

# WEBJET LIMITED

## AGM



**John Guscic**  
Managing Director

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# 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**



# B2C TRAVEL

Online travel agency



## B2C TRAVEL



Australia  
New Zealand



Australia  
Singapore  
Hong Kong



Middle East  
Africa  
North America

## B2B TRAVEL



Europe

# Strong growth continues

**TTV FY16 YTD growing at more than 15%**

## **Business continues to demonstrate strong growth**

- **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



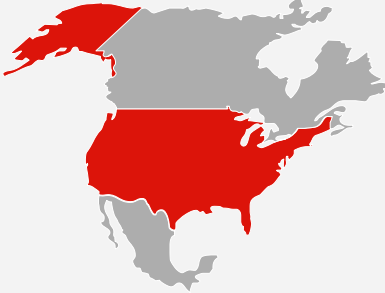
- **TTV growth:** Demand growing in key Asian markets
- **Competitive environment:** Asian market showing signs of improvement following a difficult FY15

# B2B TRAVEL

Digital provision of hotel rooms to global partners



# The B2B market opportunity

Middle East and Africa	Europe	US
		
Market size		
\$3 Billion	\$20 Billion	\$15 Billion
Highly experienced management team		
<p><b>Over 100 years</b> B2B experience for the LOH team</p>	<p><b>Over 100 years</b> B2B experience for the SunHotels team</p>	<p><b>Over 50 years</b> B2B experience for the LOH North America start up team</p>

# 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  
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## B2B TRAVEL



Middle East  
Africa  
North America



Europe

# Strong EBITDA growth coming through

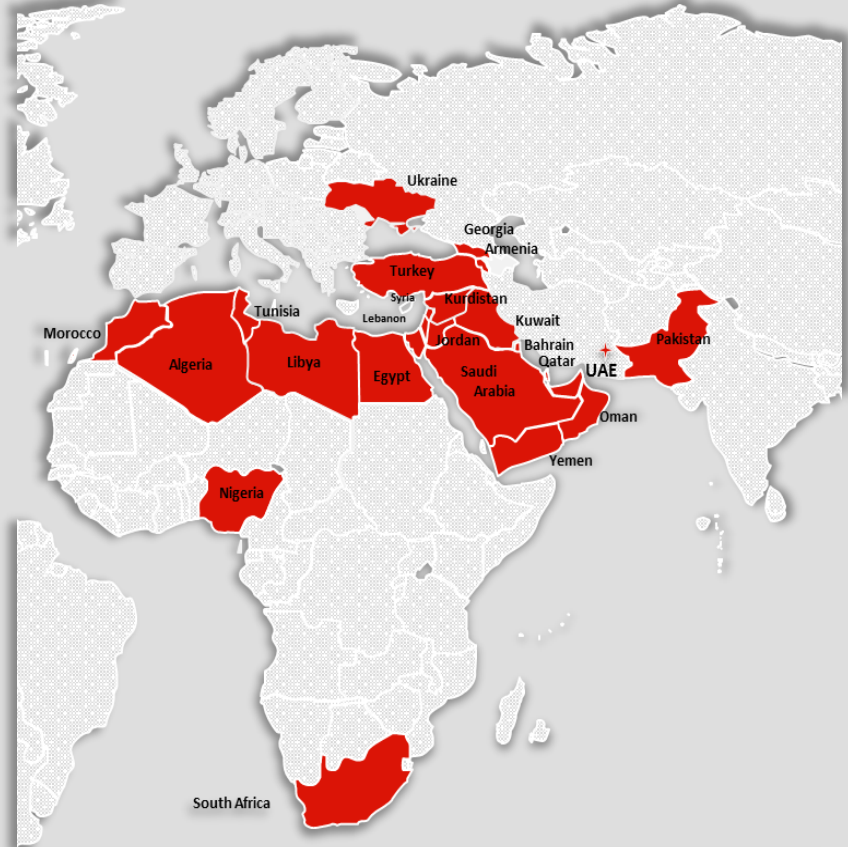
**FY16 YTD TTV growing at more than 100%**

**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		



## B2C TRAVEL



Australia  
New Zealand



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## B2B TRAVEL



Europe

# Poised for growth in FY16

Strategy

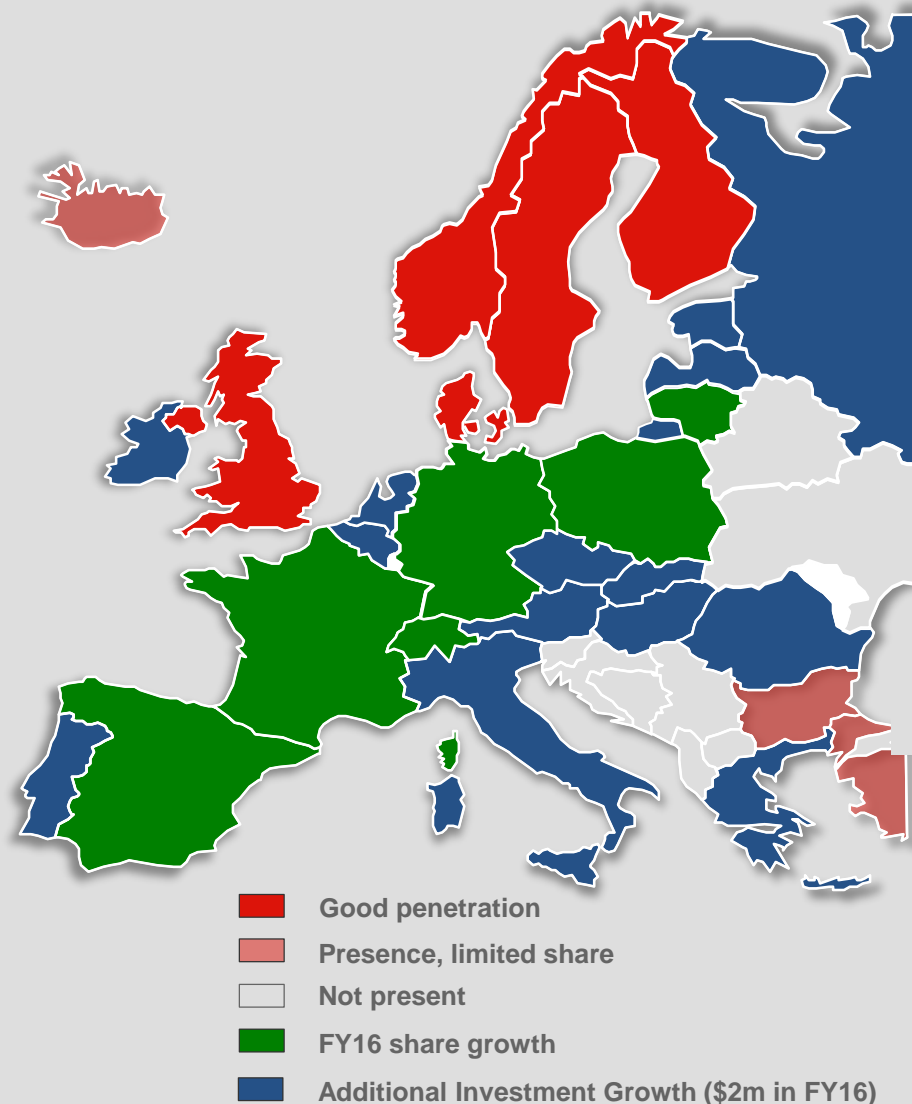
**FY16 YTD TTV growing at more than 20%**

## Attractive growth opportunities in European market

- **Increased salesforce:** Grown by 20% since acquisition; all key senior hires now in place
- **Market expansion:** Entry strategies underway in 6 new European markets
- **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



# LOH launching in North America 3Q FY16

## North America Market Entry

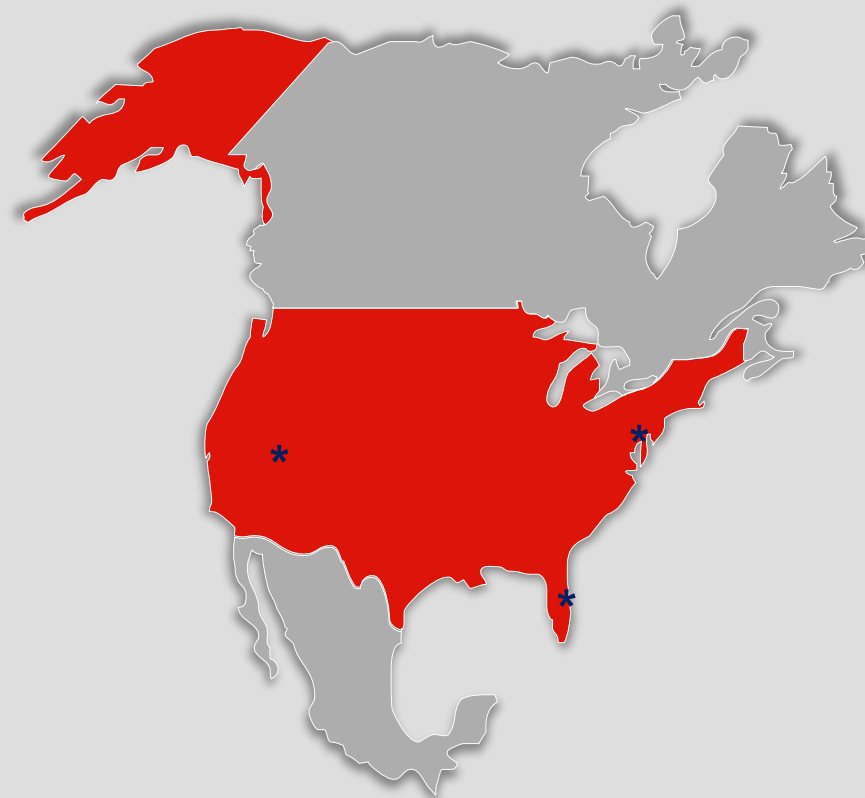
Opportunity to replicate success of LOH in North American market

- **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



# 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

