



**HELLOWORLD TRAVEL LIMITED AND CONTROLLED ENTITIES**

**APPENDIX 4D**

**FOR THE HALF YEAR ENDED**

**31 DECEMBER 2017**

**ABN 60 091 214 998**

**ASX CODE: HLO**

## RESULTS FOR ANNOUNCEMENT TO THE MARKET

### Key financial results

Helloworld Travel Limited and its controlled entities (the Group) key financial results for the half year ended 31 December 2017 compared with the prior corresponding period for the half year ended 31 December 2016 are:

- Total transaction value (TTV) was \$2,967.9 million, an increase of \$77.8 million or 2.7%;
- Revenue was \$164.9 million, a decrease of \$6.3 million or 3.7%;
- Earnings before interest expense, tax, depreciation and amortisation (EBITDA) was \$35.5 million, an increase of \$5.5 million or 18.2%;
- Profit before income tax expense was \$26.0 million, an increase of \$7.3 million or 39.2%;
- Profit after income tax expense was \$18.1 million, an increase of \$5.2 million or 40.0%;
- Profit after income tax expense attributable to members was \$18.0 million, an increase of \$5.2 million or 39.9%;
- Basic earnings per share was 15.4 cents, an increase of 3.9 cents per share; and
- Diluted earnings per share was 15.3 cents, an increase of 3.8 cents per share.

### Dividends

Dividends declared or paid during the half year:

	Cents per share	100% Franked Amount Cents
<b>For the half year ended 31 December 2017</b> Interim dividend, record date of 26 February 2018 and payment date of 9 March 2018	7.0	7.0
<b>For the year ended 30 June 2017</b> Interim dividend, paid on 20 March 2017	6.0	6.0
Final dividend, paid on 20 September 2017	8.0	8.0

### Explanation of results

For an explanation of the results, please refer to the ASX website for the accompanying Media Release, Investor Presentation and "Review of Operations" within the Directors Report of the half year report.

In addition, this information should be read in conjunction with the Helloworld Travel Limited 2017 Annual Report and any public announcements made by the Company since that time.

This document includes presentation of results on a statutory and non-statutory basis. The non-statutory basis relates to TTV and EBITDA as outlined below:

- Total Transaction Value (TTV) does not represent revenue in accordance with Australian Accounting Standards. TTV represents the price at which travel products and services have been sold across the Group, as agents for various airlines and other service providers, plus revenue from other sources. The Group's revenue is, therefore, derived from TTV. Total TTV does not represent the Group cash inflows as some transactions are settled directly between the customer and the supplier.
- EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Board to assess the financial performance of the Group and operating segments.

## NET TANGIBLE ASSETS

Net tangible assets per ordinary share as at 31 December 2017 was 6.7 cents compared with (2.8) cents as at 30 June 2017.

Net tangible assets were calculated as net assets less total intangible assets. Net tangible assets per ordinary share is based on Helloworld Travel Limited's issued capital as the legal parent entity and issuer of this financial information as at the balance sheet date.

Net assets per ordinary share at 31 December 2017 was \$2.39 compared with \$2.33 as at 30 June 2017.

## ENTITIES OVER WHICH CONTROL WAS GAINED OR LOST DURING THE PERIOD

During the current half year, there were no significant entities in which control was gained.

On 31 August 2017, the Group sold 75.0% of its ownership interest in HTG Australia Pty Ltd. This entity owned and managed seven company owned retail stores. HTG Australia Pty Ltd was not core to the broader Group nor material to the consolidated results.

## DETAILS OF ASSOCIATES AND JOINT VENTURE ENTITIES

Name of associate / joint venture	Reporting entity's Percentage holding	
	December 2017 %	December 2016 %
Mobile Travel Holdings Pty Ltd and its controlled entities (MTA)	50.0%	50.0%
Tour Managers (Fiji) Limited	33.0%	33.0%
V & A Travel Pty Ltd	50.0%	50.0%
Down Under Answers LLC	33.3%	33.3%
Hunter Travel Group Pty Ltd (i)	12.0%	-
HTG Australia Pty Ltd (i)	25.0%	-
Cooney Investments Pty Ltd (ii)	20.0%	-

(i) On 31 August 2017, the Group acquired 12.0% of Hunter Travel Group and its controlled entities. The consideration comprised of \$0.4 million in cash and \$0.6 million for a 75.0% interest in HTG Australia Pty Ltd (which owned seven wholly owned retail outlets). Our interest in HTG Australia Pty Ltd therefore changed from being wholly owned and consolidated entity, to 25.0% interest recognised via the equity accounting method.

(ii) On 31 August 2017, the Group acquired 20.0% of Cooney Investments Pty Ltd for \$0.8 million, comprising cash consideration of \$0.5 million and shares in Helloworld Travel Limited of \$0.3 million.

Associates and joint ventures contributed \$0.9 million (2016: \$0.1 million) to the profit from ordinary activities before income tax. The contribution, via the equity accounting method, consisted of \$0.8 million (2016: \$0.1 million) from MTA, with no other significant contribution from our other associates and joint ventures.

**OTHER INFORMATION REQUIRED BY LISTING RULE 4.2A**

The remainder of information requiring disclosure to comply with Listing Rule 4.2A is contained in the accompanying interim half year report and ASX Media Release.

**AUDIT REVIEW**

This report has been based on accounts which have been reviewed by the Group's auditors. A copy of the unqualified review report can be found in the half year report.

A handwritten signature in blue ink, appearing to read 'MB', is positioned above the typed name of Michael Burnett.

Michael Burnett  
Company Secretary  
19 February 2018