

WEBJET LIMITED

UBS AUSTRALASIA CONFERENCE



John Guscic
Managing Director

17 November 2015



Who is Webjet Limited?

DIGITAL TRAVEL BUSINESS ...

spanning both regional consumer markets (through B2C) and global wholesale markets (through B2B)

B2C TRAVEL

Leading consumer OTA brands: Webjet and ZUJI

Regional coverage:

- Australia
- New Zealand
- Singapore
- Hong Kong

10%+ pa target EBITDA CAGR for next 5 years



B2B TRAVEL

Online fulfillment of hotel bookings for our travel agent partners

Global coverage:

- Middle East (LOH)
- Africa (LOH)
- United States (LOH)
- Europe (Sunhotels)

30%+ pa target EBITDA CAGR for next 5 years



FY15 highlights

	FY15
TTV	A\$ 1,266m
Revenue	A\$ 119.1m
EBITDA	A\$ 27.9m
Underlying EBITDA ⁽¹⁾	A\$ 30.9m
PBT	A\$ 23.2m
NPAT	A\$ 17.5m

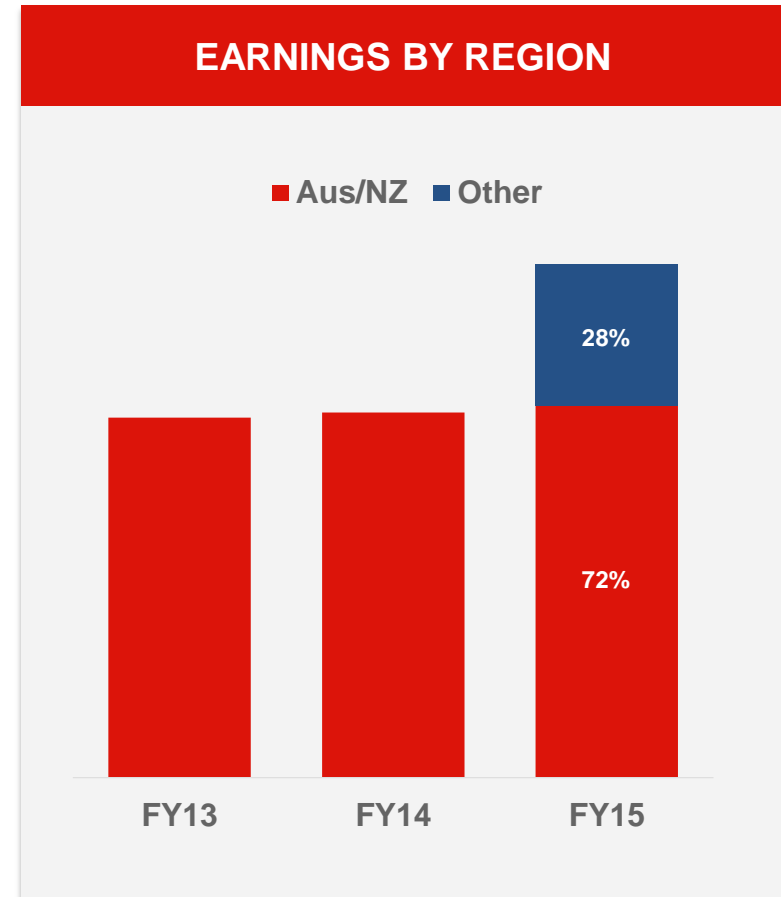
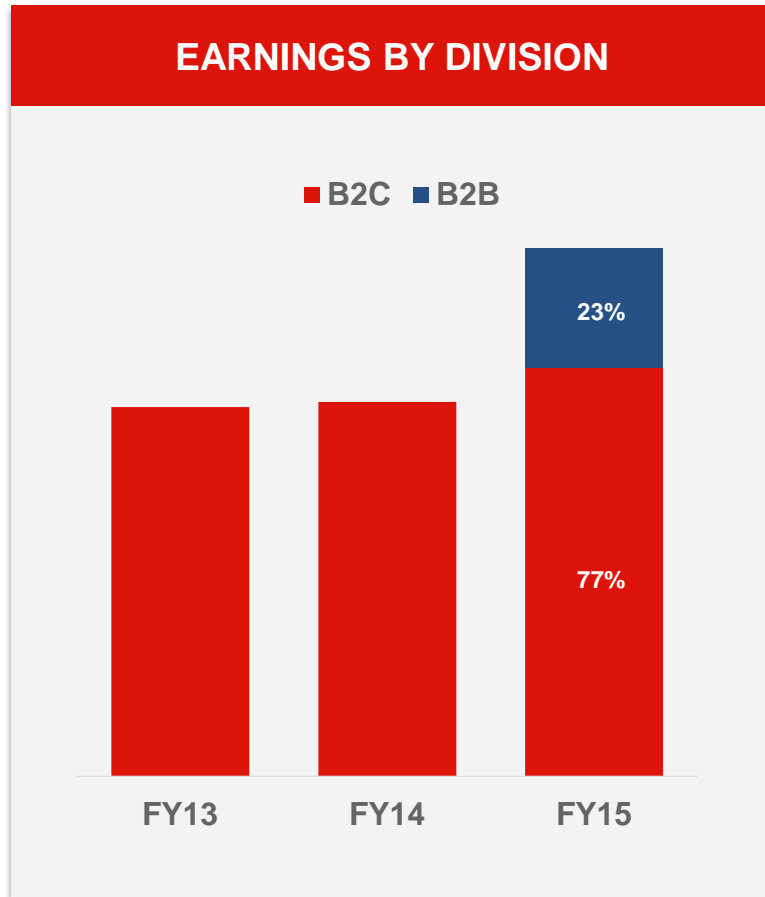
(1) Underlying FY15 EBITDA excludes \$1.1m SunHotels acquisition costs and \$1.9m impact of FX losses. Underlying FY14 EBITDA excludes \$1.4m gain from sale of controlling interest in Webjet Marketing USA.

↑ 31% TTV	↑ 21% Revenue
↑ 20% EBITDA	↑ 41% Underlying EBITDA ⁽¹⁾
↑ 10% PBT	↓ 8.5% NPAT <small>(due to higher effective tax rate)</small>

	FY15 \$m	FY14 \$m	Inc. / (Dec.)	
TTV			\$m	%
Webjet	831	671	160	23.9%
Zuji	207	209	(2)	(1.0%)
LOH	96	56	39	69.6%
Sun-Hotels	133		133	n/a
Continuing Operations	1,266	936	330	35.3%
Segment TTV				
B2C (Continuing Operations)	1,038	880	158.4	18.0%
SunHotels	133	0	132.5	n/a
LOH	96	56	39.2	69.6%
EBITDA				
B2C (Continuing Operations) ⁽¹⁾	24.0	22.1	1.9	8.4%
SunHotels	1.7		1.7	n/a
LOH	2.3	(0.2)	2.5	n/a

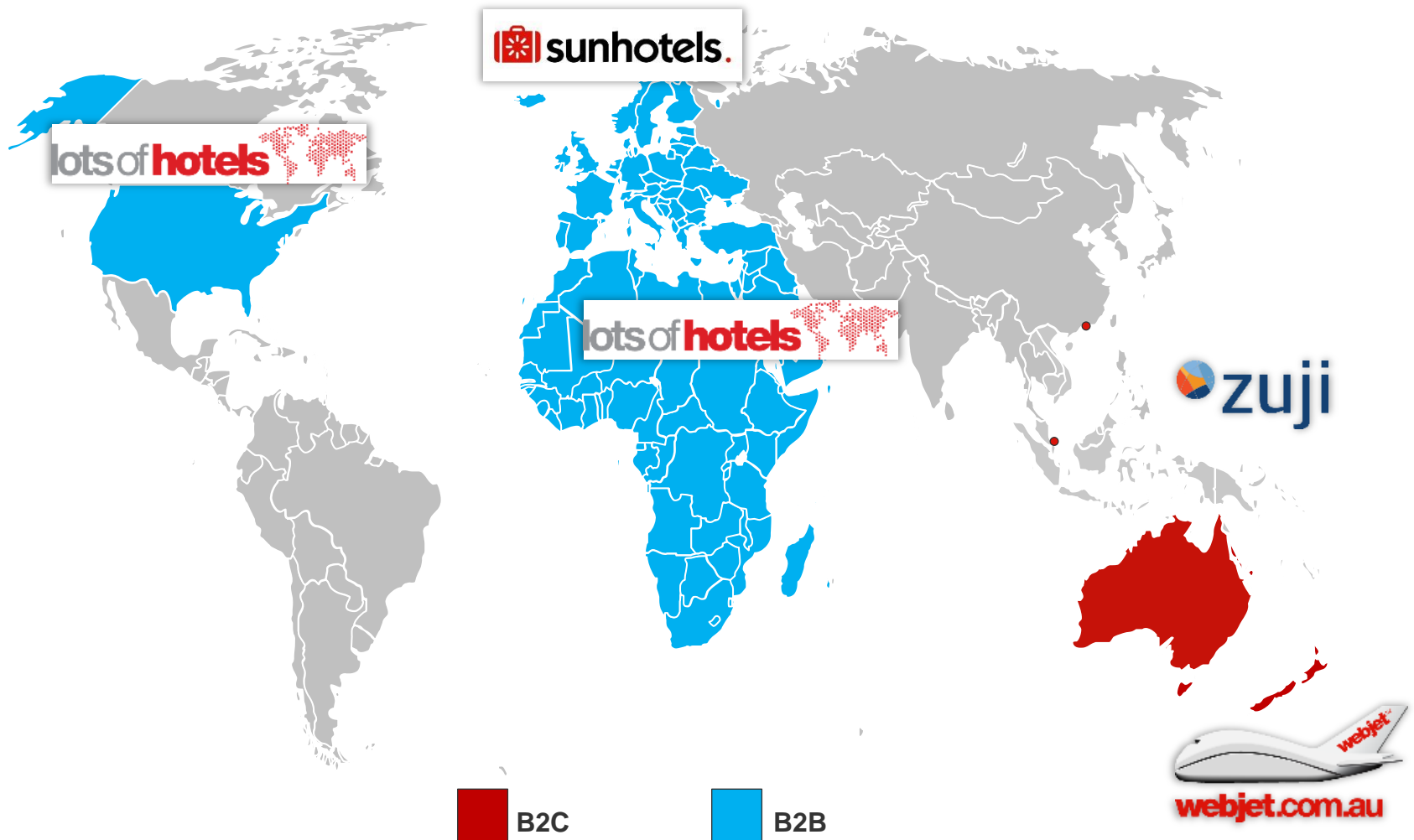
Group TTV up 35%			
↑ 18% B2C TTV	↗ ↘	Webjet TTV ↑ 24%	Zuji TTV ↓ 1%
↑ 70% Lots of Hotels (LOH) TTV			

Ongoing diversification of earnings streams



* Results based on underlying EBITDA of \$21.6m in FY13, \$21.9m in FY14 and \$30.9m in FY15

Geographical expansion



B2C TRAVEL

Online travel agency



B2C TRAVEL



Australia
New Zealand



Australia
Singapore
Hong Kong



Middle East
Africa
North America

B2B TRAVEL



Europe

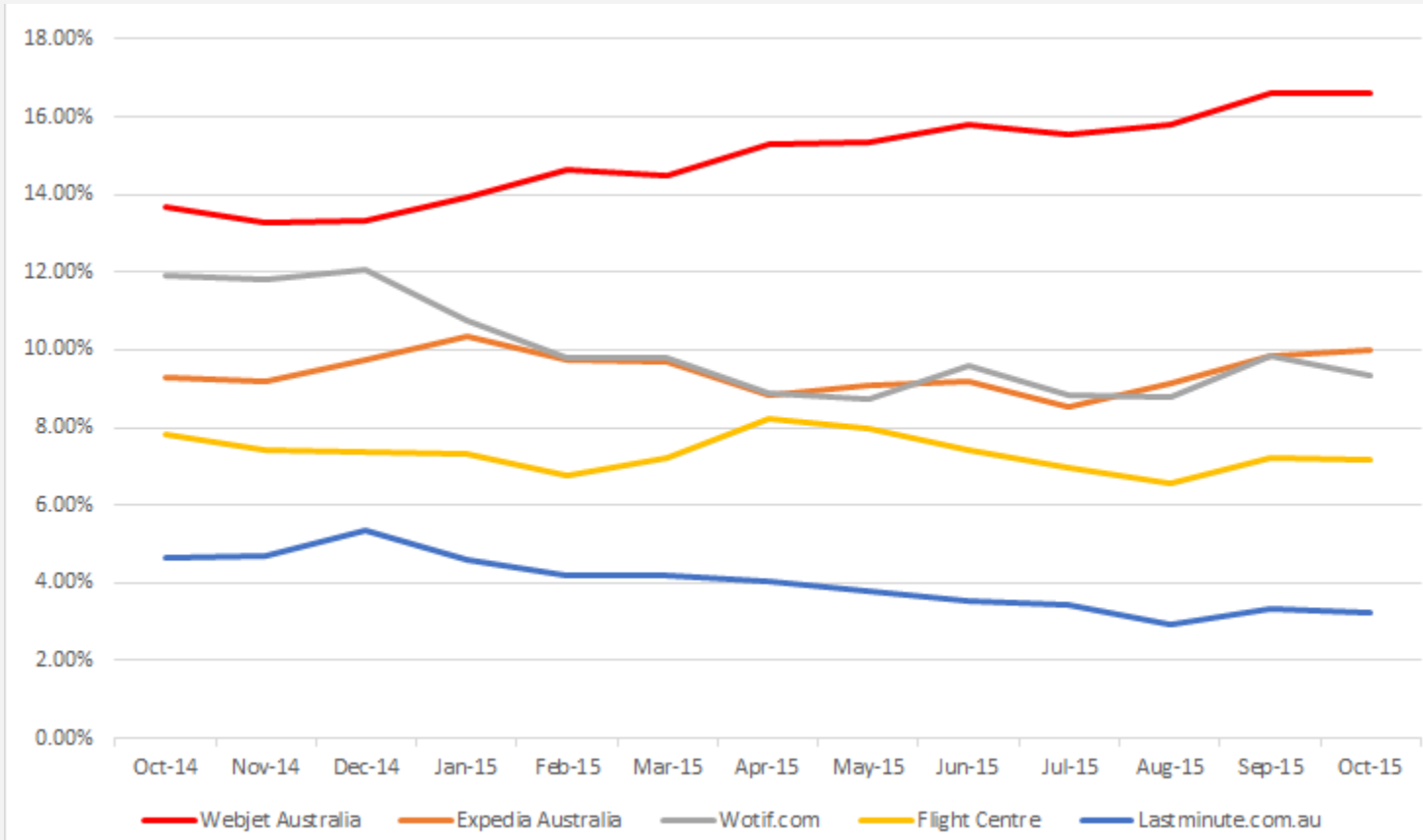
Australia's leading OTA

We offer our customers the greatest convenience and choice in booking online travel in Australia and internationally

AIR	Air	<ul style="list-style-type: none"> • Full range of Domestic and International flights across all classes • Easy- to- use matrix format • Booking fee includes our unique 30 minute price guarantee
NON-AIR	Packages	<ul style="list-style-type: none"> • <i>Webjet Exclusives</i> – unique travel packages exclusive to Webjet customers • Dynamic packages (“create your own”)
	Hotels	<ul style="list-style-type: none"> • Over 150,000 hotels and 1 million hotel rooms on sale each day • Book accommodation in conjunction with flights or on a standalone basis
	Car Hire	<ul style="list-style-type: none"> • Range of car hire options available in conjunction with flight bookings or on a standalone basis
	Insurance	<ul style="list-style-type: none"> • Travel insurance available in conjunction with flight bookings or on a standalone basis
	Cruise	<ul style="list-style-type: none"> • Online offering with bookings made online or through call centre

More people are visiting our site ...

Hitwise Market Share – OTA Australia



Source: Hitwise Experian. Data shows number of visitors.

... and more bookings shifting online

↑ 17%

Year-on-year
Webjet bookings

↑ 15%

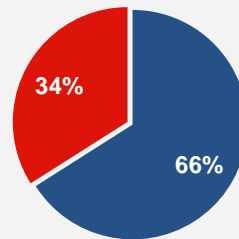
Domestic
bookings

↑ 35%

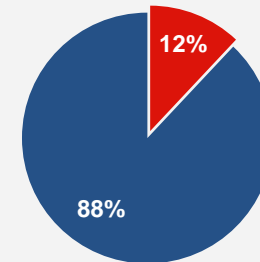
International
bookings despite
AUD/USD depreciation of
18%

Online shift accelerating bookings & packages

% TTV (FY15)



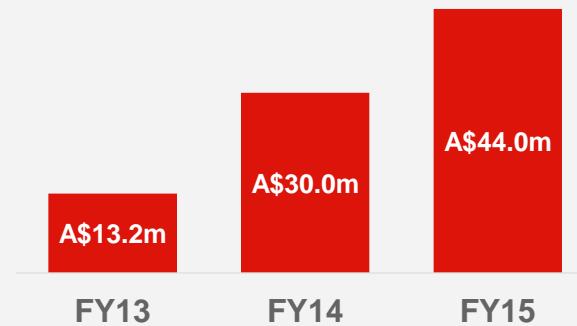
% Bookings (FY15)



■ International

■ Domestic

TTV PACKAGES



Shows annualised TTV run rate

Strong growth continues

TTV FY16 YTD growing at more than 15%

- **Online shift accelerating:** Bookings growth outperforming market by more than 5 fold.
- **International bookings:** Sustaining growth momentum; continue to increase as % of TTV and Bookings.
- **Higher margin products:** Packages, car hire and travel insurance TTV continues to grow more than bookings growth rate.

Key Growth Factors

- Improved technology platform
- New service offerings
- Effective marketing mix
- Increased mobile traffic
- Improved conversions



B2C TRAVEL



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B TRAVEL



Middle East
Africa
North America



Europe

Asia recovery continues

FY16 YTD TTV growing at more than 20%

Significant improvements post acquisition

- **Ongoing cost reductions:** \$6 million pa extracted from Yr 1
- **Technology:** New platform launched; new product and mobile Apps launched across all markets
- **Content:** Increased LCC content across Hong Kong and Singapore

Profitable business demonstrating growth

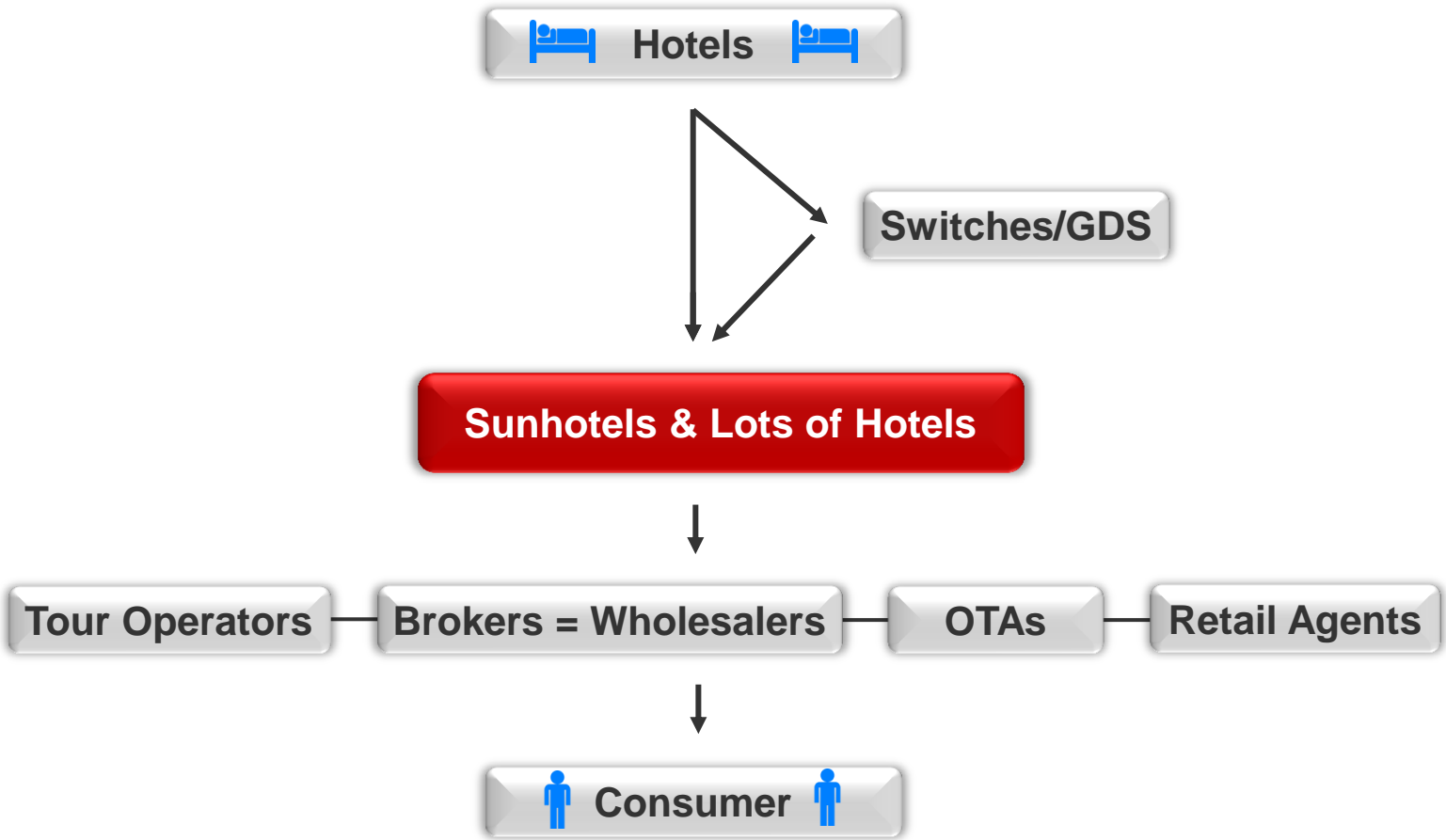
- **TTV growth:** Demand growing in key Asian markets
- **Competitive environment:** Asian market showing signs of improvement following a difficult FY15

B2B TRAVEL

Digital provision of hotel rooms to global partners

B2B – What is It?

B2B: Digitally helping suppliers reach the end customer



B2B: Selling the outsourcing of purchasing and fulfillment

The B2B market opportunity

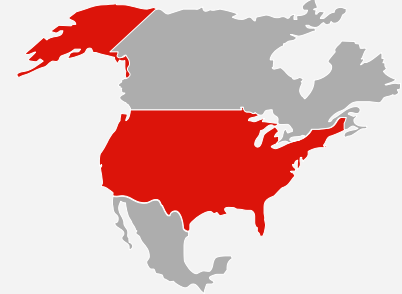
Middle East and Africa



Europe



US



Market size

\$3 Billion

\$20 Billion

\$15 Billion

Highly experienced management team

Over 100 years
B2B experience for the
LOH team

Over 100 years
B2B experience for the
Sunhotels team

Over 50 years
B2B experience for the
LOH North America start up team

Unique multi-supply aggregation strategy

TRAVEL AGENTS



OUR B2B BUSINESSES
(LOH, Sunhotels)



We source hotel rooms from a wide range of supply channels providing travel agents with the greatest breadth of inventory at the best prices

Direct contracting in key cities

- 7000+ properties

Global hotel chain dynamic inventory agreements

- Deals completed with 12 hotel chains
- 6 currently online

Third party providers

- 17 integrated into our network



B2C TRAVEL



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B TRAVEL



Middle East
Africa
North America



Europe

Strong EBITDA growth coming through

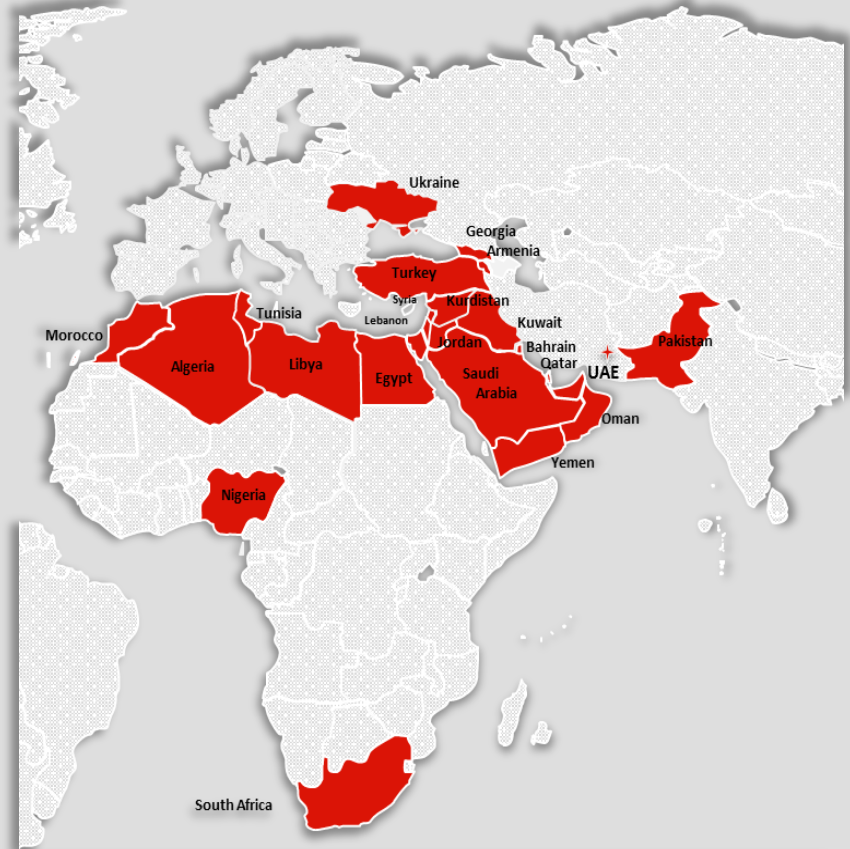
FY16 YTD TTV growing at more than 100%

Gaining share as #3 player in Middle East and Africa market

- **Expanding customer base:** Becoming more embedded with existing customer base; new customers growing
- **Expanding inventory offering:** Unique cost model allows LOH to offer more inventory at lower prices than competitors

Well positioned for delivering EBITDA growth in FY16

- **Growth opportunities:** Considerable opportunities in existing markets
- **Increased salesforce by more than 30%:** Continue to grow salesforce to take advantage of growth opportunities



■ Operating – 23 markets

UAE	Libya	Lebanon	Algeria	Kurdistan
KSA	Kuwait	Syria	Morocco	Georgia
Qatar	Bahrain	Egypt	Nigeria	Armenia
Oman	Pakistan	Tunisia	Yemen	Ukraine
SA	Jordan	Turkey		

LOH launching in North America 3Q FY16

North America Market Entry

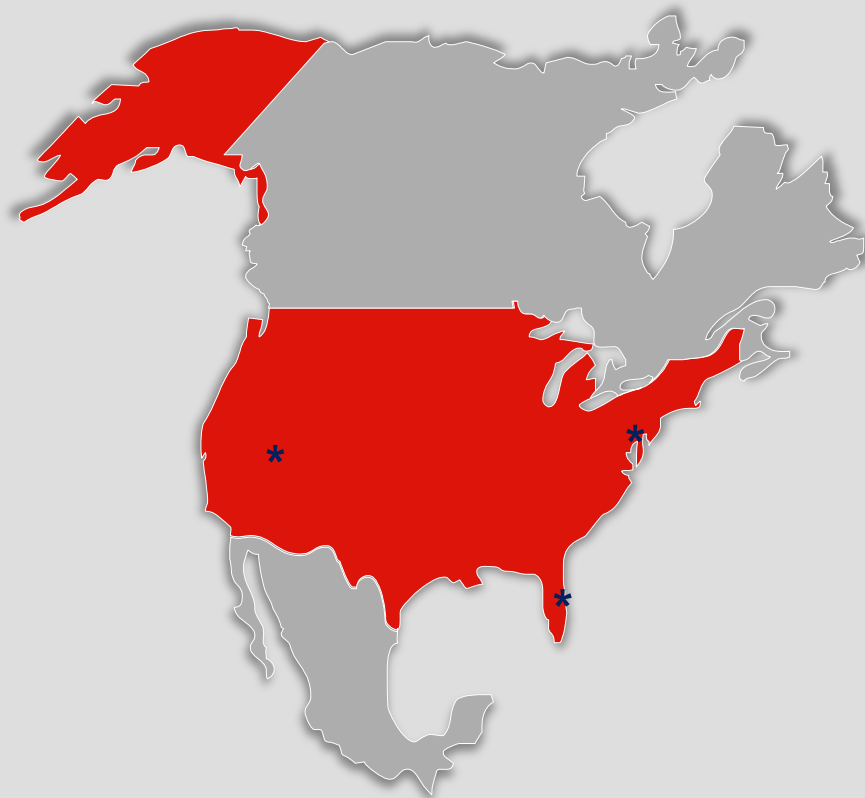
Opportunity to replicate success of LOH in North American market

- **Geographically fragmented market:** Large wholesale market potential
- **Multi-supply aggregation model:** Target wholesalers in key cities with unique supply model offering more inventory at lower prices
- **Direct inventory:** Increase direct sourcing in key US markets
- **Experienced team:** Start-up headed by senior executive with 20+ years B2B experience; 5 new team members already on board

**\$1 million investment underway:
launch targeted for Q3 FY16**

Key Source Markets

New York - Las Vegas - Orlando



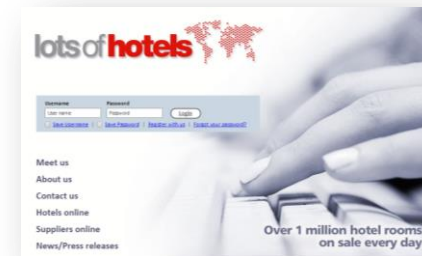
Poised for growth in FY16

FY16 Advantages and Opportunities

- **Supply:** Direct contracting focus on UAE, Saudi, Qatar, and Turkey; highly efficient mid and long tail through third party provider connectivity
- **Destinations:** Strong position in Dubai, Istanbul, Paris, London, Munich, Mecca
- **Customer base:** Stretches across travel agencies, OTAs and tour operators
- **Partnerships with tour operators:** Turn to LOH to outsource purchasing and fulfillment of operations
- **Sales growth outside of MEA/NA:** opportunistic approach in Latin America and Asia

Technology supporting growth

- **New website:** New point of sale developed
- **Scalable platform:** Enables more product on shelf
- **Fully agile methodology**
- **Outsourced low-cost development**
- Developments to improve staff productivity





B2C TRAVEL



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B TRAVEL



Middle East
Africa
North America



Europe

Poised for growth in FY16

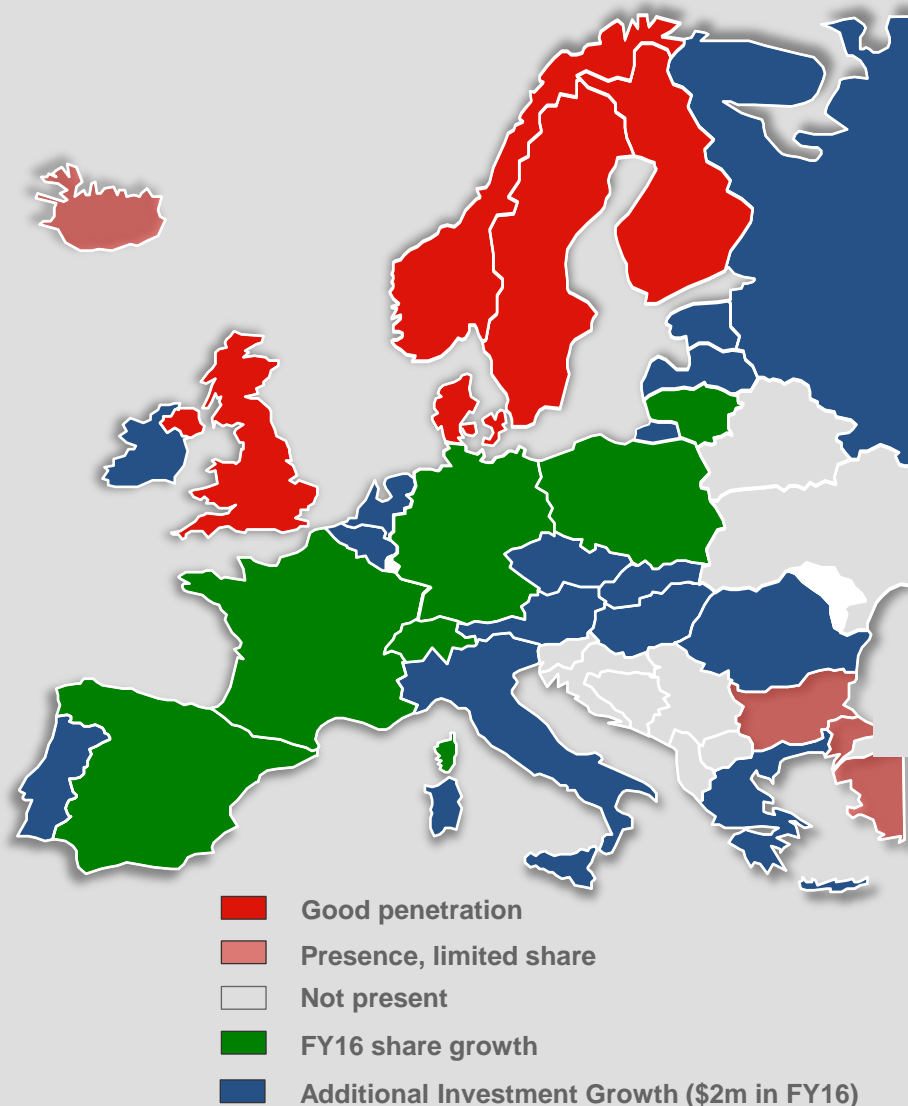
FY16 YTD TTV growing at more than 20%

Attractive growth opportunities in European market

- **Increased salesforce:** Grown by 20% since acquisition; all key senior hires now in place
- **Market expansion:**
 - Deeper penetration of already penetrated markets: UK, Spain, Germany
 - Further penetrate markets with existing clients: Italy, Israel, Turkey, Greece, Russia, Romania, Portugal, Poland
 - Increase retail customer base in France, Switzerland, Netherlands, Belgium
 - Primary focus on leisure market; looking into business market for UK, Nordics, France
- **Inventory :** Opportunities to cross-sell unified inventory pool across all B2B brands

\$2 million investment underway

- **Directly contracted inventory:** Increase in up to 12 key European markets
- **Expand offering:** Experienced salesforce to offer broader inventory range in both existing and key new markets



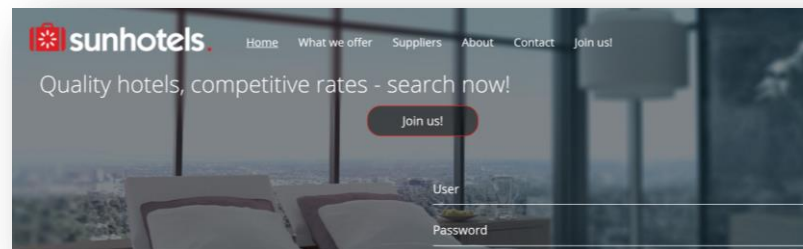
Poised for growth in FY16

FY16 Advantages and Opportunities

- **Supply:** Heavy direct contracting focus, highly efficient mid and long tail through DMC and third party provider connectivity
- **Destinations:** Strong position in Mediterranean beach, fast growth in cities
- **Customer base:** Stretches across travel agencies, OTAs and tour operators
- **Partnerships with tour operators:** Turn to SH to outsource purchasing and fulfillment of operations
- **Sales growth outside of Europe:** opportunistic approach in Latin America and Asia

Technology supporting growth

- **New website:** New point of sale developed
- **Scalable platform:** Enables more product on shelf
- **Fully agile methodology**
- **In-house development:** Outsource low-cost where appropriate
- Developments to improve staff productivity



FY16 GUIDANCE

FY16 Guidance

Outlook for FY16

EBITDA

- Expected FY16 EBITDA of \$33.5 million, up 20% on FY15 after expensing \$3 million investment in B2B

B2C

- Webjet TTV growing at more than 15%
- ZUJI TTV growing at more than 20%

B2B

- LOH TTV growing at more than 100%
- SunHotels TTV growing at more than 20%
- We continue to look for attractive acquisition opportunities



webjet limited

THANK YOU

November 2015

