger business practices and consumer trust.

CIV has continued its engagement with government, industry partners and national bodies on issues affecting Victorian manufacturing, fair competition, industry standards and the future of the sector. We must represent our members firmly, constructively and with the independence to advocate for their interests.

Investing in our members when it matters most

Our Association has worked over many years to build the financial strength to respond in difficult times. Council endorsed a FY2025–26 plan that deliberately provided for a deficit of approximately $737,000 to support market development, training, stronger member services, modern systems and consumer engagement. The year finished with a

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deficit of $72,748. While that result preserved more of our reserves than forecast, spending less than the planned allocation is not itself a measure of success. What matters is whether the investment and initiatives our members need are delivered, and whether they make a genuine difference to demand, confidence and business opportunities.

We recognise that not every initiative will deliver immediate results and that our plans must remain disciplined, measurable and responsive to members. Our commitment is to learn, improve and keep the long-term health of the industry at the centre of every decision.

I thank my fellow Councillors for their commitment and the CIV team for its work during a demanding year. Most importantly, I thank our members for their continued support and the contribution they make to jobs, manufacturing, small business and tourism throughout Victoria. We face genuine challenges, but I remain confident in the strength of our people and in what we can achieve together.

Acknowledgements

On behalf of the Council, I extend my sincere appreciation to my fellow Councillors for their guidance and commitment throughout the year. I also thank our Chief Executive Officer, Daniel Sahlberg, and the CIV team for their professionalism, resilience, and dedication in delivering a year of substantial achievement and transformation.

To our members, sponsors, and partners — your continued trust and engagement make our work meaningful. Together, we will continue to strengthen our industry and secure a sustainable future for all.

Warm regards,



Nat Schiavello

NAT SCHIAVELLO
PRESIDENT
Caravan Industry Victoria

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5. Treasurer's Report, FY2025–26 Financial Statements and Auditor's Report

For the Financial Year Ended 30 June 2026

Dear Members,

The 2025–26 financial year was framed by an important decision: Caravan Industry Victoria would manage its finances responsibly while making meaningful investments to support members through difficult industry conditions. The final audited financial statements record a deficit of $72,748 for the year ended 30 June 2026, compared with a surplus of $418,518 in 2024–25. Council's focus was not to maximise the annual surplus; it was to use the Association's financial capacity appropriately to strengthen the market, serve members and protect long-term sustainability.

Investing with purpose in a difficult market

The approved FY2025–26 operating budget provided for income of $10,242,880, expenditure of $10,980,164 and a planned deficit of $737,284. Final audited income was $10,204,702 and expenditure was $10,277,450, resulting in a deficit of $72,748. Actual expenditure was below the investment provision established in the budget. This should not be celebrated as an achievement in itself: the budget represented an intention to put resources to work for members at a time of considerable pressure. Going forward, the priority is to turn approved investment into timely, visible and measurable industry benefits, while remaining accountable for each decision.

Compared with 2024–25, income rose from $10,160,417 to $10,204,702, an increase of $44,285. Expenditure increased from $9,741,899 to $10,277,450, an increase of $535,551. These movements reflect continued activity and greater investment in key areas during a difficult year. Financial discipline remains essential, but it must support delivery rather than become a substitute for it. Council and management will continue to assess both expenditure and the results it produces for members.

Financial controls and stewardship

Our largest expense movement was in Advertising & Marketing, which increased from $2,213,249 to $2,851,707, a rise of $638,458. Staff & HR rose from $1,372,034 to $1,729,292. Conversely, Contract Services reduced from $1,361,849 to $1,158,089, and the CIAA Contribution reduced from $449,266 to $313,214. These are financial-statement categories and do not, on their own, establish the return on individual programs; management must continue to measure benefits and efficiency.

During the year, management and Council continued to improve forecasting, cost-centre reporting and visibility of event performance. Stronger accrual-based reporting and external-accountant reviews support better decisions, particularly when consumer demand and event economics are changing. Council also reviewed major venue and event commitments with an emphasis on cost certainty and reducing avoidable expenditure.

The financial statements report net operating cash outflows of $47,944 and net investing cash outflows of $335,216 for the year. The cash-flow statement reports cash at year end of $5,162,287, compared with $5,536,617 at the prior year end. The assets and liabilities statement presents cash and cash equivalents of $5,183,175; the $20,888 difference corresponds to the separately disclosed bank overdraft. These figures reinforce the importance of distinguishing the operating result from cash movement.

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Reserves, risk and member value

At 30 June 2026, CIV held total assets of $10,178,384 and total liabilities of $1,873,819, leaving net assets of $8,304,566, compared with $8,377,314 one year earlier. Cash and cash equivalents on the assets and liabilities statement were $5,183,175. The Association also recorded financial assets of $667,500, including $600,000 relating to NCITC Pty Ltd. CIV remains in a substantial net asset position, providing capacity to manage risks and continue carefully governed investment.

Reserves are not simply funds available for discretionary expenditure. They protect the Association against the inherent financial exposure of staging major public events, support continuity through unforeseen disruption and allow planned investment when members most need it. Council also considered affordability, endorsing a hold on membership fees and reviewing show discount settings for the following financial year. Investment decisions must remain linked to practical member outcomes and a sustainable cash position.

The financial statements for the year ended 30 June 2026 have been independently audited, as confirmed by the Association, and record a deficit of $72,748. Members are encouraged to read the accompanying financial statements and notes for the detailed accounting policies, cash flows, asset position and comparative figures. The Treasurer's Report provides context for these results and Council's approach to investing in members while safeguarding the Association.

I thank Council, management and our finance and accounting partners for their work throughout the year. We retain a strong financial foundation, and that strength brings responsibility: to deliver the initiatives we commit to, to judge them by the value they create for members and to keep CIV capable of responding to the industry's challenges for the long term.

Kind Regards



Michael Peebles

MICHAEL PEEBLES
TREASURER
Caravan Industry Victoria

Proposed motion: That the Treasurer's Report, audited financial statements for the year ended 30 June 2026, and the independent Auditor's Report be received and accepted.

Moved	Seconded

Association – non-reporting

INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF

CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as CARAVAN INDUSTRY VICTORIA
ABN 67 413 472 774

Auditor's Opinion

We have audited the accompanying financial report, being a special purpose financial report, of the **CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as CARAVAN INDUSTRY VICTORIA ABN 67 413 472 774**, which comprises the Balance Sheet as at **30 June 2026**, the Profit and Loss Statement for the year then ended, and notes to the financial statements including a summary of significant accounting policies and the Committee of Management's declaration.

In our opinion, the financial report presents fairly, in all material respects, the financial position of the **CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as CARAVAN INDUSTRY VICTORIA ABN 67 413 472 774**, as of **30 June 2026** and of its financial performance and its cash flows for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements and the Associations Incorporation Reform Act 2012 Victoria.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the entity in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter – Basis of Accounting

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for distribution to members to fulfil the Committee of Management's financial reporting obligations under the Associations Incorporation Reform Act 2012, Victoria. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Responsibilities of Management and Those Charged with Governance for the Financial Report

Management is responsible for the preparation and fair presentation of the financial report in accordance with the financial reporting requirements of the applicable legislation and for such internal control as management determines is necessary to enable the preparation and fair presentation of a financial report that is free from material misstatement, whether due to fraud or error.

In preparing the financial report, management is responsible for assessing the entity's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern, and using the going concern basis of accounting unless management either intends to liquidate the entity or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the entity's financial reporting process.

Auditor's Responsibility for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken based on this financial report.

BUSINESS AUDIT SPECIALISTS
Certified Practising Accountants



Vincent ANDERSON
FCPA, ASIC Registered Company Auditor
Partner

Dated in ADELAIDE, SA on 5 November 2026

BUSINESS AUDIT SPECIALISTS
Company Auditors & Certified Practising Accountants

5 November 2026

The Chief Executive Officer
CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as
CARAVAN INDUSTRY VICTORIA
Unit 8 / 88 Dynon Road
WEST MELBOURNE VIC 3003

Dear Mr Daniel SAHLBERG,

MANAGEMENT LETTER

We have finalised our audit examinations of the books and records of the above association for the year ended **30 June 2026**. Our audit resulted in us bringing the following matters to the attention of the Committee of Management, on which we request your written comment.

We make these comments to help increase the efficiency and effectiveness of the association's accounting controls and administrative procedures. We also bring to your attention matters that have caused or may cause a breach or breaches of the Trade Union Act 1951 and the Associations Incorporation Reform Act 2012 Victoria and its Regulations.

We now comment as follows:

Nil

Auditors Comment

We stress that our comments contained herein are made in accordance with our obligations under the Trade Union Act 1951 and the Associations Incorporation Reform Act 2012 Victoria and its Regulations. Our comments are intended to be constructive and in the best interests of the association and its members, to improve the association's internal controls and prudential framework, and to protect the association's assets.

Please contact Mr Vincent Anderson on (03) 5221 2125 if you have any queries or would like to discuss this matter.

Yours faithfully

Vincent Anderson FCPA
ASIC Registered Company Auditor No 235100
Principal
BUSINESS AUDIT SPECIALISTS

Specialising in audits for:

Public Companies

Not for Profit Organisations

Local Government

Self-Managed Superannuation Funds

Real Estate Agent Trust Accounts

Solicitor Trust Accounts

Insurance Brokers

Principal:
Vincent A. Anderson
B.Comm, FCPA,
ASIC R.C. Auditor,
SSAud, GAICD,
P.C. SMSF

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Business Audit Specialists
Pty. Ltd. is a CPA Practice

HG | HRKAC GROUP

End of Year Financial Report - Audit and Members Version (Final - Audited Version)

Caravan Industry Victoria
ABN 67 413 472 774
For the year ended 30 June 2026

Prepared by Ivan Michael Hrkac

HG HRKAC GROUP

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Committee's Report

Caravan Industry Victoria
For the year ended 30 June 2026

Committee's Report

Your committee members submit the financial report of Caravan Trade and Industries Association of Victoria for the financial year ended 30th June 2026. This report covers the period 1st July 2025 to 30th June 2026.

Meetings of Committee Members

During the financial year, a number of committee meetings were held. Attendances by each of committee member during the year were as follows:

	Eligible			Attended		
Committee Member	**Council Meetings (Including Show Meetings)**	**Executive**	**Total Eligible**	**Council Meetings (Including Show Meetings)**	**Executive**	**Total Attended**
Nat Schiavello	13	7	20	10	7	17
Michael Peebles	13	7	20	13	7	20
Scott Jones	13	7	20	9	7	16
Shane Holloway	13	7	20	7	7	14
Bill Deralas	13	6	19	7	6	13
Mark Hull	5	1	6	3	1	4
Paul Gunther	13	0	13	11	0	11
Daniel Dunn	5	0	5	2	0	2
Samantha Hallo	13	6	19	12	6	18
David De Heus	13	0	13	13	0	13
Craig Henry	13	0	13	10	0	10
Mariska Kemp	8	0	8	8	0	8
Jake King	8	0	8	7	0	7
Paul Widdis	8	0	8	7	0	7
Jack Hillis	8	0	8	7	0	7

Principal Activities

Caravan Industry Victoria (CIV) has been the voice of Victoria's caravan and camping industry since 1952.CIV represents manufacturers, retailers and service providers in the caravan and camping industry, including caravans, motor homes, 5th wheelers, tent trailers, tents, accessories, relocatable homes, hire facilities sales and repair services Victoria.

Significant Changes

No known significant changes occurred in FY 2026.

Operating Result

The deficit for the financial year amounted to: $ 72,748

Going Concern

This financial report has been prepared on a going concern basis which contemplates continuity of normal business activities and the realisation of assets and settlement of liabilities in the ordinary course of business. The ability of the association to continue to operate as a going concern is dependent upon the ability of the association to generate sufficient cashflows from operations to meet its liabilities. The members of the association believe that the going concern assumption is appropriate.

Signed in accordance with a resolution of the Members of the Committee on:

Nat Schiavello

Nat Schiavello (President)

Date: 29 October 2026

Michael Peebles

Michael Peebles (Treasurer)

Date: 29 October 2026

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Caravan Industry Victoria
For the year ended 30 June 2026

Profit and Loss - Overall

Caravan Industry Victoria
For the year ended 30 June 2026

	2026	2025
Income		
Revenue		
Tickets & Passes	1,116,530	1,085,813
Marketing & Advertising	424,200	513,641
Membership	466,269	467,671
Fees	7,819,410	7,742,810
Operations	47,216	63,059
Other	114,612	68,980
Sponsorship Income	189,550	218,227
Merchandise income	2,352	-
Catering Income	6,150	-
Banking Fees - income	696	215
Membership Fee - New	17,715	-
Total Revenue	**10,204,702**	**10,160,417**
Total Income	**10,204,702**	**10,160,417**
Total Income	**10,204,702**	**10,160,417**
Expenses		
Advertising & Marketing	2,851,707	2,213,249
Administration	65,747	39,281
Accountancy and Audit Fees	208,907	227,625
Banking	3,380	1,550
Catering & Social Function	223,456	276,533
CIAA Contribution	313,214	449,266
Cleaning	181,882	164,576
Contract Services	1,158,089	1,361,849
Depreciation of Asset	110,032	96,090
Donations & Sponsorships	22,790	51,138
Foreign Currency Gains and Losses	948	431
Hire of Infrastructure	678,447	708,711
Hire of Equipment	92,488	137,483
Insurances	34,406	34,106
IT & Subscriptions	305,760	357,374
Motor Vehicle	49,390	26,889
Other Expense	18,876	321
Permits	70,720	40,956
Presidential Honorary Fees	25,000	25,000
Promotional Marketing	349,815	324,260

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

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	2026	2025
Repairs & Maintenance	70,062	37,925
Security Costs	337,894	285,692
Small Equipment Purchase	19,026	14,638
Staff & HR	1,729,292	1,372,034
Strategic Projects & Planning	-	120,000
Styling & Decor	204,671	282,557
Travel and Accommodation	159,257	155,083
Utilities	75,685	64,722
Venue Hire	899,575	863,354
Yearly Membership Fees	16,935	9,205
Total Expenses	**10,277,450**	**9,741,899**
Profit/(Loss)	**(72,748)**	**418,518**

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

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Caravan Industry Victoria
For the year ended 30 June 2026

Assets and Liabilities Statement

Caravan Industry Victoria
As at 30 June 2026

	NOTES	30 JUNE 2026	30 JUNE 2025
Assets			
Current Assets			
Cash and Cash Equivalents	2	5,183,175	5,555,949
Trade and Other Receivables	3	415,633	199,561
GST Receivable		135,276	138,607
Other Current Assets		-	100
Total Current Assets		**5,734,085**	**5,894,217**
Non-Current Assets			
Investment in Shares		20	20
Financial Assets	4	667,500	450,000
Land and Buildings	5	3,472,393	3,493,067
Plant and Equipment and Vehicles	6	304,386	364,075
Total Non-Current Assets		**4,444,300**	**4,307,162**
Total Assets		**10,178,384**	**10,201,379**
Liabilities			
Current Liabilities			
Bank Overdraft		20,888	19,332
Trade and Other Payables	7	627,336	583,606
Employee Entitlements	8	187,783	183,002
Total Current Liabilities		**836,007**	**785,940**
Other Current Liabilities			
Prepaid Deposits - Exhibitors		111,914	62,727
Prepaid Income - Other		-	49,500
Total Other Current Liabilities		**111,914**	**112,227**
Non-Current Liabilities			
Loans	9	20	20
Other Non-Current Liabilities			
Provisioning-Building Capital		925,877	925,877
Total Other Non-Current Liabilities		**925,877**	**925,877**
Total Non-Current Liabilities		**925,897**	**925,897**
Total Liabilities		**1,873,819**	**1,824,064**
Net Assets		**8,304,566**	**8,377,314**
Member's Funds			
Capital Reserve		6,708,697	6,781,445

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

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	NOTES	30 JUNE 2026	30 JUNE 2025
Reserves		1,595,869	1,595,869
Total Member's Funds		**8,304,566**	**8,377,314**

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

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Notes to the Financial Statements

Caravan Industry Victoria
For the year ended 30 June 2026

1. Summary of Significant Accounting Policies

The financial statements are special purpose financial statements prepared in order to satisfy the financial reporting requirements of the Associations Incorporation Reform Act 2012, Victoria. The committee has determined that the association is not a reporting entity.

The financial statements have been prepared on an accruals basis and are based on historic costs and do not take into account changing money values or, except where stated specifically, current valuations of non-current assets.

The following significant accounting policies, which are consistent with the previous period unless stated otherwise, have been adopted in the preparation of these financial statements.

Income Tax

The Caravan Trade & Industries Association of Victoria is exempt from Income Tax.

Property, Plant and Equipment (PPE)

Leasehold improvements and office equipment are carried at cost less, where applicable, any accumulated depreciation.

The depreciable amount of all PPE is depreciated over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

Leasehold improvements are amortised over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The property is initially recorded at cost. After initial recognition, the property is measured at revalued amounts, being the fair value at the date of the revaluation, less any subsequent accumulated depreciation and any accumulated impairment losses. At each reporting date the carrying amount of the property is reviewed to ensure that id does not differ materially from the property's fair value at reporting date. Where necessary, the investment property is revalued to reflect its true value.

Employee Provisions

Provision is made for the association's liability for employee benefits arising from services renderedby employees to the end of the reporting period. Employee provisions have been measured at theamounts expected to be paid when the liability is settled. Long Service leave is only accrued when reached and no provision is made for any staff that have not reached a minimum of 7 years service as defined by the relevant Legislation.

Provisions

Provisions are recognised when the association has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflowcan be reliably measured. Provisions are measured at the best estimate of the amounts required tosettle the obligation at the end of the reporting period.

Cash on Hand

Cash on hand includes cash on hand, deposits held at call with banks, and other short-term highly liquid investments with original maturities of three months or less.

Accounts Receivable and Other Debtors

Accounts receivable and other debtors include amounts due from members as well as amounts receivable from donors. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

Revenue and Other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. For this purpose, deferred consideration is not discounted to present values when recognising revenue.

Interest revenue is recognised using the effective interest method, which for floating rate financial assets is the rate inherent in the instrument. Dividend revenue is recognised when the right to receive a dividend has been established.

Grant and donation income is recognised when the entity obtains control over the funds, which is generally at the time of receipt.

If conditions are attached to the grant that must be satisfied before the association is eligible to receive the contribution, recognition of the grant as revenue will be deferred until those conditions are satisfied.

All revenue is stated net of the amount of goods and services tax.

Income and Expenditure for shows are shown in the period when the shows were conducted.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). Receivablesand payables are stated inclusive of the amount of GST receivable or payable. The net amount ofGST recoverable from, or payable to, the ATO is included with other receivables or payables in theassets and liabilities statement.

Financial Assets

Investments in financial assets are initially recognised at cost, which includes transaction costs, and are subsequently measured at fair value, which is equivalent to their market bid price at the end of the reporting period. Movements in fair value are recognised through an equity reserve.

Accounts Payable and Other Payables

Accounts payable and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the association during the reporting period that remain unpaid. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

	2026	2025
2. Cash on Hand		
Stripe AUD	2,440	-
Credit Card - Tessa	-	(762)
Credit Card - Lucie	-	1,570
Credit Card - Jamie	(548)	(734)
Credit Card - Megan	(865)	(419)
Credit Card - Adam	(49)	(1,550)
Credit Card - Daniel	(6,525)	(46)
Credit Card - Fiona	(34)	-
Building Fund A/c 452986	290,807	288,861
Business Cash Reserve A/c 256 771	4,204,768	4,174,809
Industry Fund For Govt Project A/c 486924	1,022	1,022
Westpac Business One Everyday Account	684,138	1,089,686
Westpac Corporate Cr Card	(12,868)	(15,821)
Total Cash on Hand	**5,162,287**	**5,536,617**

	2026	2025
3. Trade and Other Receivables		
Trade Receivables		
Accounts Receivable	222,858	95,000
Total Trade Receivables	**222,858**	**95,000**
Other Receivables		
Sundry Debtors	200	2,676
Total Other Receivables	**200**	**2,676**
Prepayments		
Prepaid Expenses	-	101,884
Prepaid Expenses - 2026-2027	192,575	-
Total Prepayments	**192,575**	**101,884**
Total Trade and Other Receivables	**415,633**	**199,561**

	2026	2025
4. Financial Assets		

These notes should be read in conjunction with the attached compilation report.

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NCITC Pty Ltd	600,000	450,000
Prepaid Expenses - 2027-2028	22,500	-
Prepaid Expenses - 2028-2029	22,500	-
Prepaid Expenses - 2029-2030	22,500	-
Total Financial Assets	**667,500**	**450,000**

5. Land and Buildings

	2026	2025
Buildings		
Buildings at Cost	2,214,496	2,214,496
Accumulated Depreciation of Buildings	(337,971)	(317,298)
Buildings Revaluation	1,595,869	1,595,869
Total Buildings	**3,472,393**	**3,493,067**
Total Land and Buildings	**3,472,393**	**3,493,067**

6. Plant and Equipment, Motor Vehicles

	2026	2025
Plant and Equipment		
Plant and Equipment at Cost	524,764	495,094
Accumulated Depreciation of Plant and Equipment	(305,513)	(238,055)
Total Plant and Equipment	**219,251**	**257,039**
Motor Vehicles		
Motor Vehicles at Cost	255,554	255,554
Accumulated Depreciation of Motor Vehicles	(170,419)	(148,518)
Total Motor Vehicles	**85,136**	**107,036**
Total Plant and Equipment, Motor Vehicles	**304,386**	**364,075**

7. Trade and Other Payables

	2026	2025
Trade Payables		
Accounts Payable	599,210	560,332
Total Trade Payables	**599,210**	**560,332**
Other Payables		
PAYG Withholding Payable	28,126	23,274
Total Other Payables	**28,126**	**23,274**
Total Trade and Other Payables	**627,336**	**583,606**

	2026	2025
8. Employee Entitlements		
Parental Leave Funds	-	3,846
Provision for Leave Accruals	181,141	169,241
Provision for Superannuation	6,643	9,914
Total Employee Entitlements	**187,783**	**183,002**

	2026	2025
9. Loans		
Non Current Liability		
Amount paid - NCITC Pty Ltd	20	20
Total Non Current Liability	**20**	**20**
Total Loans	**20**	**20**

10. Property Valuation

Valuations of the property: The basis of the valuation of property and improvements is fair value. The property and improvements were last revalued in February 2025 to $3,500,000.

Movements in Equity

Caravan Industry Victoria
For the year ended 30 June 2026

	2026	2025
Equity		
Opening Balance	8,377,314	7,279,549
Increases		
Profit for the Period	(72,748)	418,518
Other Increases	-	679,247
Total Increases	**(72,748)**	**1,097,765**
Total Equity	**8,304,566**	**8,377,314**

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

Liability limited by a scheme approved under Professional Standards Legislation.

Statement of Cash Flows - Direct Method

Caravan Industry Victoria
For the year ended 30 June 2026

	2026	2025
Operating Activities		
Payments to suppliers and employees	(1,757,807)	(1,450,721)
GST	(186,776)	(219,636)
Cash receipts from other operating activities	11,355,217	11,083,906
Cash payments from other operating activities	(9,458,578)	(8,741,948)
Net Cash Flows from Operating Activities	**(47,944)**	**671,600**
Investing Activities		
Proceeds from sale of property, plant and equipment	911	5,095
Payment for property, plant and equipment	(102,620)	(797,939)
Payment for investments	(217,500)	(50,000)
Other cash items from investing activities	(16,007)	30,641
Net Cash Flows from Investing Activities	**(335,216)**	**(812,204)**
Financing Activities		
Other cash items from financing activities	8,831	752,439
Net Cash Flows from Financing Activities	**8,831**	**752,439**
Other Activities		
Other activities	-	(13,200)
Net Cash Flows from Other Activities	-	**(13,200)**
Net Cash Flows	**(374,329)**	**598,635**
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	5,536,617	4,937,981
Net change in cash for period	(374,329)	598,635
Cash and cash equivalents at end of period	5,162,287	5,536,617

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

Liability limited by a scheme approved under Professional Standards Legislation.

True and Fair Position

Caravan Industry Victoria
For the year ended 30 June 2026

Annual Statements Give True and Fair View of Financial Position and Performance of the Association03

We, Nat Schiavello (President), and Michael Peebles (Treasurer), being members of the committee of Caravan Trade and Industries Association of Victoria, certify that –

The statements attached to this certificate give a true and fair view of the financial position and performance of Caravan Trade and Industries Association of Victoria during and at the end of the financial year of the association ending on 30 June 2026.

Nat Schiavello

Signed: Nat Schiavello

Date: 29 October 2026

Michael Peebles

Signed: Michael Peebles

Date: 29 October 2026

Certificate By Members of the Committee

Caravan Industry Victoria
For the year ended 30 June 2026

I, Michael Peebles (Treasurer) of Suite 8 88 Dynon Rd, WEST MELBOURNE, VIC, Australia, 3003 certify that:

1. I attended the annual general meeting of the association held on 25/11/2026.

2. The financial statements for the year ended 30 June 2026 were submitted to the members of the association at its annual general meeting.

Dated: 29 October 2026

Compilation Report

Caravan Industry Victoria
For the year ended 30 June 2026

Compilation report to Caravan Trade and Industries Association of Victoria.

We have compiled the accompanying special purpose financial statements of Caravan Trade and Industries Association of Victoria, which comprise the asset and liabilities statement as at 30 June 2026, income and expenditure statement , the statement of cash flows, a summary of significant accounting policies and other explanatory notes. The specific purpose for which the special purpose financial statements have been prepared is set out in Note 1.

The Responsibility of the Committee Member's

The committee of Caravan Trade and Industries Association of Victoria are solely responsible for the information contained in the special purpose financial statements, the reliability, accuracy and completeness of the information and for the determination that the basis of accounting used is appropriate to meet their needs and for the purpose that financial statements were prepared.

Our Responsibility

On the basis of information provided by the partners we have compiled the accompanying special purpose financial statements in accordance with the basis of accounting as described in Note 1 to the financial statements and APES 315 *Compilation of Financial Information*.

We have applied our expertise in accounting and financial reporting to compile these financial statements in accordance with the basis of accounting described in Note 1 to the financial statements. We have complied with the relevant ethical requirements of APES 110 *Code of Ethics for Professional Accountants*.

Assurance Disclaimer

Since a compilation engagement is not an assurance engagement, we are not required to verify the reliability, accuracy or completeness of the information provided to us by management to compile these financial statements. Accordingly, we do not express an audit opinion or a review conclusion on these financial statements.

The special purpose financial statements were compiled exclusively for the benefit of the committee who are responsible for the reliability, accuracy and completeness of the information used to compile them. We do not accept responsibility for the contents of the special purpose financial statements.

John Hrkac, B.Com, FIPA

The Hrkac Group

201 Melbourne Road,
Rippleside, Victoria, 3215

Dated: 29 October 2026

CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA
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6. Chief Executive Officer's Report for FY2025–26

For the Financial Year Ended 30 June 2026

The 2025–26 year has been one of the most demanding and important periods for Caravan Industry Victoria. Our business plan recognised the post-COVID market adjustment, rising competition and pressure on business margins. We made a deliberate commitment to support demand, strengthen standards, modernise operations and invest in the industry's future. The Association recorded a deficit of $72,748 for the year. That financial result is only part of the story; our real measure must be the progress we make in supporting members and creating opportunities for the industry.

Our response was to put the industry and our members at the centre of a more proactive program. Rather than treat shows, membership, training, accreditation, marketing and tourism promotion as disconnected activities, we have been building the capacity for these areas to work together. The objective is straightforward: grow the market, strengthen businesses and give consumers more reasons to choose caravanning with confidence.

Reaching consumers and supporting sales

CIV's consumer events remain among the most important ways we connect the industry directly with prospective buyers. During the reporting year we delivered the Melbourne Caravan & Camping Leisurefest, Bendigo Caravan & Camping Leisurefest, the inaugural Geelong Caravanning & Adventure Leisurefest, the Victorian Caravan & Camping Supershow, Border Leisurefest and the new Cranbourne Caravanning & Adventure Leisurefest.

The results demonstrated both the value and the changing economics of shows. Bendigo welcomed 12,013 visitors in November 2025, compared with 10,446 the previous year. The 2026 Supershow attracted 39,211 attendees against 42,749 in 2025, with adverse weather affecting the final day. The scale of these audiences remains substantial, and member feedback and sales estimates confirm the importance of face-to-face engagement. However, we are not complacent about attendance, cost or return on investment.

We continued testing new locations, attractions and event formats to reach different audiences and lessen reliance on one major event. Council and management also examined event pricing, venue agreements, booking and cancellation policies, visitor data, and the opportunities to create stronger connections between show attendance and sales through dealership networks.

We also looked beyond our existing channels to build direct connections with caravan and camping audiences. CIV entered negotiations to acquire the Everything Caravan & Camping Facebook group and associated platforms. Although we progressed to the closing stages, another bidder ultimately secured the opportunity. The process nevertheless reflected our intention to pursue established consumer communities and new channels that could generate reach, engagement and commercial opportunities for members.

Building consumer confidence and industry standards

A major theme of the year has been the importance of trust. Consumers are taking longer to commit to significant purchases and are increasingly attentive to who stands behind a product, the quality of aftersales support and the reliability of a business.

CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA
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ABN: 67 413 472 774

RV Masters is a central part of our response. The program supports a more comprehensive view of business quality and performance, with standards and assessment that extend beyond the product itself. During FY26 we continued embedding the manufacturer program and progressing broader sector pathways. CIV also maintained its focus on product compliance, business audits, the definition of a dealer and consistent application of show participation rules.

In May, Council helped shape a more targeted consumer campaign direction: moving beyond inspiration alone to combine the appeal of the caravanning lifestyle with clearer messages about value, local support, quality and confidence. This remains an important priority as we work to stimulate consideration and conversion in a cautious market.

Training, skills and career pathways

The National Caravan Industry Training College (NCITC) remains a long-term investment in the capability of our industry. During the year we continued strengthening the college's foundations, including its regulatory and operational requirements, course development and planning for workforce pathways. Our ambition is broader than delivering individual qualifications: it is to create accessible entry points, meaningful upskilling and clearer career opportunities across caravan and RV manufacturing, sales, service and repair and related sectors.

The progress of this work requires persistence, industry participation and disciplined delivery. Building a sustainable training model is essential if we are to support employers, attract new entrants and lift professionalism across the sector.

Modernising the Association

Internally, the year was also about making CIV a more capable organisation. The FY26 business plan set priorities for modernising our customer relationship management, improving communications, building a more active commercial and partnership function, strengthening operational processes and creating clearer planning and accountability across teams.

These changes are not simply administrative. Better member data and communication allow us to understand needs and respond earlier. More consistent event and financial reporting supports stronger decisions. Clearer roles and processes help us deliver a more reliable service. There is further work to do, but the direction is fundamental to providing greater value to members.

An industry connected by opportunity

Across the year we continued developing the relationship between promoting the lifestyle, supporting businesses and raising standards. Our longer-term vision is for a connected industry in which consumers can discover experiences and products, businesses can reach customers and access services, and training and recognised standards help underpin confidence. This is a direction under development, not a claim that every element has already been delivered.

I would also like to acknowledge the industry events that bring our community together, including the Hall of Fame and Industry Awards, Trade Expo and member engagement activities. In an environment where many businesses are under pressure, these connections, opportunities to learn and moments of recognition matter.

Where we go from here

The industry is not defined by the difficulty of one year. Victoria has extraordinary manufacturing expertise, a capable network of businesses and a lifestyle product with enduring appeal. But we cannot expect conditions to improve by themselves. Our next phase must turn investment and foundations into practical outcomes: more consumer enquiries

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and confidence, better commercial opportunities for members, stronger training and industry standards, and more integrated services. We must also be candid when delivery falls short of our intentions and adjust quickly so our resources achieve the greatest benefit.

My thanks go to President Nat Schiavello, the Council and our staff and contractors for their commitment, and to our members for their frank feedback and ongoing partnership. Our task is to turn strategy into outcomes that businesses can see and measure. That is the work we will carry into the year ahead.

Warm Regards



DANIEL SAHLBERG
CHIEF EXECUTIVE OFFICER
Caravan Industry Victoria

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7. 2026 Council Election – Declaration of Results by Returning Officer

In accordance with clause 19, the Election of Councilors and President of Caravan Industry Victoria's Constitution the returning officer, received 0 nomination for the position of President and 8 nominations for the five vacant Council positions. Due to the number of nominations clause 20 a ballot is conducted. Declaration of results will be presented by Returning Officer following the conclusion of the electronic ballot at 6 pm, Wednesday, 25 November 2026.

Your 2026 Council Nominees | (R) = Re-nominating



Andrew Crank — Snowy River RV Pty Ltd

Andrew is CEO of Snowy River Caravans and an Executive Director within its listed parent group. His experience spans construction, manufacturing, RV operations and corporate governance. He is committed to strengthening Victorian manufacturing, supporting workforce development and raising standards across quality, compliance and after-sales care. He aims to bring a commercially grounded perspective that represents the broader CIV membership.



John Forbes — Conqueror 4x4 Pty Ltd

John is Managing Director of Conqueror 4x4, with more than 35 years of experience in automotive retail and five years in the caravan and RV sector. His work spans importing, product development, retail, compliance and after-sales service. He aims to support stronger service standards, member profitability and practical responses to regulatory change, while contributing to the industry's long-term strength.



(R) Paul Gunther — Jayco Gippsland

Paul has been involved in the caravan industry since 2006 and became Dealer Principal of Jayco Gippsland in 2009. A lifelong camper, he advocates for safer products, professional standards and continued training across the industry. He is seeking to retain his Council position and contribute stability and continuity during challenging economic conditions.



(R) Craig Henry — AL-KO International

Craig has 30 years of experience supplying running gear to the caravan industry, beginning in a family business providing axles, springs and suspension. He is now Product Manager at AL-KO International. Drawing on experience in both family-owned and corporate businesses, as well as previous Council service, he wants to help shape decisions that benefit members across the supply chain.

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(R) Shane Holloway — Concept Caravans

Shane brings approximately 38 years of experience across RV manufacturing, dealer development and supplier relationships. His career includes senior roles with Jayco, New Age Caravans, Holroyd and Concept Caravans. Having served on Council since 2017, including Executive responsibilities, he is seeking to continue contributing industry insight, strong relationships and stability through a challenging market.



(R) Jake King — JB Caravans

Jake is Head of Retail at JB Group, with a background in the building trades, professional AFL and business ownership. His experience includes leading The Touring Hub as General Manager. He brings a focus on leadership, commercial strategy, care and loyalty, and wants to use those strengths to contribute to the wider caravan industry.



(R) Michael Peebles — Epsom Palms Caravan World

Michael has worked in the caravan industry since childhood and has held the General Manager role at Epsom Palms Caravan World since 2011. With 21 years of Council service, including time as Treasurer and Acting President, he has contributed to Bendigo Leisurefest, repairer accreditation and industry training. He is passionate about ensuring the repair sector has a strong voice in Council decisions.



Dean Porter — Ezytrail Group Pty Ltd

Dean is Chief Strategy Officer at Ezytrail, with 13 years at the business across sales, marketing, product development and executive management. His background also includes camping retail and corporate leadership. He aims to bring practical insight into importing, compliance, accreditation, governance and industry collaboration, with a focus on member services, customer confidence and sustainable industry growth.

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8. Appointment of Returning Officer

In accordance with clause 18 of Caravan Industry Victoria's Constitution Appointment of Returning Officer.

The Council shall appoint an independent Returning Officer each year who shall hold office until the next Annual General Meeting. The Returning Officer will be responsible for the conduct of all elections within the Association, including without limitation the acceptance or rejection of all nominations.

9. Appointment of Company Auditor

In accordance with clause 35 of Caravan Industry Victoria's Constitution

At the Annual General Meeting or a General Meeting called for that purpose, the Association must appoint and fix the remuneration of a registered company auditor as auditor. The auditor must continue in office until the conclusion of the next Annual General Meeting unless removed earlier. The auditor will be eligible for re-election upon retiring as auditor. Letter from Business Audit Specialists confirming their availability to perform the duties of Auditor and remuneration for the ensuing year.

BUSINESS AUDIT SPECIALISTS

Company Auditors & Certified Practising Accountants

5 November 2026

The Chief Executive Officer
CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as CARAVAN INDUSTRY VICTORIA
Unit 8 / 88 Dynon Road
WEST MELBOURNE VIC 3003

Dear Mr Daniel Sahlberg,

ANNUAL FINANCIAL AUDIT

I wish to confirm my availability to audit the financial records of the CARAVAN TRADE & INDUSTRIES ASSOCIATION OF VICTORIA trading as CARAVAN INDUSTRY VICTORIA for the financial year ending the **30 June 2027**.

I have prepared and enclosed an Audit Engagement Letter for this audit engagement. My fee would be $9,500 plus Goods and Services Taxation.

If the Committee approves my appointment, please sign and return the duplicate copy of the Engagement Letter so I can begin planning the audit.

Please retain the original copy of the Engagement Letter with your records.

Yours Faithfully

Vincent ANDERSON FCPA
ASIC Registered Company Auditor
Principal
BUSINESS AUDIT SPECIALISTS

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10. Life Membership – Recognition / Appointment

In accordance with clause 7 of Caravan Industry Victoria's Constitution, a person may be entitled to become a Life Member of the Association if not less than 75% of the Council Members resolve that the person has provided outstanding service to the Association over a period of not less than 10 years.

A Life Member candidate must be proposed and seconded by two current Council Members and voted on at a Council meeting.

A Life Member:

- May not hold office in the Association;
- May, if invited to do so (whether generally or specifically) attend as an observer at meetings of the Council, any committee established by the Council or the Members, but will otherwise be disqualified from taking part in any proceeding of the Association;
- Will not be entitled to vote in elections or at any meetings of the Association; and • Will not be required to pay any fees, subscription, levies or contributions to the Association other than any amounts that are payable pursuant to any contractor agreement between the Association and the Life Member (other than these Rules).
- At the Hall of Fame and Industry Awards in June 2025 we recognised the Life Member inductee: Tony Briant. In 2026, there was no Life Membership nominations received. The Association wishes to note and recognise its Life Members.

11. Caravan Trade & Industries Association of Victoria Trustees – Vote of Thank you.

In accordance with clause 41 of Caravan Industry Victoria's Constitution the Council must appoint two Trustees where the property and funds of the Association will be vested in the Trustees.

Caravan Industry Victoria's Trustees are Bruce Illingworth & Tom Harding. The President, Council, CEO and staff thank the Trustees of the Association for their diligence in overseeing their responsibilities on behalf of members.

12. Caravan Industry Association of Australia Report

The national association has been invited to provide an industry update covering advocacy, consumer engagement, research and national sector priorities.

13. General Business

The President will call for any General Business of members.

14. Close

Following completion of the agenda, the President will close the Annual General Meeting.

fY 25 – 26 Annual Report Overview



Nat Schiavello

NAT SCHIAVELLO
PRESIDENT
Caravan Industry Victoria

President's Report
The 2025–26 year tested the resilience of our industry as the market adjusted from post-COVID growth, with rising costs, increased competition and slower consumer purchasing decisions placing pressure on businesses across our membership.

Council has provided strong governance and leadership throughout this period, focusing on stimulating consumer demand, strengthening industry standards, supporting member businesses and ensuring CIV remains financially sustainable. Key priorities included expanding our consumer events, strengthening membership standards, progressing RV Masters and developing a more targeted approach to consumer confidence and industry promotion.

CIV has continued to advocate for members through engagement with government, industry partners and national bodies, while investing in initiatives that support the long-term strength of Victoria's caravan and RV industry. Together with our CEO and team, Council remains committed to protecting members' interests, creating new opportunities and building a sustainable future for our industry.



Michael Peebles

MICHAEL PEEBLES
TREASURER
Caravan Industry Victoria

Treasurer's Report
The 2025–26 financial year saw CIV continue to invest in the Association and its members through a period of challenging industry conditions. The Association recorded a deficit of $72,748, compared with a surplus of $418,518 in 2024–25, reflecting a deliberate approach to investing in the industry's future.

- Total Income: $10.20 million
- Net Operating deficit: $72,748
- Net Assets: $8.30 million
- Cash & Equivalents: $5.18 million

CIV maintained a strong financial position, supported by responsible financial management, improved reporting and strengthened expenditure oversight. Council also endorsed a hold on membership fees and reviewed show discount settings to support member affordability.

Looking ahead, CIV remains committed to maintaining strong financial reserves while investing strategically in consumer engagement, member services, training and industry development. These investments will be guided by financial accountability and a focus on delivering measurable value to members and securing the long-term sustainability of the Association.



DANIEL SAHLBERG
CHIEF EXECUTIVE OFFICER
Caravan Industry Victoria

CEO's Report
The 2025–26 year has been a period of significant activity and progress for Caravan Industry Victoria, as the Association responded to challenging market conditions and evolving industry needs. CIV focused on stimulating consumer demand, strengthening industry standards, expanding member opportunities and continuing to modernise its operations.

Key achievements included delivering six consumer events across Victoria, welcoming the inaugural Geelong and Cranbourne Leisurefests, progressing RV Masters and strengthening industry compliance and membership standards. CIV also continued developing the National Caravan Industry Training College, advancing consumer confidence initiatives and improving internal systems, communications and operational processes.

Looking ahead, CIV remains focused on translating these foundations into measurable outcomes for members through stronger consumer engagement, expanded commercial opportunities, improved training pathways and a more connected and professional caravan and camping industry.

CARAVAN INDUSTRY VICTORIA

MEMBERSHIP NUMBERS AND STATS

6 NEW MEMBERS IN 25 - 26

234 MEMBERS & 26 LIFE MEMBERS

31 RV COMPONENT SUPPLIERS

97 MANUFACTURERS

80 CARAVAN & RV DEALER/SALES

51 SERVICE & REPAIRERS

1 CARAVAN PARKS

8 RV INDUSTRY RELATED SERVICES

29 RETAILERS

8 RV INDUSTRY AFFILIATES

ANNUAL CONSUMER SHOWS

VICTORIAN CARAVAN & CAMPING SUPERSHOW

BORDER CARAVAN & CAMPING LEISUREFEST

MELBOURNE CARAVAN & CAMPING LEISUREFEST

BENDIGO CARAVAN & CAMPING LEISUREFEST

GEELONG CARAVANNING & ADVENTURE LEISUREFEST

CRANBOURNE CARAVANNING & ADVENTURE LEISUREFEST

MEMBER EVENTS & SERVICES

CARAVAN INDUSTRY VICTORIA HALL OF FAME INDUSTRY AWARD

EXPO TRADE CARAVAN INDUSTRY VICTORIA

SUMMIT CARAVAN INDUSTRY VICTORIA

MEMBERS EVENING CARAVAN INDUSTRY VICTORIA

RV MASTER

NCITC National Caravan Industry Training College

Scan the QR code to access the full FY 25 - 26 Annual Report