WEBJET LIMITED
1H18 FINANCIAL RESULTS

by JOHN **GUSCIC, Managing Director**

22 February 2018

1H18 Group Tracking to Plan

Webjet flight bookings outperforms market by more than 4 times

- Strong growth in higher margin products

Fastest growing B2B player in the world

- Significantly outperforming market growth rates in all regions
- Growing more than 12 times the global market (1)

Delivering strong financial performance

- For the continuing operations
  - $41.0 million EBITDA - up **63%**
  - $20.0 million NPAT – up **25%**

4-Year Booking CAGR: 41%

FY18 EBITDA Guidance

- On track to deliver more than $3 billion TTV
- FY18 EBITDA guidance of at least $80 million inclusive of JacTravel acquisition costs

(1) IATA estimated passenger volume increase globally is 7.5% for CY17

1H18 Financial Highlights

1H18 vs 1H17 (1)	Statutory Result	Continuing Operations (2)
	(includes proceeds of sale of Zuji and one-offs)	(excludes proceeds of sale of Zuji and one-offs)
TTV	↑ 41%	↑ 55%
Total Revenue	↑ 188%	↑ 290%
Revenue (3)	↑ 11%	↑ 52%
EBITDA	↓ 10%	↑ 63%
NPAT(before AA) (4)	↓ 38%	↑ 45%
NPAT	↓ 48%	↑ 25%

(1) **1H17 Restatement**-- reflects the accounting treatment adopted in respect of Thomas Cook agreement for FY17. Impact is $5.3 million reduction in Revenue and EBITDA and a $1.4 million reduction in amortisation
(2) **Continuing operations** - 1H18 excludes $1.0M costs associated with acquisition of JacTravel. 1H17 excludes Zuji, proceeds from sale of Zuji and one-off adjustments including change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives
(3) **Excludes Revenue as Principal**
(4) **Acquisition amortisation** includes charges relating to amortisation of intangibles acquired through acquisition

Financial Results (1)

	Statutory Result				Continuing Operations (2)			
	1H18	1H17	Change		1H18	1H17	Change	
	$m	$m	$m	%	$m	$m	$m	%
TTV	1,443	1,025	418	41%	1,443	932	511	55%
Revenue	131.9	119.2	12.7	11%	131.9	86.7	45.2	52%
Revenue as Principal (3)	227.9	5.6	222.3	nm	227.9	5.6	222.3	nm
Total Revenue	**359.8**	**124.8**	235.0	188%	**359.8**	**92.3**	**267.5**	290%
EBITDA	40.0	44.4	(4.4)	(10%)	41.0	25.2	15.8	63%
EBIT (before AA)	33.6	40.2	(6.5)	(16%)	34.6	22.3	12.3	55%
PBT (before AA)	30.7	39.1	(8.4)	(22%)	32.3	21.3	11.0	52%
NPAT (before AA)	22.3	36.0	(13.7)	(38%)	23.8	16.4	7.4	45%
Acquisition Amortisation (AA) (4)	(3.9)	(0.5)	(3.3)	633%	(3.9)	(0.5)	(3.3)	633%
NPAT	18.4	35.5	(17.1)	(48%)	20.0	15.9	4.0	25%
EPS (cents)								
- Basic	16.5	36.6	(20.1)	(55%)	17.8	16.4	1.4	9%
- Diluted	16.3	36.0	(19.7)	(55%)	17.7	16.2	1.5	9%
Margins								
Revenue Margin	9.1%	11.6%		(2%)	9.1%	9.3%		(0%)
EBITDA Margin	30.3%	37.2%		(7%)	31.1%	29.0%		2%
Marketing % TTV	1.3%	1.6%		(0%)	1.3%	1.6%		(0%)
Marketing % Revenue	14.4%	14.0%		0%	14.4%	17.3%		(3%)
Effective Tax Rate (excl AA)	27.4%	8.0%		19%	26.1%	22.7%		3%
Effective Tax Rate	31.4%	8.1%		23%	29.7%	23.3%		6%

(1) **1H17 Restatement**-- reflects the accounting treatment adopted in respect of Thomas Cook agreement for FY17. Impact is $5.3 million reduction in Revenue and EBITDA and a $1.4 million reduction in amortisation

(2) **Continuing Operations** 1H18 excludes $1.0M costs associated with acquisition of JacTravel. Continuing operations 1H17 excludes Zuji, proceeds from sale of Zuji and one-off adjustments including change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives

(3) **Revenue as Principal** - JacTravel acts as principal in its wholesale relationship between customers and suppliers. As a result, revenue is equal to TTV. During the current reporting period Webjet Exclusives acted as principal and agent. For clarity, revenue associated with both JacTravel and Exclusives acting as principal has been separated out. For consistency, Revenue as Principal has been removed from margin analysis

(4) **Acquisition amortisation** includes charges relating to amortisation of intangibles acquired through acquisition

Segment Summary Continuing Operations

Continuing Operations (1)	1H18 $m	1H17 $m	Change $m	Change %
TTV				
Webjet (2)	642	527	115	22%
Zuji (inc VAH)	18	31	(14)	(43%)
Online Republic (2)	154	138	16	11%
LOH	146	110	36	33%
Sunhotels	156	113	44	39%
Thomas Cook	44	12	33	284%
JAC	232	0	232	n/a
Fit Ruums	50	1	50	n/a
TTV Continuing Operations	1,443	932	511	55%
Zuji HK & SG	0	93	(93)	(100%)
Total TTV	1,443	1,025	418	41%
Bookings				
B2C	1,015	903	111	12%
B2B	1,054	322	732	227%
Segment TTV				
B2C	814	697	117	17%
B2B	629	235	394	168%
Revenue				
B2C	82.4	68.4	14.0	21%
B2B	49.4	18.3	31.2	170%
Operating Costs				
B2C	50.6	40.8	9.8	24%
B2B	36.6	17.4	19.2	110%
Corporate	3.6	3.3	0.3	11%
EBITDA				
B2C	31.8	27.6	4.2	15%
B2B	12.8	0.9	11.9	1378%
Corporate	(3.6)	(3.3)	(0.3)	11%
EBITDA Margin %				
B2C	38.6%	40.3%		(2%)
B2B	25.9%	4.7%		21%
Margins				
Revenue Margin	9.1%	9.3%		(2%)
EBITDA Margin	31.1%	29.0%		7%
Marketing % TTV	1.3%	1.6%		(18%)
Marketing % Revenue	14.4%	17.3%		(17%)
Effective Tax rate	26.1%	22.7%		15%

(1) **Continuing Operations** 1H18 excludes $1.0M costs associated with acquisition of JacTravel. Continuing operations 1H17 excludes Zuji, proceeds from sale of Zuji and one-off adjustments including change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives

(2) **1H17 TTV Restated** to reflect car TTV earned by Online Republic for Webjet volume

Group TTV (continuing operations) ↑ 55% pcp

B2C TTV ↑ 16.8%

- Webjet TTV ↑ 21.8%
- Online Republic ↑ 11.3%

B2B TTV ↑ 168.0%

- LOH ↑ 33.0%
- Sunhotels ↑ 39.0%
- FIT Ruums TTV $50M

Group EBITDA (continuing operations) ↑ 63% pcp

B2C EBITDA ↑ 15.3%

- Webjet EBITDA ↑ 26.0%
- Online Republic ↓ 15.5%

B2B EBITDA ↑ 1377.9%

- Includes 4 months contribution from JacTravel
- LOH North America now profitable
- No recognition of Thomas Cook management fee
- $2.3 million loss for Fit Ruums

Effective tax rate (continuing operations) 29.7%

- Excluding non-deductible amortisation of acquisition intangible assets ("AA"), the effective tax rate was 26.1%
- The Proforma Continuing Operations effective tax rate, excluding AA, is 24.7% for current reporting period

webjet limited

Balance Sheet

Incorporating JacTravel

Summary Balance Sheet	Dec-17	Jun-17	Change
	$m	$m	$m
Cash & equivalents	126.9	178.1	(51.2)
Trade & receivables	212.3	120.8	91.4
Other current assets	23.2	40.9	(17.7)
Intangible assets	574.3	139.4	434.8
Other non-current assets	22.8	16.3	6.6
Total Assets	**959.4**	**495.5**	**463.9**
Trade & payables	269.3	184.6	84.8
Other current liabilities	119.1	43.8	75.3
Non-current liabilities	152.9	50.8	102.2
Equity	**418.0**	**216.3**	**201.7**

Intangible Assets - JacTravel Business Combination

• Identified intangibles	$162.7 million
• Goodwill	$249.1 million
• FX Revaluation	$13.8 million
Total	**$425.6 million**

Cash & Equivalents

- $126.9 million as at 31 December 2017 includes $17.2 million of client funds
    - $74 million cash was used during the period to fund the JacTravel acquisition
- $178.1 million as at 30 June 2017 includes $21.2 million of client funds

Working Capital

- Increased commensurate with acquisition of JacTravel and growth
    - Trade & receivables up $91.4 million
    - Payables up $84.8 million
    - Deferred revenue up $30.2 million

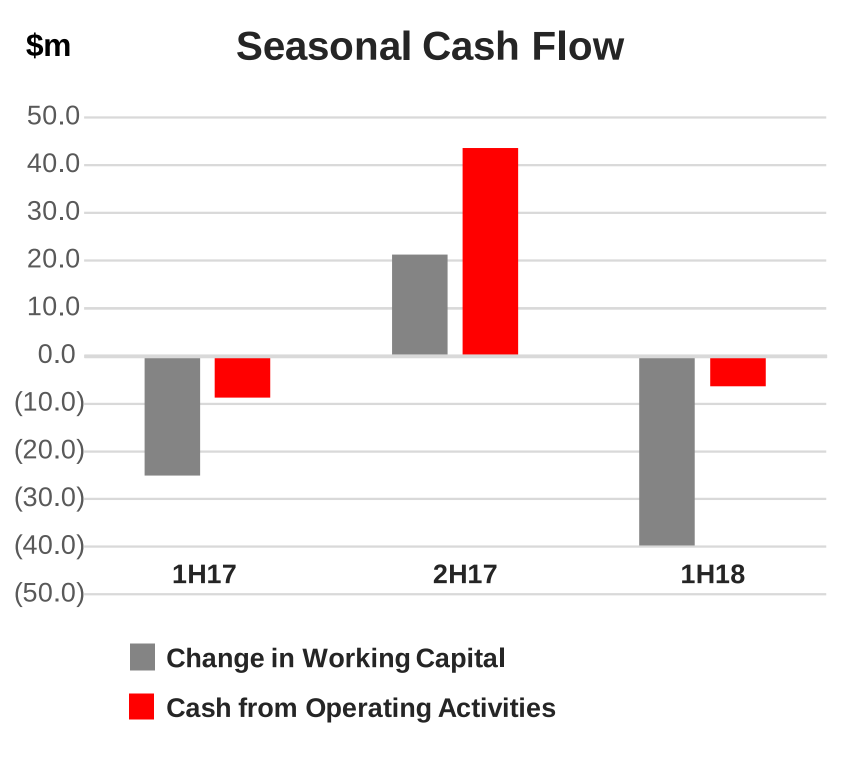
Borrowings

- Increased $115 million to $164 million
    - JacTravel acquisition $100 million debt funding

Seasonal Cash Flow

Cash Flow Summary	1H18 $m	1H17 $m
EBITDA	40.0	25.2
Change in working capital	(39.8)	(25.1)
Income tax paid	(2.9)	(1.1)
Interest	(3.6)	(7.8)
Cash from Operating Activities	**(6.4)**	**(8.8)**
Capital Expenditure	(12.8)	(5.2)
Acquisition / Disposals	(320.3)	2.6
Cash flow from Investing Activities	**(333.1)**	**(2.6)**
New Equity	170.2	29.1
Net (repayment) of borrowings	114.3	(0.4)
Net (repayment) / drawing of TCO loan	7.3	7.4
Dividends (paid / received)	(11.7)	(7.7)
Cash flow from Financing Activities	**280.1**	**28.4**
FX movement on cash balances	8.1	(1.5)
Net increase / (decrease) in cash	(51.2)	15.5

As a result of the JacTravel acquisition, the 1H18 seasonal build up (investment in) in B2B working capital was further increased by around $10 million.



Cash flow is seasonally impacted by B2B suppliers and customers with December year-end

Cash Conversion

Operating Cash Conversion	1H18 $m	1H17 $m	Excluding Jac 1H18 $m	Jac Impact 1H18 $m
Cash flow from Operating Activities	(6.4)	(8.8)	4.7	(11.1)
Add back: tax and interest	6.5	8.9	5.5	1.0
Total Operating cash conversion	0.1	**0.1**	10.2	(10.1)
Add back BSP timing [(1)]	(4.0)	(0.4)	(4.0)	0.0
Operating Cash Flow (OCF)	**(3.9)**	**(0.3)**	**6.2**	**(10.1)**
Cash Conversion (OCF/ EBITDA)	**-10%**	**-1%**	**20%**	

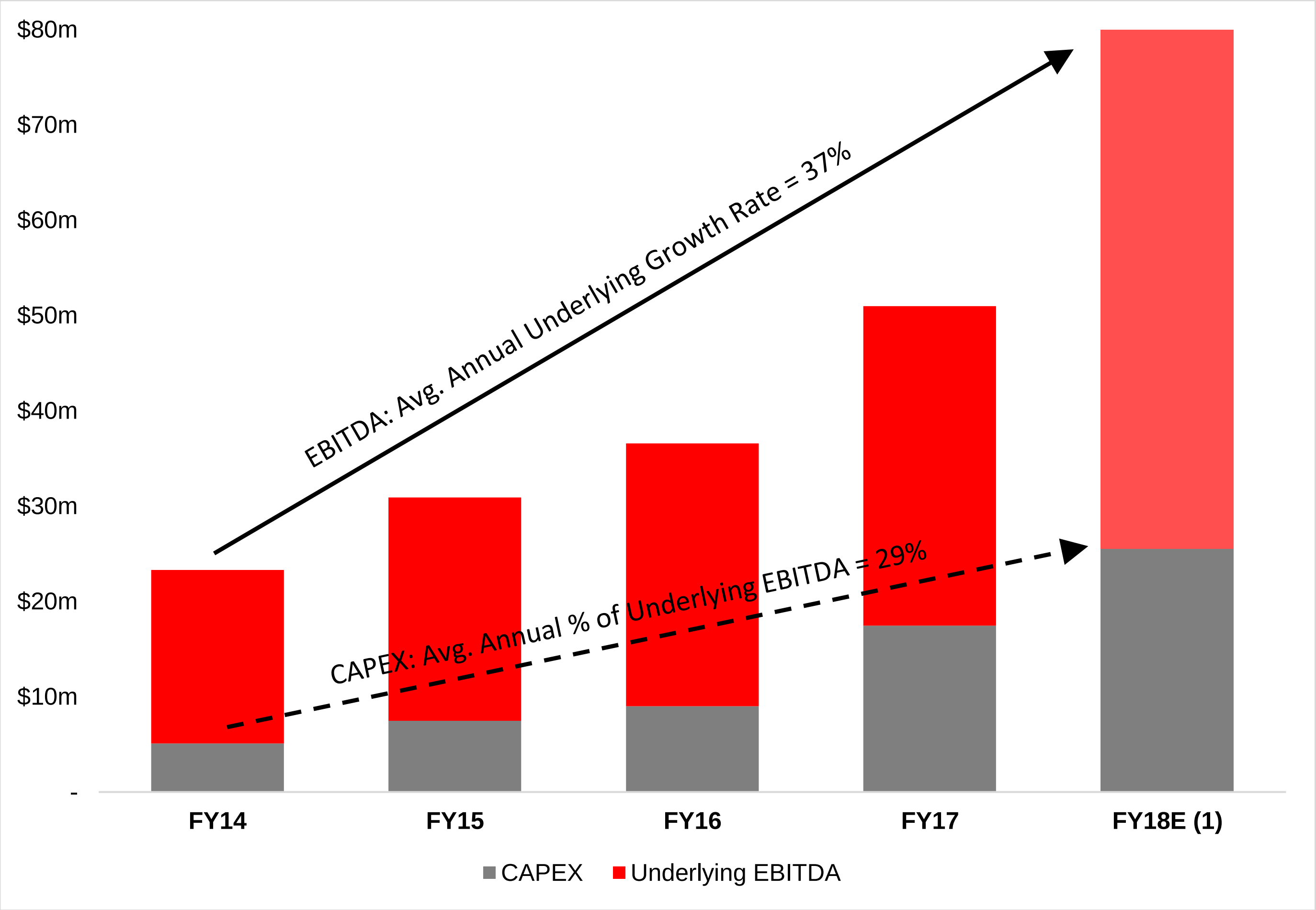
Cash conversion

- Excluding JacTravel, the Operating Cash Flow is $6.2 million, $10.1m higher and represents a 20% cash conversion rate vs -1% PCP
- FY18 expected cash conversion 80% to 95%
- FY19 and beyond, we expect FY cash conversion to be around 90% to 110%; reflecting the impact of full year cash and earnings from JacTravel

(1) **Billing Settlement Plan (BSP) –** refers to direct airline debit arrangement managed by IATA. As at 31 December 2017 Webjet had $17.2 million in its BSP designated bank account; PCP this balance was $21.4m. The movement in the BSP account excluded from the calculation of Operating Cash Flow (OCF) and the Cash Conversion Rate.

Underlying EBITDA growth YOY significantly exceeding CAPEX spend as a percent of underlying EBITDA

CAPEX spend as % of underlying EBITDA



(1) 1H18 Actual plus 2H18 budget

Capex SUMMARY

CAPEX

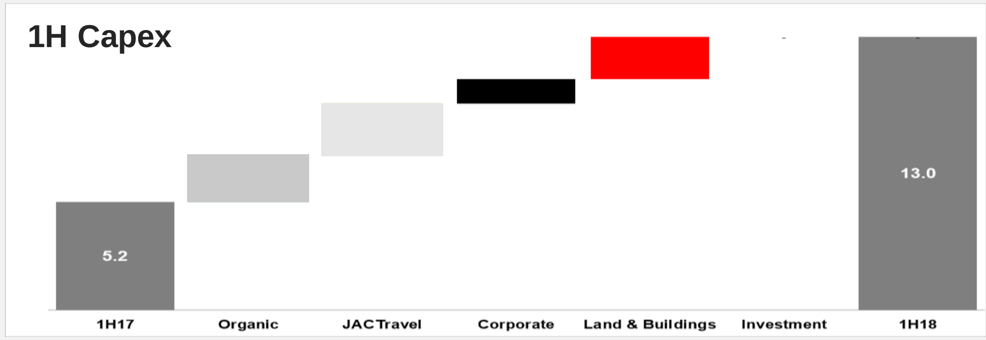
- 1H18 CAPEX $13.0M, up 152% pcp
  - Excluding JacTravel, $10.5M, up 103% across a range of initiatives
- Expected 2H18 spend of $12.5M ($8.8M excluding JacTravel)
- FY18 total $25.5M ($19.3M excluding JacTravel)

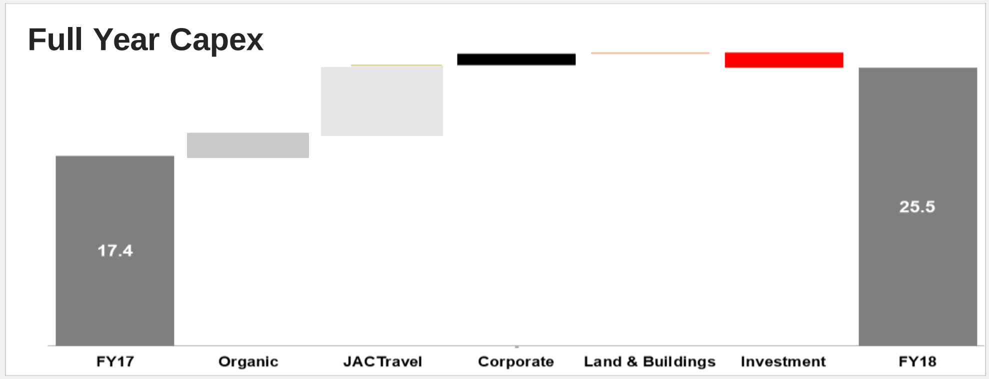
INITIATIVES

Land & Buildings – New office and fit out for Online Republic; new fit out for Webjet; finalization of Sunhotels office expansion to support the Thomas Cook contract

Corporate – Future Global finance system

Investment – Thomas Cook intangible asset





Interim Dividend

8 CENTS PAID

FULLY FRANKED

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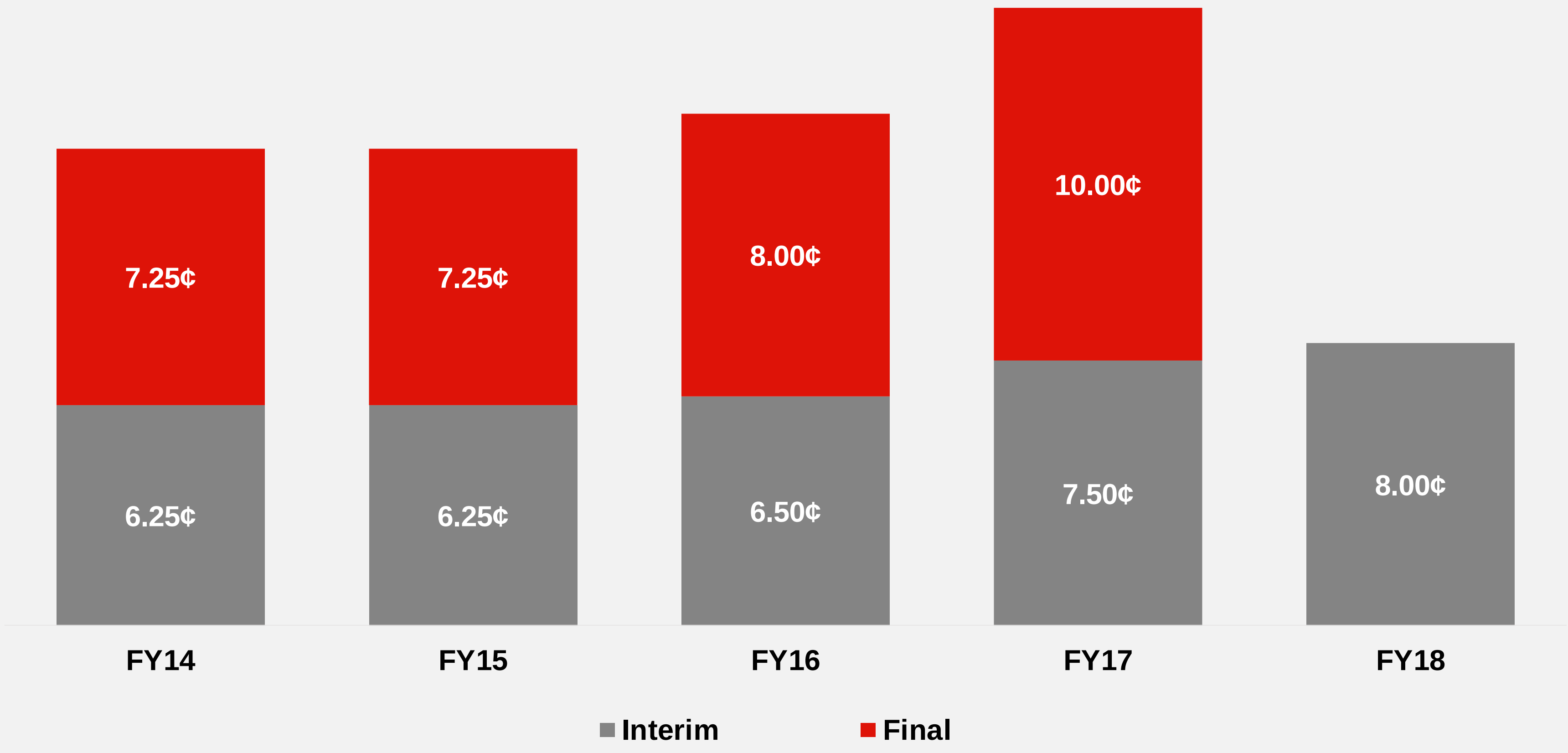

B2C TRAVEL

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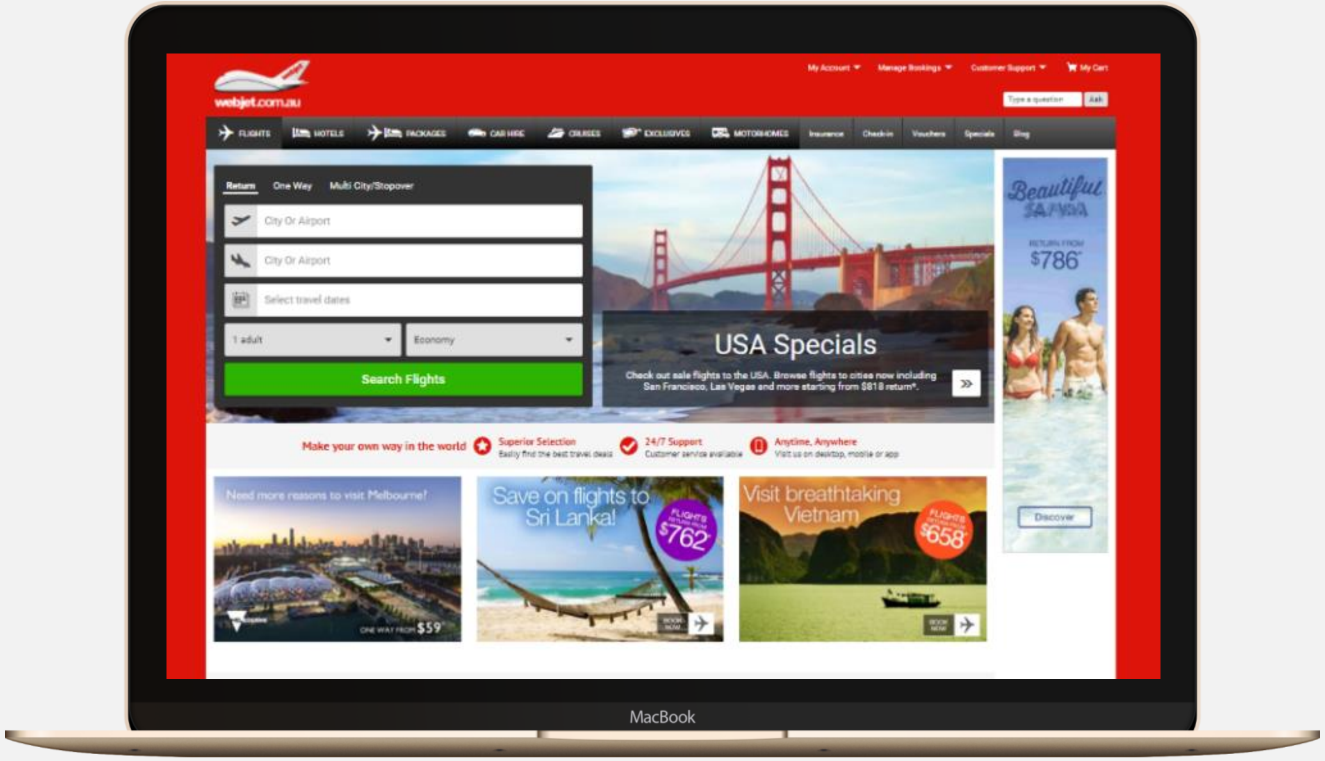
ONLINE REPUBLIC



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AUSTRALIA / NEW ZEALAND

Strong Revenue and EBITDA growth

Webjet	1H18	1H17	Change
Bookings	754,000	671,000	12%
Flights			11%
Packages (1)			86%
TTV (2)	$642 million	$527 million	22%
Revenue	$66.3 million	$50.2 million	32%
EBITDA	$25.7 million	$20.4 million	26%
TTV / Revenue Margin	10.3%	9.5%	1%
EBITDA Margin	38.8%	40.6%	(2%)

Business performance continues to be strong

- Overall bookings up 12.3% on pcp - Flight bookings up 11.1%, Packages up 86.4%
- Continued investment in technology platform driving increased visitations and conversions
- TTV up 21.8% over pcp due to increased percentage of higher value ancillary products
- TTV margins increasing in line with higher margin ancillary products
- EBITDA up 26.0%. 1H18 impacted by loss of credit card surcharges compared to pcp
- Adjusting for credit card surcharge, EBITDA margins were flat
- Superior organic growth with 45 months of consecutive record TTV and bookings compared to pcp

(1) Includes both dynamic packages and Exclusives
(2) For comparative purposes, 1H17 TTV adjusted to exclude car TTV earned by Online Republic for Webjet volume

Flight Bookings

Continuing to outperform market

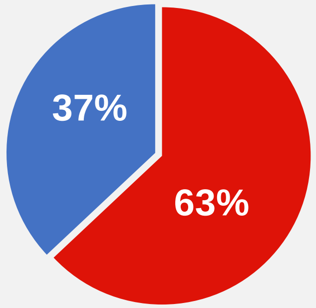
↑ 11%

Year-on-year Webjet bookings

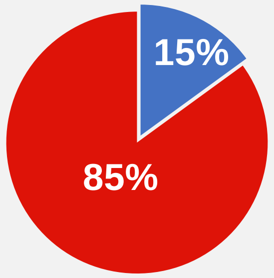
- International
- Domestic

1H17: 10%

% TTV (1H18)



% Bookings (1H18)



Webjet outperforming the market by more than 4 times

Webjet Growth

↑ 10%

Webjet Domestic Bookings

↑ 15%

Webjet International Bookings

Market Growth

↑ 2.2%

Domestic Bookings (1)

↑ 4.5%

International Bookings (2)

(1) Domestic Passenger numbers growth – 5 months to November 2017. Source BITRE

(2) Short Term Resident Departures – 5 months to December 2017 Source Australian Bureau of Statistics

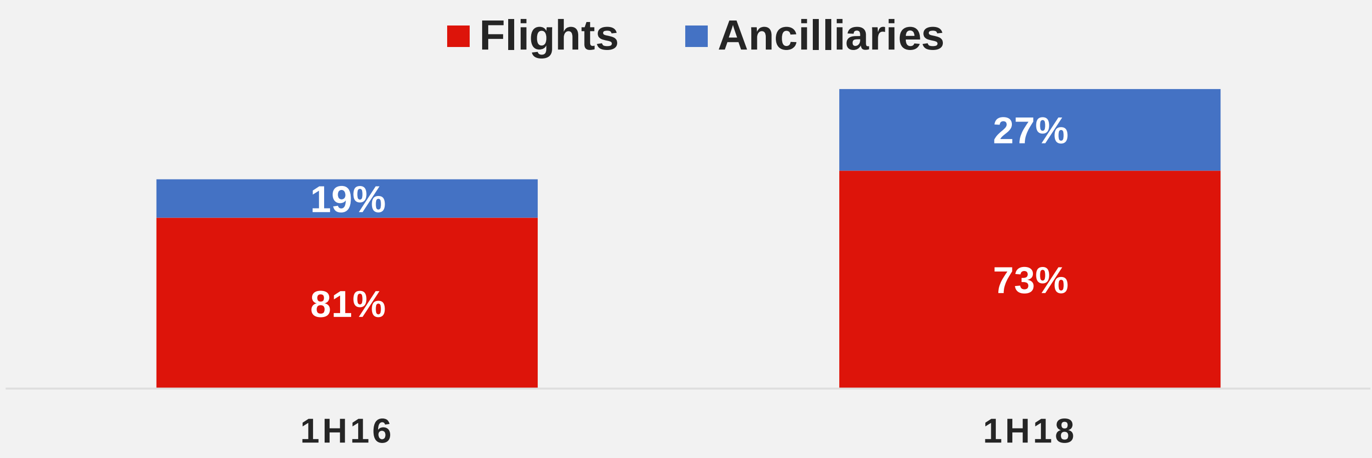
Ongoing product improvements

Driving visitations and conversions

1. Launched **physical Gift Cards** in over 2,000 retail outlets nationally
2. Launched **in-App price alerts** to notify customers when fare prices change
3. Completed re-architecture of mobile flight search, hotels & packages sites to **allow multiple site releases daily**
4. Launched **responsive payment pages**, now offering all payment types on mobile and enhancing the user experience
5. **Re-design of mobile site** to improve displays for Domestic & Trans-Tasman flights
6. **Improved merchandising** of Holiday Packages
7. **RouteHappy upsell proposition** on long-haul flights
8. **Optimised airline schedule change communications** to enhance customer experience and minimise disruptions

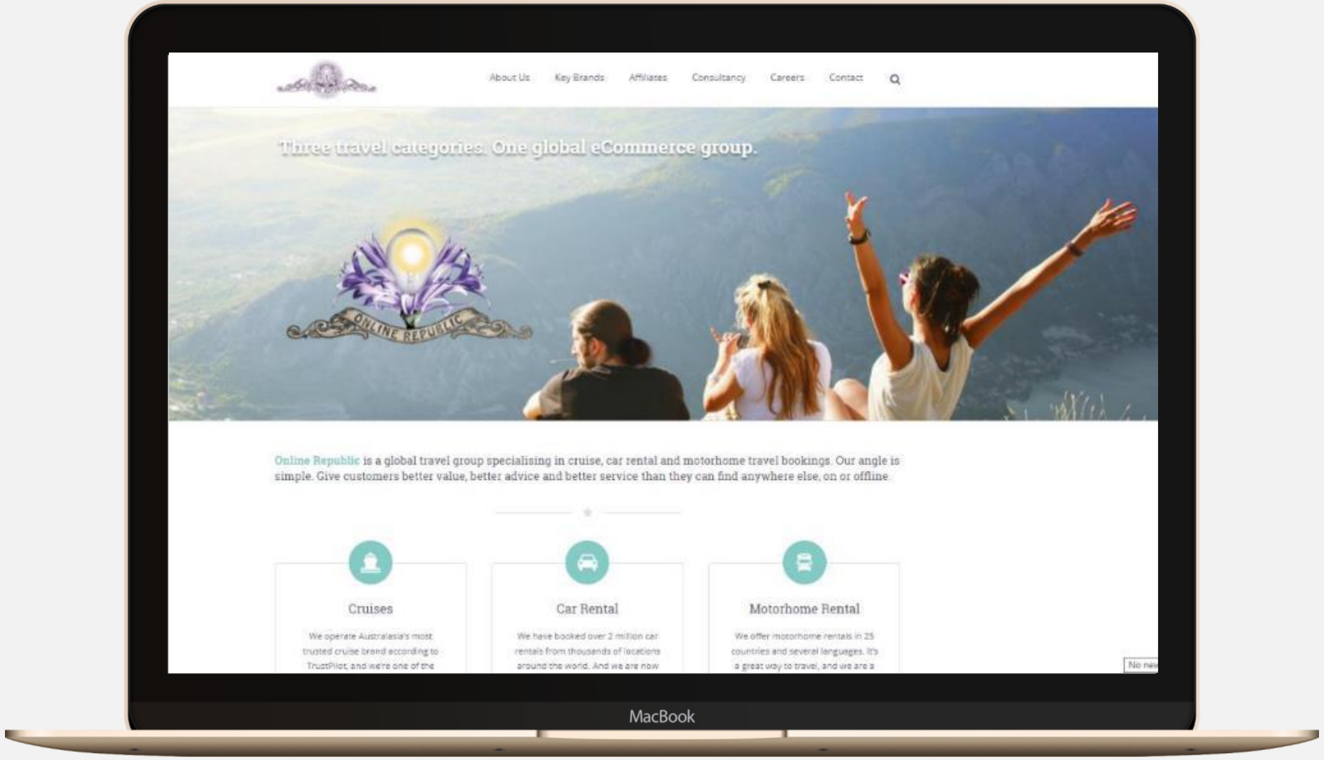
Revenue Breakdown

Meaningful Growth in Non-Flight Revenues



- All ancillary products (Exclusives/packages, car hire, insurance and hotels) are higher revenue margin than flights. In aggregate, ancillary products are growing faster than flights.

- Since FY16, Exclusives has focused on tour offerings. In FY17, in order to obtain superior margins, we changed our supplier arrangements to act as principal rather than agent. In light of the commercial risks associated with acting as principal of a tour business, from 1 July 2017 supplier contractual terms were changed, with Webjet acting as agent for all new bookings. The strong growth of Exclusives during FY17 enabled us to negotiate attractive margins and as a result, Exclusives acting as agent, has maintained similar margins as the previous reporting period.



ONLINE REPUBLIC

NEW ZEALAND

Motorhomes and Cars growing well Difficult market for Cruise

Online Republic	1H18	1H17	Change
Bookings	243,000	206,000	18%
TTV [1]	$154 million	$138 million	11%
Revenue	$14.9 million	$14.3 million	4%
EBITDA	$6.1 million	$7.2 million	(15%)
TTV / Revenue Margin	9.7%	10.4%	(1%)
EBITDA Margin	40.7%	50.1%	(9%)

Cars and Motorhomes growing well but Cruise experienced difficult market

- Bookings up 18.1% pcp; Cars and Motorhomes grew in excess of their underlying markets but Cruise underperformed. In aggregate, Online Republic is exceeding underlying market growth
- TTV margins down due to underperformance in Cruise
- EBITDA impacted by:
  - Introduction of Netflix tax (GST on inbound tangible supplies made by overseas suppliers to Australian Consumers) – $0.7 million impact in 1H18; total $1.7 million for FY18
  - On a constant currency basis, impact was $0.4 million reduction
  - Lower contribution from Cruise

(1) For comparative purposes, 1H17 TTV includes car TTV earned by Online Republic for Webjet volume.

Motorhomes and Cars growing well but difficult market for Cruise

MOTORHOMES

- **Motorhomes bookings growth 11% over pcp**
- Foreign language websites driving bookings growth in several higher margin northern hemisphere markets
- Strong growth in NZ & Canadian destination markets
- Average revenue per booking increased 8% through enhanced pricing strategies
- Opportunity to package flight and motorhome journeys

CAR HIRE

- **Car hire bookings growth 21% over pcp**
- Improving pricing strategies for insurance products to mitigate Netflix tax
- Key driver of car hire growth in Webjet OTA. Contributed over $1 million incremental revenues to Webjet OTA

CRUISE

- **Cruise bookings fell 4% over pcp**
- Overall Cruise market growing but difficult trading environment for aggregators
- Experienced some rebound in Q1 but Q2 demand fell
- Remedial plans in place to drive growth including greater diversification of suppliers and opportunity to package flight and cruise journeys

B2B WebBeds

DIGITAL PROVISION OF HOTEL ROOMS TO GLOBAL PARTNERS

WebBeds

lotsofhotels sunhotels. FIT RUUMS Always stronger together JacTravel

WebBeds
Scale driving EBITDA

A$	1H18	1H17 [1]	Change
Bookings	1,054,000	322,000	227%
TTV	629 million	235 million	168%
Revenue	49.4 million	18.3 million	170%
EBITDA	12.8 million	0.9 million	nm
TTV / Revenue Margin [2]	7.9%	7.8%	0%
EBITDA Margin	25.9%	4.7%	21%
EBITDA (ex JacTravel)	4.2 million	0.9 million	380%

(1) 1H17 Restated to reflect accounting treatment adopted in respect of Thomas Cook agreement for FY17
(2) 1H18 TTV/ Revenue Margin includes Thomas Cook TTV for which no revenue is earned

Superior growth in a flat market

Lots of Hotels	1H18	1H17	Change
Bookings	207,000	125,000	66%
TTV	$146 million	$110 million	33%

AMEA

- TTV up 33%; 29% in base currency
- Bookings growth up 66.2%

Middle East - Strong growth in flat market

- Continuing to gain share against #2 player
- Greater proportion of higher margin supply sources – increased sales through direct contracts and International hotel chains
- Reduced reliance on third party inventory

Americas now profitable

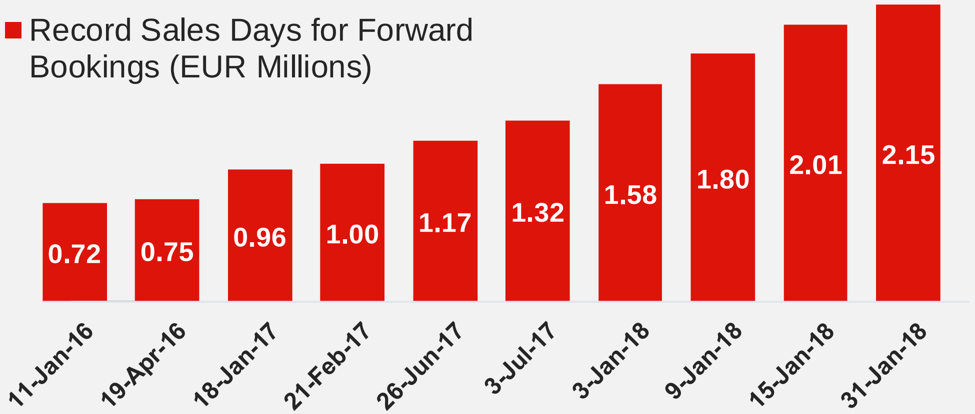
- First positive EBITDA contribution since launch
- Strong traction in key North American markets continues
- Bookings growing at 20 times the underlying market
- Sunhotels now 2nd largest supplier of inventory

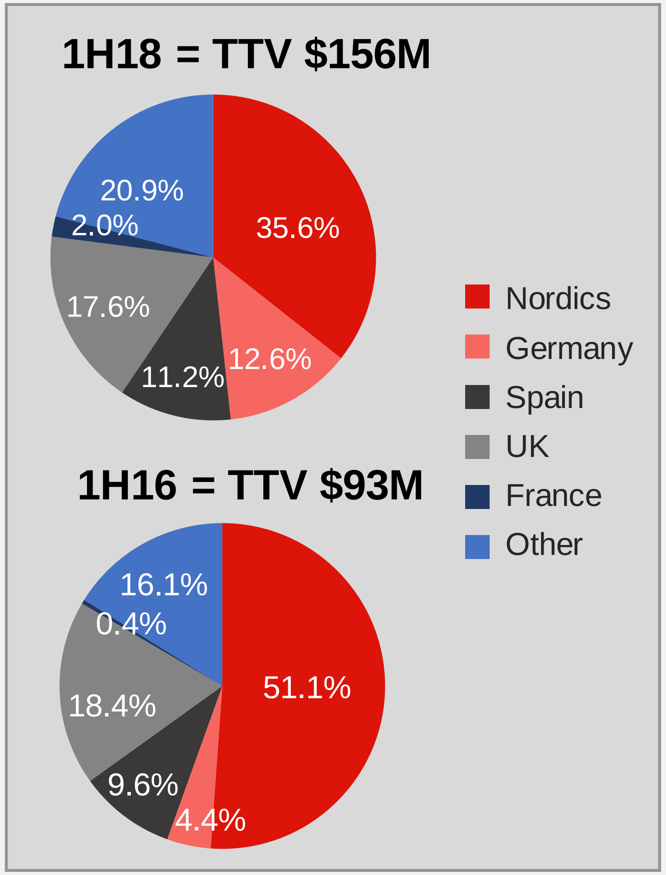
Market growth in all regional markets

Sunhotels	1H18	1H17	Change
Bookings	238,000	184,000	29%
TTV	$156 million	$113 million	39%

Strong growth in all markets

- Bookings up 28.8% compared to European market growth of around 2%
- TTV up 39%; 34% in base currency
- Diversification of TTV sources - increased share in key European markets
- Forward booking daily sales grown 200% in 2 years to January 2018





FIT RUUMS
Always stronger together

Market expansion continues

FIT Ruums	1H18	1H17	Change
Bookings	113,000	2,000	nm
TTV	$50 million	$1 million	nm

Strong start up performance continues

- $50 million TTV to 31 December 2017 – just 13 months from start up
- Asia is fastest growing B2B region in the world and we see significant growth opportunities
- Decision to invest further in FIT Ruums during FY18 in order to reach scale as quickly as possible
    - 1H18 loss of $2.3 million; FY18 loss expected to be $3.4 million. Main initiatives are opening new offices and expanding sales and direct contracting staff

Key achievements

- China now largest single market by TTV - strategic partnership with DIDA Travel, China's largest wholesaler, delivering results
- Strong growth in direct contracts – approximately 800 signed in 12 months
- New regional offices - Japan (Sept 2017) and China (Sept 2017)
- Launched Rail Europe products in July 2017

JacTravel integration progressing to plan

JacTravel	1H18	Proforma 1H18 (1)
Bookings	447,000	732,000
TTV	$232 million	$400 million
EBITDA	$8.6 million	$19 million

Integration progressing to plan

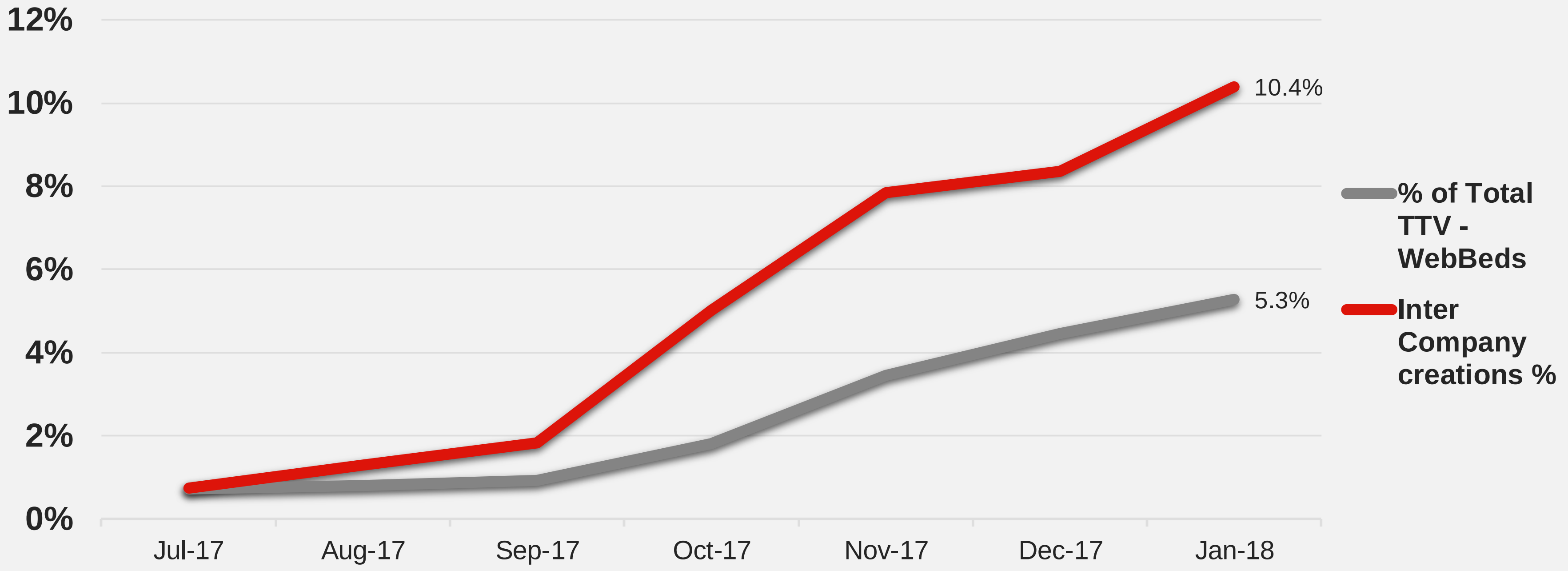
- Business performing in line with business acquisition plan
- Majority of JacTravel 7000 incremental direct contracts now available on WebBeds
- Significant margin opportunities as JacTravel inventory replaces third party inventory
- Commenced integration of JacTravel business into the new WebBeds global structure
- Proforma bookings growth for FY18[1] is 6.7%

(1) Assumes JacTravel acquired on 1 July 2017

JacTravel

Increasing Relevance of JacTravel Inventory

JacTravel inventory driving competitive advantage



JacTravel inventory reducing reliance on third party inventory

- JacTravel inventory TTV as % of total WebBeds TTV has grown from 1% to 5% since September 2017
- JacTravel inventory now accounts for more than 10% of WebBeds forward bookings as at January 2018
- Direct contracts now comprise 50% of all WebBeds sales – up from 30% in FY17

WebBeds

Thomas Cook Partnership

TTV now coming through

Thomas Cook Partnership	1H18	1H17	Change
Bookings (‘000s)	49,000	12,000	324%
TTV	$44 million	$12 million	284%

Thomas Cook agreement continues on track

- 2400 of the more than 3000 Thomas Cook contracts acquired are now available through WebBeds
- WebBeds recognises no revenue for any sales made to Thomas Cook until the end of the transition phase (ending May 2019)
- All novated contracts purchased from Thomas Cook sold elsewhere on the WebBeds global network are at full margin
    - In January 2018, these contracts accounted for 9% of Sunhotels forward bookings
- Strong bookings for Summer 2018 coming through
- Additional $1.2 million costs in 1H18, in line with plan
- Extended strategic partnership to include Thomas Cook China

Strong Ramp Up of Thomas Cook Forward Bookings

96m
AUD TTV

104k
Bookings

625k
Room Nights

737
Destinations Booked in 103 countries

Booking period from 1 June 2017 – 31 January 2018

WebBeds Regional Focus

WebBeds

WebBeds

Moving to geographic reporting

Customer centric structure designed to deliver greater efficiency

- From January 2018, WebBeds now structured around regions rather than brands
- Moving to a new WebBeds global brand – Lots of Hotels, Sunhotels, FIT Ruums and JacTravel will continue to operate under the broader WebBeds umbrella
- Greater customer-centric focus – regional structure facilitates offering multiple products through a single customer contact
- Facilitates cross leveraging of inventory offerings between brands, eliminates duplicate costs and centralises key functions (IT, Finance, Operations, Global Commercial)
- Consistent with previous reporting periods, overall TTV, revenue, costs and EBITDA will be provided on a consolidated basis for the WebBeds division
- Going forward, TTV and bookings will now be reported by geographic region rather than by brand. In addition, we will now be reporting EBITDA by region
- **To assist investors with the transition to the new reporting structure, we have provided a comparison of TTV and bookings by both brand and region**

WebBeds

WebBeds Segment Highlights

Old reporting format
- By brand

By Brand		1H18	1H17	Change
Bookings ('000s)	LOH	207	125	66%
	Sunhotels	238	184	29%
	FIT Ruums	113	2	nm
	JacTravel	447	0	nm
	Thomas Cook	49	12	324%
TTV (A$M)	LOH	146	110	33%
	Sunhotels	156	113	39%
	FIT Ruums	50	1	nm
	JacTravel	232	0	nm
	Thomas Cook	44	12	284%

WebBeds

WebBeds Segment Highlights

New reporting format
- By region

By Region (1)		1H18	1H17	Change
Bookings ('000s)	AMEA	279	124	125%
	Europe (incl TC)	590	192	208%
	Asia	185	6	nm
TTV (A$M)	AMEA	195	110	77%
	Europe (incl TC)	350	121	188%
	Asia	84	3	nm
EBITDA (A$M)	AMEA	5.2	1.3	300%
	Europe (incl TC)	8.9	0.5	nm
	Asia	(1.3)	(0.9)	(44%)
	Total	12.8	0.9	nm

(1) Under the new regional format, clients previously recognized in multiple regions have now been allocated to single region.

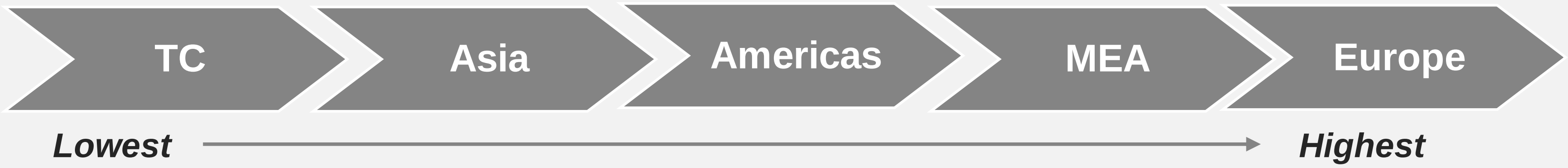
WebBeds

Margin Improvement

Revenue margins improved from 7.8% to 8.5%

- Overall TTV / revenue margin for the WebBeds B2B business was 7.9% in 1H18 (up from 7.8% in 1H17) reflecting the impact of Thomas Cook TTV. Excluding Thomas Cook, 1H18 TTV margin was 8.5%.
    - TTV margins are higher in more mature markets – highest is Europe, followed by MEA and Americas
    - Lower rates in Asia as we build scale
    - No TTV margins earned on Thomas Cook TTV during the transition phase (ending May 2019). From 1 June 2019 we will switch to a volume based earning arrangement and trading revenue will be recognised. TTV margins will be significantly lower for Thomas Cook TTV compared to the overall WebBeds business but TTV volume is expected to be substantial

FY18 TTV Margin



Rezchain

A unique competitive advantage

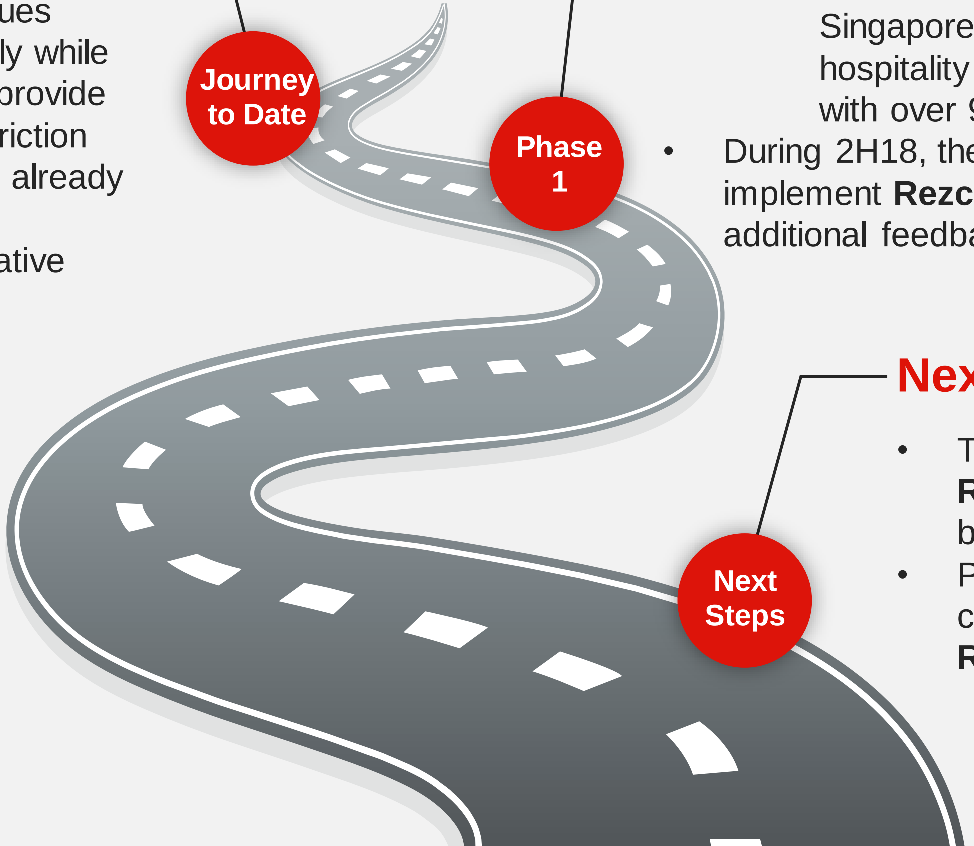
Rezchain
A Blockchain Solution Driving Efficiency

WebBeds

Rezchain Progress

Journey to date

- Microsoft has been an invaluable partner from the start of 2 year journey
- Architecture and infrastructure in 4th iteration as newer features and more robust options have been made available
- Within participating WebBeds businesses – dramatic reduction in account reconciliation issues allowing us to scale rapidly while reducing overheads and provide customers with reduced friction at check-in. Cost benefits already flowing through.
- WebBeds blockchain initiative branded as **RezChain**



Phase 1 roll out with third party partners underway

- Signed 4 significant external partners to participate in **Rezchain**
    - Thomas Cook
    - DIDA Travel – China’s largest B2B hotel wholesaler
    - Mitra Global - Indonesia’s largest B2B hotel wholesaler
    - Far East Hospitality - Singapore based premier hospitality owner/operator with over 90 hotels
- During 2H18, these partners will implement **Rezchain** and provide additional feedback

Next steps

- Testing application of **RezChain** within broader travel industry
- Progress commercialisation of **RezChain**

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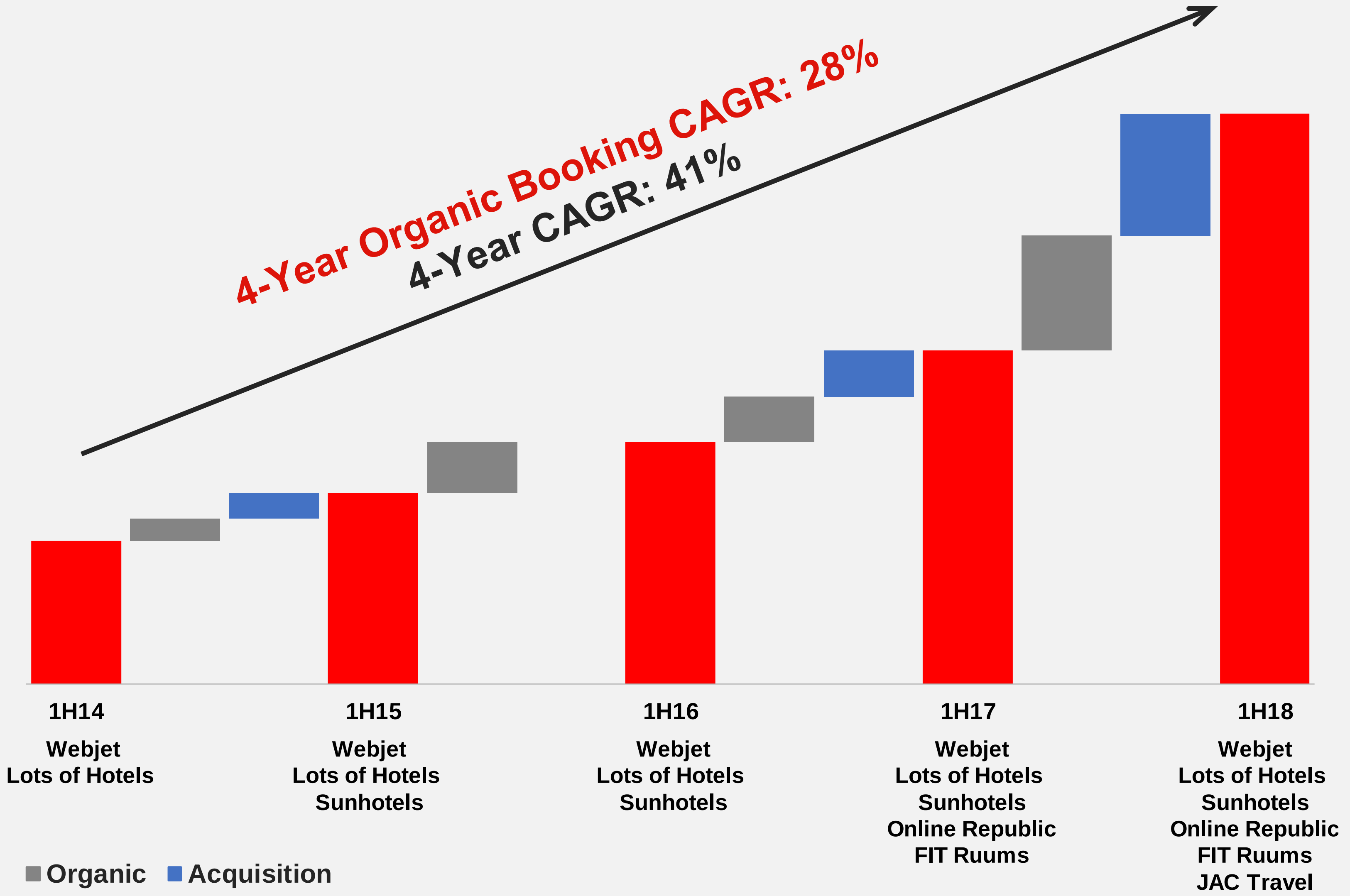
FY18 YTD

Continued Bookings Growth Across all Businesses

Total Booking Growth:

- B2C 4 yr CAGR = 20%
- B2B 4 yr CAGR = 156%
- B2C+B2B = 41%



FY18
YTD UPDATE

FY18 EBITDA Guidance

- On track to deliver more than **$3 billion TTV**
- FY18 EBITDA guidance of **at least $80 million** inclusive of JacTravel acquisition costs
  - Noting no recognition of Thomas Cook revenue (while expenses recognised) and only a partial year contribution from JacTravel

FY18 – FY20 bookings growth target

- As bookings are a key driver of growth, our aim is to continue to gain market share and grow more than the underlying market in each of our businesses:
  - **3 year B2C growth target** – Bookings growth of more than 3 times the underlying market growth rate
  - **3 year B2B growth target** – Bookings growth of more than 5 times the underlying market growth rate in each market
  - **Currently tracking ahead of growth targets in both businesses**

Update on January 2018 trading

- **B2C**
  - Webjet – bookings up 10% vs pcp
  - Online Republic – bookings up 10% vs pcp; bookings growth across all 3 divisions
- **B2B**
  - Bookings up 280% (100% excluding JacTravel)

- **Expect 2H18 trading** (TTV, bookings and EBITDA) to be stronger than 1H18 for both B2C and B2B

Thank You

Appendix

Description of Result Categories

Statutory Result	Underlying Performance	Continuing Operations	Proforma Continuing Operations
• 1H18 includes 4 months of JacTravel and $1.0m costs associated with JacTravel acquisition • 1H17 includes Zuji trading performance and proceeds from Zuji sale. 1H17 also includes one-off adjustments related to the change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives	• 1H18 excludes JacTravel and associated acquisition costs • 1H17 excludes Zuji, proceeds from Zuji sale and other one-off adjustments • Reflects the underlying like-for-like performance of the group	• Underlying Performance for 1H17 and 1H18 • 1H18 also includes 4 months of JacTravel • This is the way we will look to report and measure the business going forward	• Continuing Operations for 1H17 and 1H18 • 1H18 also includes a proforma adjustment, assuming JacTravel was acquired on 1 July 2017 (i.e. 6 months rather than 4 months)

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1H18 Financial Highlights

1H18 vs 1H17 (1)	Statutory Result	Underlying Performance (2)	Continuing Operations	Proforma Continuing Operations (3)
	(includes 4 months JacTravel, proceeds of sale of Zuji and one-offs)	(excludes JacTravel, proceeds of sale of Zuji and one-offs)	(Underlying Performance including 4 months JacTravel)	(Continuing Operations, proforma for 6 months JacTravel)
TTV	↑ 41%	↑ 30%	↑ 55%	↑ 73%
Total Revenue	↑ 188%	↑ 19%	↑ 290%	↑ 470%
Revenue (4)	↑ 11%	↑ 23%	↑ 52%	↑ 69%
EBITDA	↓ 10%	↑ 29%	↑ 63%	↑ 106%
NPAT (before AA) (5)	↓ 38%	↑ 13%	↑ 45%	↑ 63%
NPAT	↓ 48%	↑ nm	↑ 25%	↑ nm

(1) **1H17 Restatement**-- reflects the accounting treatment adopted in respect of Thomas Cook agreement for FY17. Impact is $5.3 million reduction in Revenue and EBITDA and a $1.4 million reduction in amortisation

(2) **Underlying Performance** - 1H18 excludes JacTravel, $1.0m costs associated with acquisition of JacTravel. 1H17 exclude Zuji, proceeds from sale of Zuji and one-off adjustments including change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives

(3) **Proforma result** if JacTravel acquired on 1 July 2017

(4) **Excludes Revenue as Principal**

(5) **Acquisition Amortisation** includes charges relating to amortisation of intangibles acquired through acquisition

Financial Results (1)

	Statutory Result				Underlying Performance (excl Jac)				Continuing Operations (2)				Proforma Continuing Operations (3)			
	1H18	1H17	Change		1H18	1H17	Change		1H18	1H17	Change		1H18	1H17	Change	
	$m	$m	$m	%	$m	$m	$m	%	$m	$m	$m	%	$m	$m	$m	%
TTV	1,443	1,025	418	41%	1,211	932	280	30%	1,443	932	511	55%	1,611	932	680	73%
Revenue	131.9	119.2	12.7	11%	106.6	86.7	20.0	23%	132	87	45.2	52%	146	87	59.5	69%
Revenue as Principal (4)	227.9	5.6	222.3	nm	2.9	5.6	(2.7)	(48%)	228	6	222.3	nm	380	6	374.2	nm
Total Revenue	**359.8**	**124.8**	235.0	188%	**109.5**	**92.3**	**17.3**	19%	**359.8**	**92.3**	**267.5**	290%	**525.9**	**92.3**	**433.7**	470%
EBITDA	40.0	44.4	(4.4)	(10%)	32.3	25.2	7.2	28%	41.0	25.2	15.8	63%	51.8	25.2	26.6	106%
EBIT (before AA)	33.6	40.2	(6.5)	(16%)	28.2	22.3	5.9	26%	34.6	22.3	12.3	55%	41.6	22.3	19.2	86%
PBT (before AA)	30.7	39.1	(8.4)	(22%)	26.8	21.3	5.5	26%	32.3	21.3	11.0	52%	35.5	21.3	14.2	67%
NPAT (before AA)	22.3	36.0	(13.7)	(38%)	18.6	16.4	2.2	13%	23.8	16.4	7.4	45%	26.7	16.4	10.3	62%
Acquisition Amortisation (AA) (5)	(3.9)	(0.5)	(3.3)	633%	(0.5)	(0.5)	(0.0)	2%	(3.9)	(0.5)	(3.3)	633%	(4.5)	(0.5)	(3.9)	746%
NPAT	18.4	35.5	(17.1)	(48%)	18.1	15.9	2.1	13%	20.0	15.9	4.0	25%	22.3	15.9	6.3	40%
EPS (cents)																
- Basic	16.5	36.6	(20.1)	(55%)	18.4	16.4	2.0	12%	17.8	16.4	1.4	9%	19.9	16.4	3.5	21%
- Diluted	16.3	36.0	(19.7)	(55%)	18.1	16.2	2.0	12%	17.7	16.2	1.5	9%	19.7	16.2	3.5	22%
Margins																
Revenue Margin	9.1%	11.6%		(2%)	8.8%	9.3%		(1%)	9.1%	9.3%		(0%)	9.1%	9.3%		(0%)
EBITDA Margin	30.3%	37.2%		(7%)	30.3%	29.0%		1%	31.1%	29.0%		2%	35.4%	29.0%		6%
Marketing % TTV	1.3%	1.6%		(0%)					1.3%	1.6%		(0%)				
Marketing % Revenue	14.4%	14.0%		0%					14.4%	17.3%		(3%)				
Effective Tax Rate (excl AA)	27.4%	8.0%		19%	30.5%	22.7%		8%	26.1%	22.7%		3%	24.7%	22.7%		2%
Effective Tax Rate	31.4%	8.1%		23%	31.1%	23.3%		8%	29.7%	23.3%		6%	28.3%	23.3%		5%

(1) **1H17 Restatement**-- reflects the accounting treatment adopted in respect of Thomas Cook agreement for FY17. Impact is $5.3 million reduction in Revenue and EBITDA and a $1.4 million reduction in amortization

(2) **Continuing Operations** 1H18 exclude $1.0M costs associated with acquisition of JacTravel. Continuing operations 1H17 exclude Zuji, proceeds from sale of Zuji and one-off adjustments including change in accounting treatment for Exclusives acting as principal, termination of car hire contract, performance rights and related incentives

(3) **Proforma result** if acquired JacTravel on 1 July 2017

(4) **Revenue as Principal** - JacTravel acts as principal in its wholesale relationship between customers and suppliers. As a result, revenue is equal to TTV. During the current reporting period Webjet Exclusives acted as principal and agent. For clarity, revenue associated with both JacTravel and Exclusives acting as principal has been separated out. For consistency, Revenue as Principal has been removed from margin analysis

(5) **Acquisition amortisation** includes charges relating to amortisation of intangibles acquired through acquisition