

## AGM Managing Director's Presentation.

---

**29 August 2024**

Attached for release is a copy of the Managing Director's presentation to be made at today's Webjet Limited Annual General Meeting.

Authorised for release by the Board of Directors.

For more information:

Carolyn Mole  
Investor Relations  
Ph: +61 3 9828 9754  
[Investor@webjetlimited.com](mailto:Investor@webjetlimited.com)

webjet limited

Managing Directors' Presentation

# FY24 AGM.

29 August 2024

WebBeds



GoSee tripninja

[www.webjetlimited.com](http://www.webjetlimited.com)

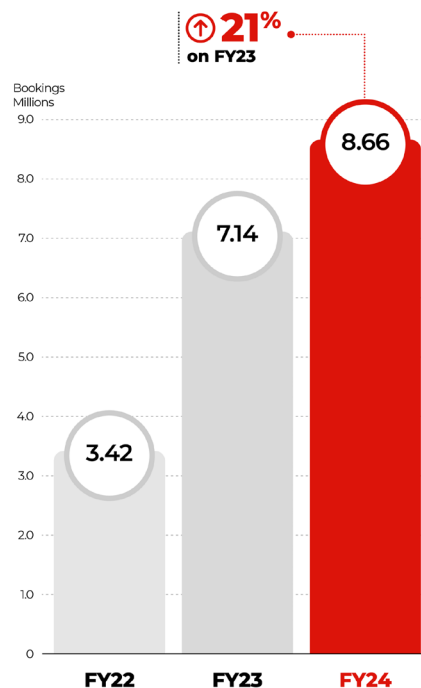
## FY24 - Key Metrics.

All metrics at record levels, materially ahead of both FY23 and pre-pandemic.

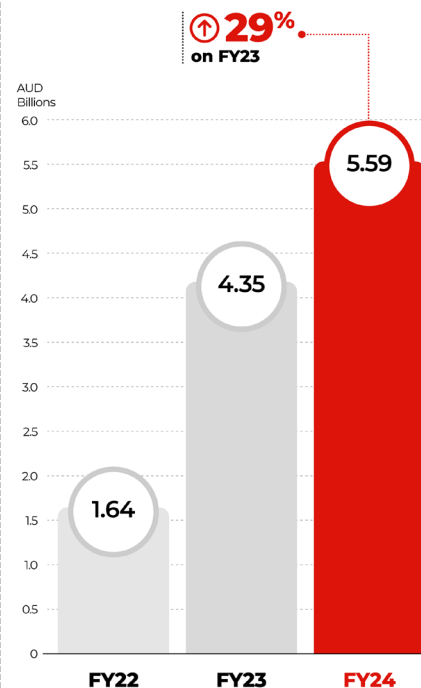
**Note:**

- Unless otherwise stated, in this document all financials are for **Underlying Operations** and all comparisons are over the previous corresponding period. All references to \$ are to AUD unless otherwise noted
- Bookings exclude Umrah Holidays International (UHI) from WebBeds results. FY22 and FY23 have been restated to remove UHI from results.

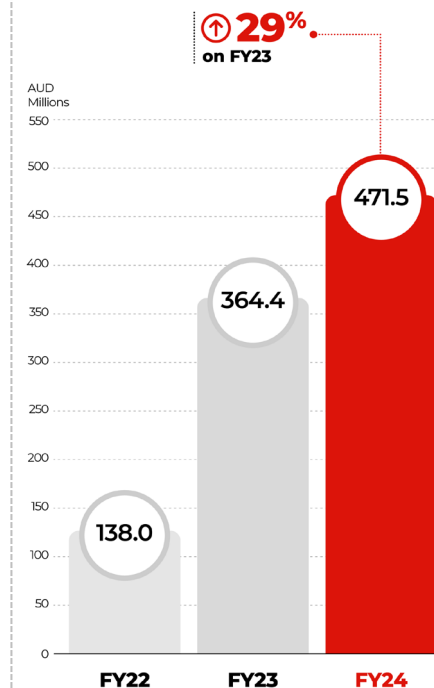
**Bookings**  
**8.7**  
million



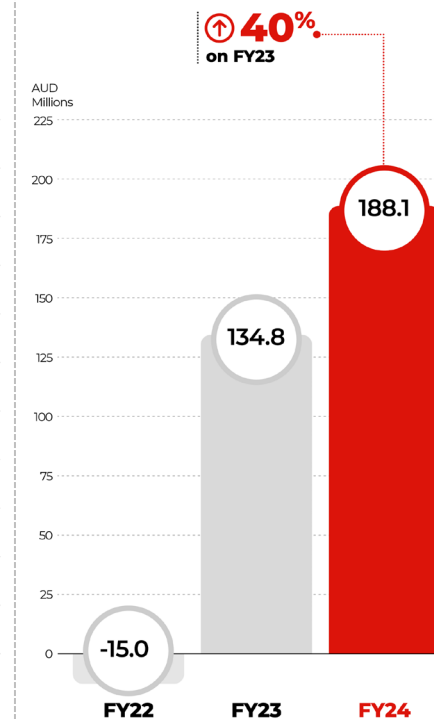
**TTV**  
**\$5.6**  
billion



**Revenue**  
**\$471.5**  
million



**EBITDA**  
**\$188.1**  
million



Strategy  
delivering  
outperformance.

## FY24 - Highlights.



WebBeds

EBITDA

**\$162.4m**

↑ 39% on FY23

↑ 27% based on functional currency

All key metrics at record levels, significantly ahead of FY23 and pre-pandemic levels; \$4 billion TTV.

Roadmap to deliver \$10 billion TTV in FY30.



EBITDA

**\$54.2m**

↑ 25% on FY23

Strong growth over FY23 on all key metrics; with significant growth in international market share.

EBITDA margins at record levels; (FY24: 44.7%).



GoSee

EBITDA

**\$1.7m**

↑ 6% on FY23

Improvement over FY23 but Motorhomes impacting profitability as inbound tourism & supply chain challenges continue.



Total Cash

**\$630m**

↑ \$116m on Mar23

Strong cash position, with significant cash generation from operations.

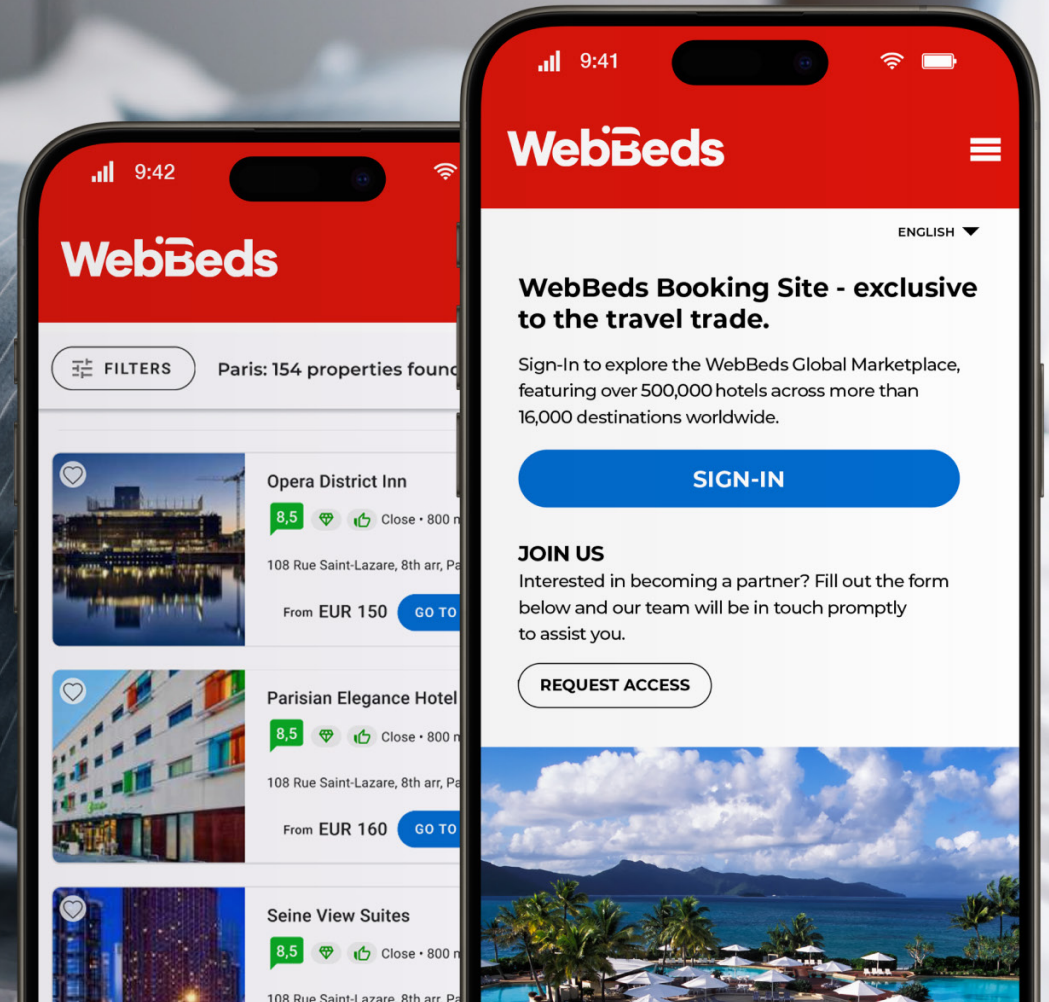
webjet limited

Travel Brands Update

# WebBeds.

A global B2B travel marketplace servicing the travel trade.

WebBeds



# WebBeds

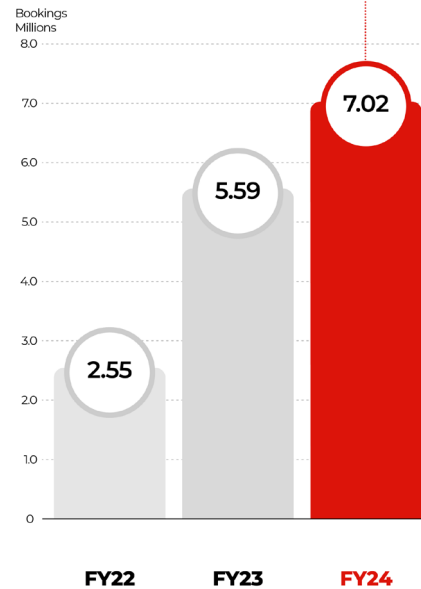
All metrics at record levels, significantly ahead of FY23.

## FY24 - WebBeds Key Metrics.

### Bookings

**7.0**  
million

↑ **26%**  
on FY23

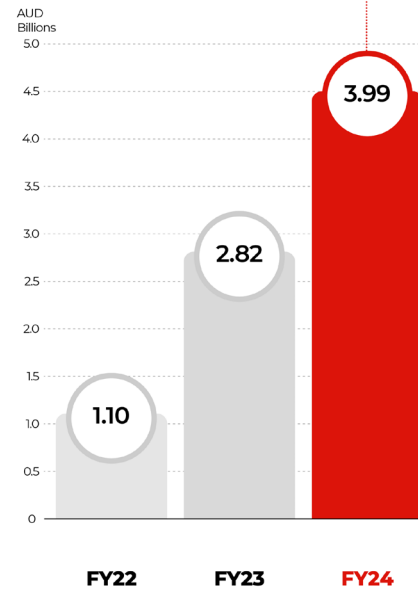


Driven by **accelerating growth in APAC and North America**

### TTV

**\$4.0**  
billion

↑ **42%**  
on FY23

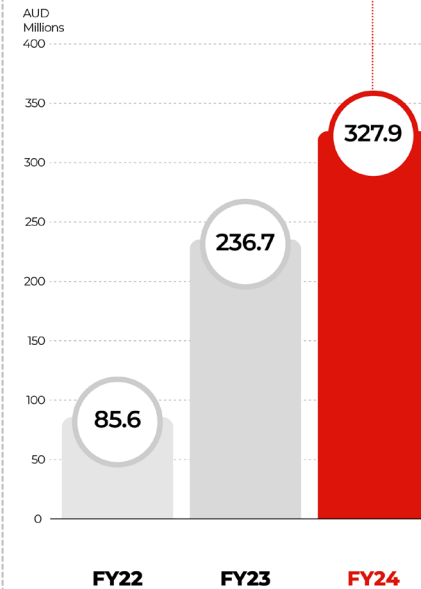


Volumes and Average Booking Value continue to improve

### Revenue

**\$327.9**  
million

↑ **39%**  
on FY23

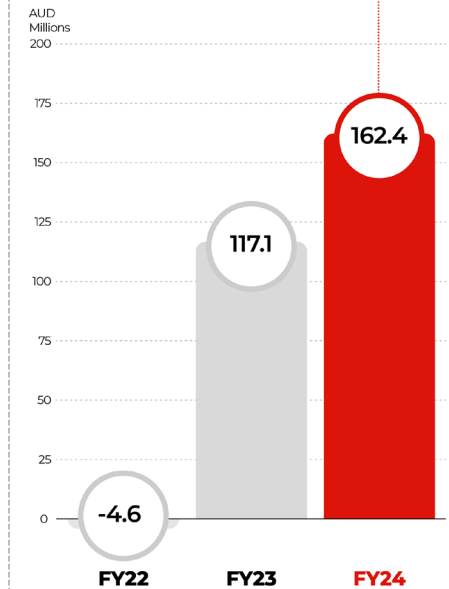


In line with TTV increase.

### EBITDA

**\$162.4**  
million

↑ **39%**  
on FY23



Reflecting **best-in-class EBITDA margins and scale benefits** coming through

#### Note:

- Based on functional currency (EUR) FY24 TTV was up 30% on FY23, Revenue was up 27% and EBITDA was up 27%.
- Bookings exclude Umrah Holidays International (UHI). FY22 and FY23 have been restated to remove UHI from results

# WebBeds

Three areas of focus to ensure continued growth towards FY30.

## Our Pillars of Growth.



01

### Growing Our Existing Portfolio

- Nurturing & growing our existing portfolio of travel buyers, hotel partners & suppliers

Driving **c.7%** TTV growth

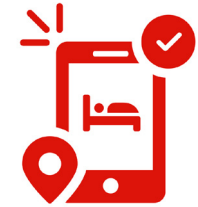


02

### New Customers, Supply & Markets

- New customer pipeline
- New hotel pipeline
- New markets

Driving **c.13%** TTV growth



03

### Conversion

- Continue current efforts
- Driving more volume from efficiency improvements
- Selling more of what we have to everyone

Driving **c.10%** TTV growth

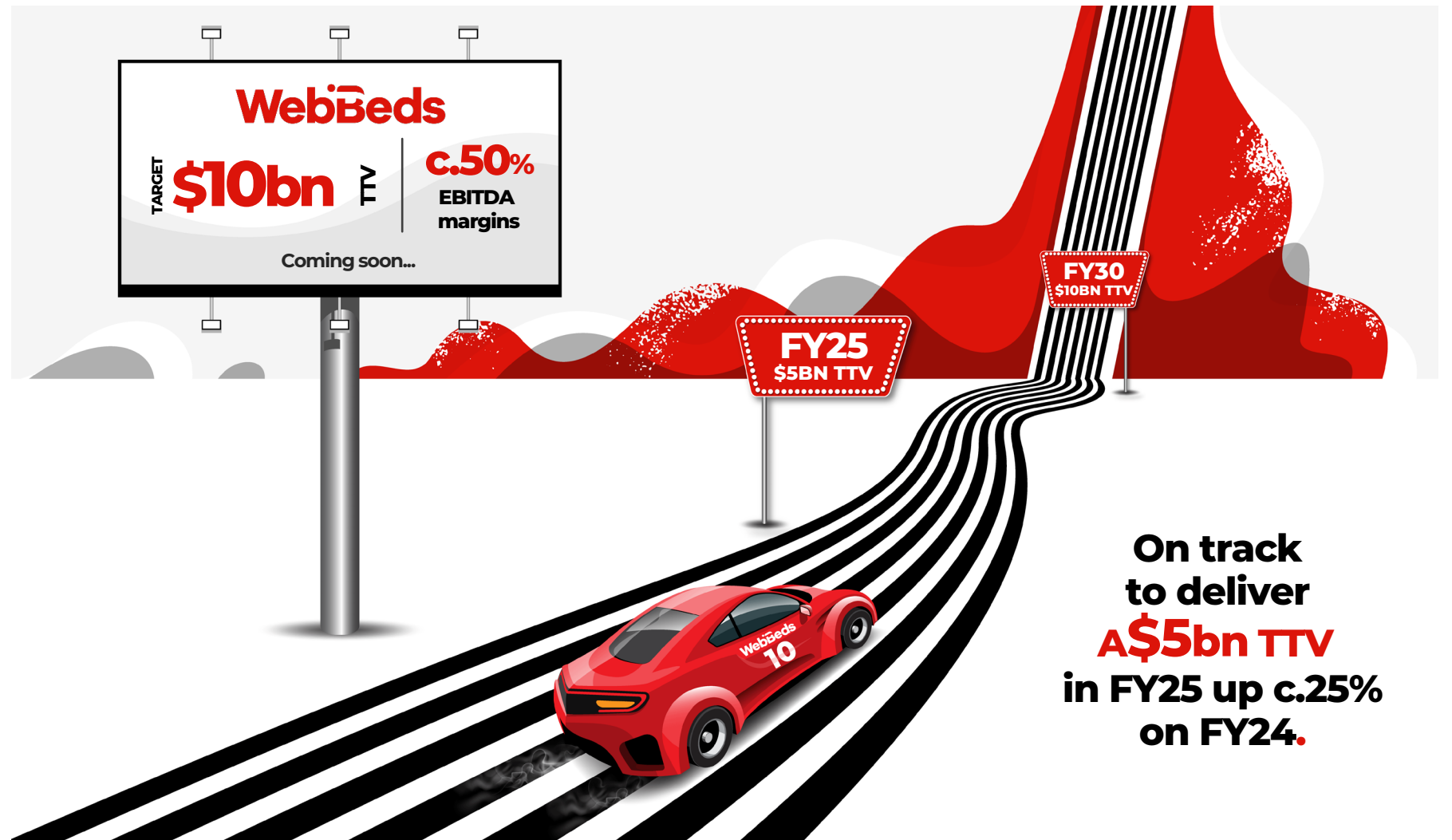
**Note:**

TTV growth based on functional currency (EUR) FY24 vs FY23

# WebBeds

On our journey towards delivering A\$10bn TTV in FY30.

We are on the way...





webjet limited

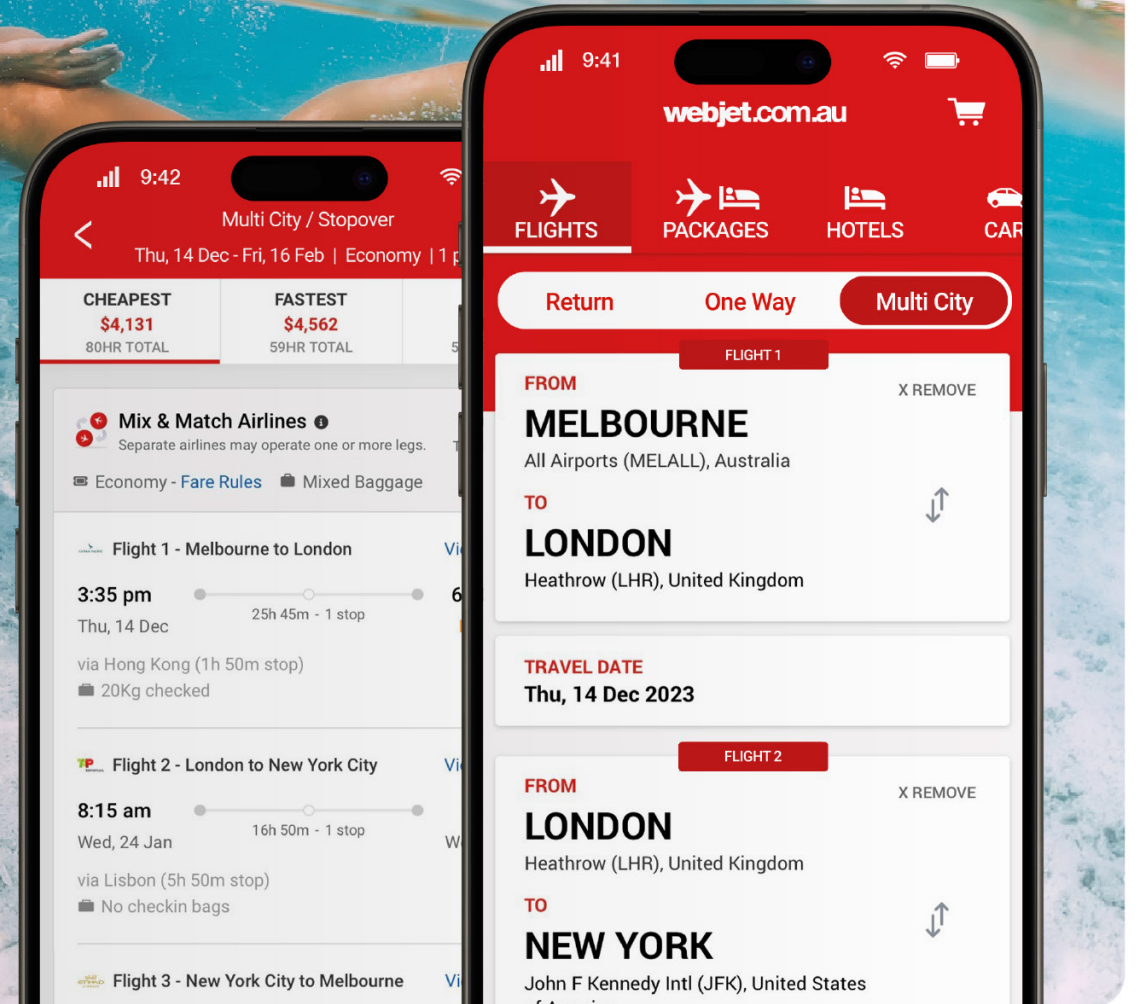
Travel Brands Update

# Webjet OTA.

The #1 online travel agent in Australia & New Zealand.



webjet.com.au





webjet.com.au

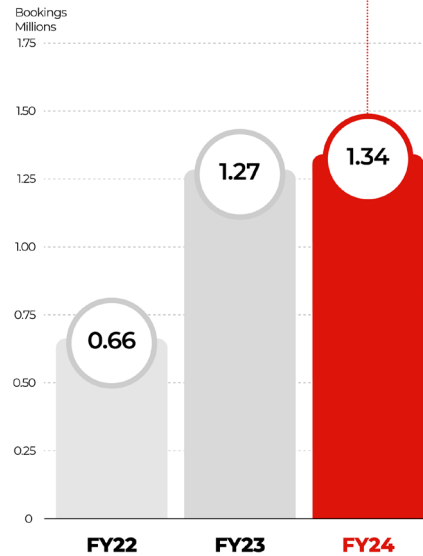
**Strong growth over FY23** as international capacity returns.

## FY24 - Webjet OTA Key Metrics.

### Bookings

**1.3**  
million

↑ **5%**  
on FY23

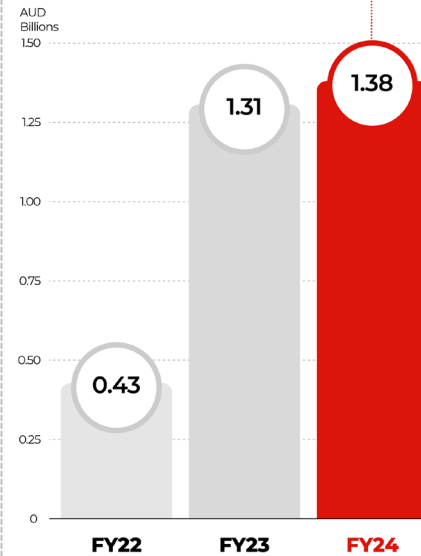


Driven by growth in international

### TTV

**\$1.4**  
billion

↑ **6%**  
on FY23

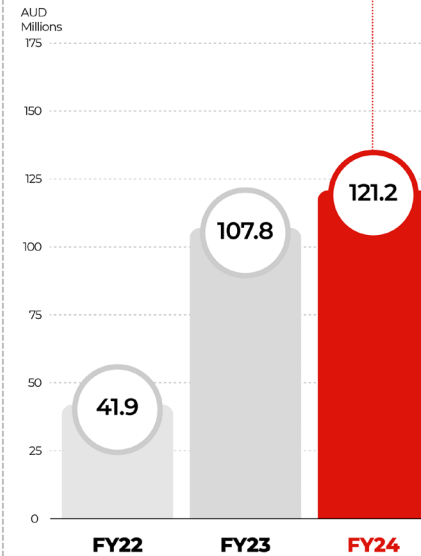


Average Booking Values reflecting international pricing

### Revenue

**\$121.2**  
million

↑ **12%**  
on FY23

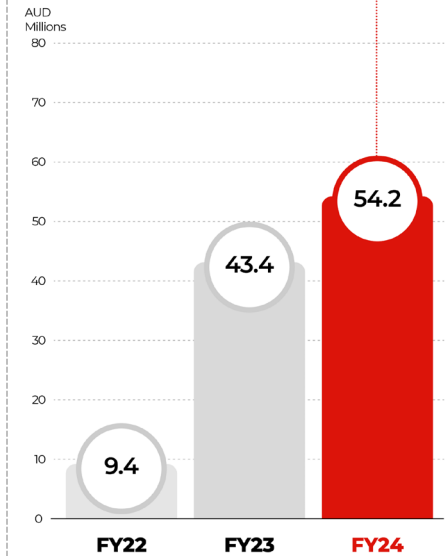


Focus on higher margin revenue opportunities helping offset lower commission on international

### EBITDA

**\$54.2**  
million

↑ **25%**  
on FY23



World class OTA margins



webjet.com.au

**Total market share up 46% since the pandemic began.**

## Significant market share gains.

### International share 33% higher than pre-pandemic

- International market share increased 14% over FY23 reflecting capacity returning to market and focus on promoting international flights

### Trip Ninja helping drive international performance

- Trip Ninja technology is now applied across all international and domestic multi-stop trips
- Delivering to business case and supporting above market recovery in international

### Award winning OTA

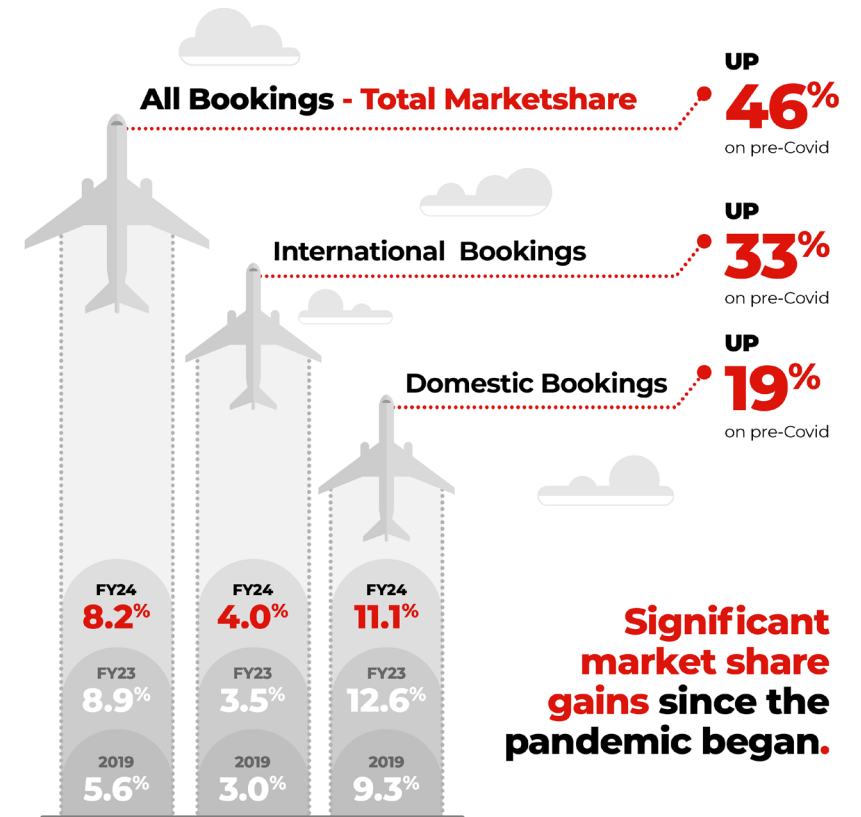
- *Leading Online Travel Agency* in Australia, New Zealand and Oceania (2023 World Travel Awards) and *Most Outstanding Online Travel Agency* (2023 National Travel Industry Association Awards)

### Service improvements driving higher customer satisfaction

- Net Promoter Score (NPS) up 47% and Customer Engagement Score (CES) up 21%

### Webjet OTA Average Market Share

Across GDS Bookings – Australia Travel Agency Offline & Online<sup>(1)</sup>



**Significant market share gains since the pandemic began.**

**Note:** FY24 based on GDS bookings from 1 April 2023 to 31 March 2024. 2019 based on GDS bookings from 1 January 2019 to 31 December 2019.

1. GDS bookings do not include low cost carriers.

2. Market share data does not include bookings made using flight credits.

**Note:** flight credit transactions are not included in market share data<sup>(2)</sup>



webjet limited

Group Update

# FY25 Trading Update.

WebBeds

[webjet.com.au](http://webjet.com.au)

GoSee

tripninja

**WebBeds on track to deliver \$5 Billion TTV in FY25.**  
Webjet OTA's international bookings continue to grow.

## FY25 – trading YTD.



### WebBeds

- **All markets are performing well** with TTV and Bookings tracking significantly ahead of FY24. **On track to deliver \$5 billion TTV in FY25.**
- **Europe trading in June and July was impacted by the collapse of FTI Group** that resulted in approximately \$2 billion hotel inventory distorting the market and impacting margins<sup>(1)</sup>. Paris Olympics impacted demand for France and the European Football Championships reduced German outbound travel. **We are seeing strong rebound in August with created TTV up more than 30% compared to the same period last year.**
- European summer trading means TTV/Revenue margins for 1H25 will be c.7%. We anticipate margins to improve in 2H25.
- As at 25 August 2024, **Bookings are up more than 20%, TTV is up more than 25%<sup>(2)</sup> and EBITDA is tracking ahead** compared to the same period last year. EBITDA margins remain c. 50%.



### Webjet OTA

- **Bookings continue to be subdued** reflecting ongoing cost of living pressures and Rex Airlines going into administration. **International bookings continue to grow** and Webjet OTA continues to take share from other OTAs. **TTV reflects ongoing price deflation in international.**
- As at 25 August 2024, **Bookings are down c. 5%, TTV is down c.10% and EBITDA is tracking ahead of the same period last year.**

(1) The FTI Group collapse did not create any receivables liability.

(2) TTV based on EURO functional currency

webjet limited

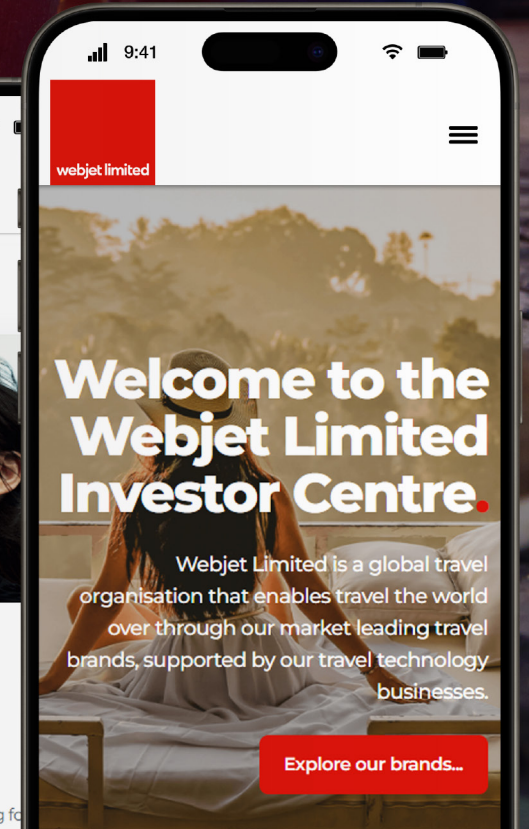
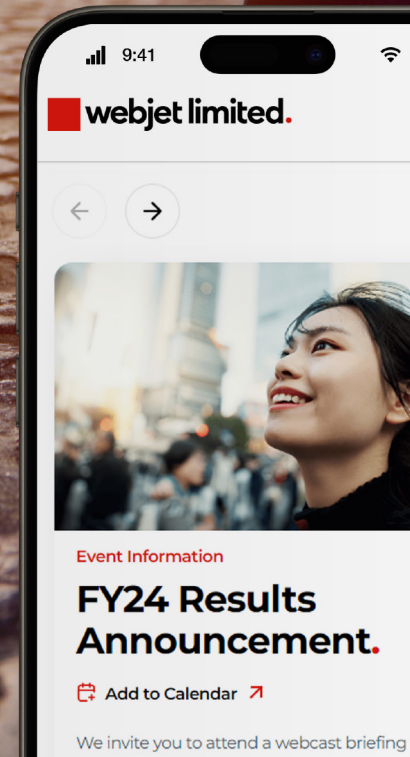
**1H25 results  
are due to be announced on  
20 November 2024.**



All event information can be found on the Calendar page of our **Investor Centre** website

**Thank  
you.**

www.webjetlimited.com



## Glossary & abbreviations.

---

**FY22** 12 months ending 31 March 2022

**FY23** 12 months ending 31 March 2023

**FY24** 12 months ending 31 March 2024

**APAC** Asia Pacific

**GDS** Global Distribution System

**OTA** Online Travel Agency

**TTV** Total Transaction Value