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ASX RELEASE

Corporate Travel Management Reports Half Year Results
On Track to Achieve Top End of FY18 Guidance

1H18 Results Highlights:

Total Transaction Value (TTV) (unaudited)	\$2,258.5m	Up 21%
Revenue and other income	\$172.8m	Up 15%
Underlying EBITDA ^{1*}	\$53.5m	Up 32%
Statutory NPAT ² (attributable to owners of CTD)	\$30.6m	Up 38%
Underlying NPAT ^{2**} (excluding acquisition amortisation)	\$36.4m	Up 33%
Statutory EPS ³	28.9 cents per share	Up 31%
Underlying EPS ^{3**} (excluding acquisition amortisation)	34.4 cents per share	Up 26%
Half Year Dividend (Fully Franked)	15 cents per share	Up 25%

CTM on track to achieve top end of FY18 guidance

Original FY18 Guidance - Underlying EBITDA range \$120-125m (22.0-27.5% growth on p.c.p.)

* Underlying EBITDA is before one-off acquisition and non-recurring costs.

** Underlying NPAT and Underlying EPS excludes non-cash amortisation relating to acquisition accounting and post-tax acquisition costs

¹ EBITDA (Earnings Before Interest Depreciation and Amortisation). EBITDA is not an IFRS measurement.

² NPAT (Net Profit After Tax)

³ EPS (Earnings Per Share)

Corporate Travel Management (CTM, ASX Code:CTD), today announced its half-year profit for 2018.

In commenting on the half year results, CTM's Managing Director, Jamie Pherous said: "We have delivered another great set of results across the globe."

These results support the strategy that we have taken to build a global network and apply the CTM business model around winning and retaining customers, driving internal automation and client innovation and ensuring high staff engagement and client satisfaction.

We have continued to expand through increasing market share. Organic growth contributed approximately \$6.7 million to profit growth (\$7.8m in constant currency), reflecting the efforts of our hard-working team to win and retain clients, including multinational clients who have recognised our international capabilities. Winning market share is the primary driver for updating FY18 guidance to the top of the guidance range."

Growing market share and the integration of international acquisitions has allowed CTM to achieve an underlying EBITDA of \$53.5 million, representing 32% growth on the previous year. On a constant currency basis, underlying EBITDA was \$54.6 million up 35%, demonstrating the strength of the underlying business.

Highlights by region:

	CTM Consolidated		Australia & New Zealand			North America			Asia#		Europe			Group				
	Dec-17	Dec-16	Dec-17	Dec-16	Dec-17	Dec-16	Dec-17	Dec-16	Dec-17	Dec-16	Dec-17	Dec-16	Dec-17	Dec-16				
REPORTED AUD	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m				
TTV	2,258.5	1,870.2	21%	541.2	449.6	20%	592.4	619.1	(4%)	667.9	638.6	5%	457.0	162.9	181%	0.0	0.0	
Revenue	171.9	149.1	15%	50.5	41.7	21%	59.4	60.4	(2%)	26.1	29.7	(12%)	35.9	16.8	114%	0.0	0.5	
Adj. EBITDA	53.5	40.4	32%	18.9	15.7	20%	17.3	16.3	6%	9.3	9.3	0%	12.9	3.8	239%	(4.9)	(4.7)	4%
EBITDA/revenue margin	31.1%	27.1%																
CONSTANT CURRENCY*																		
TTV	2,307.5	1,870.2	23%	541.9	449.6	21%	612.2	619.1	(1%)	694.6	638.6	9%	458.8	162.9	182%	0.0	0.0	
Revenue	175.2	149.1	18%	50.8	41.7	22%	61.3	60.4	1%	27.1	29.7	(9%)	36.0	16.8	114%	0.0	0.5	
Adj. EBITDA	54.6	40.4	35%	19.1	15.7	22%	17.8	16.3	9%	9.7	9.3	4%	13.0	3.8	242%	(4.9)	(4.7)	4%

*Constant currency reflects December 2016 as previously reported. December 2017 represents local currency converted at average foreign currency rates for the half year ended 31 December 2016.

#Asia as reported in FY17. No adjustment made for disposal and closing of non-core business included in FY17 financials.

ANZ:

Underlying EBITDA up 20% on the p.c.p.:

- Region continues to outperform market
- Winning market share through record new client wins and retention

2H18 Outlook:

- Experiencing continuation of broad based client activity increase
- Momentum from record client wins in 1HFY18 continuing
- ANZ will again be a significant contributor to Group profit

North America:

Underlying EBITDA up 6% on the p.c.p. (9% on constant currency).

As previously flagged challenging 1st half characterised by:

- Weather events and fire – USD \$2m effect to profit
- Additionally, client activity off 5% in 1H due to tax reform uncertainty
- EBITDA margin increase despite move to on-line (lower yielding) transactions. 35% of transactions on-line. (FY17-25%).

2H18 Outlook:

- Encouraging signs of client activity recovering in January 2018 since tax reform
- Additionally, recent tax reform has a positive impact upon group NPAT in 2H and FY19
- Expecting improved 2H, noting USA has 2H seasonal skew
- Continue to investigate M&A opportunities.

Asia:

Underlying EBITDA 0% on the p.c.p. (+4% on constant currency).

- Unexpected further ticket decline negatively impacting supplier revenues 1H
- Underlying business performing well (+16% TTV in constant currency) when taking into account business disposal in FY17 not contributing in 1H18
- Technology roll-out on track, resulting in client wins

2H18 Outlook:

- Encouraging macroeconomic signs in January 2018 through easing of government controls on Chinese airlines to raise fares a positive for B2B business and supplier revenue
- Expect solid double-digit EBITDA growth in 2H on p.c.p.

Europe:

Underlying EBITDA up 239% on the p.c.p.:

- Strong execution and outperformance
- Improved EBITDA margin a combination of move to online and Redfern contribution, scale
- On-line now 73% of all transactions (1H17-38%)

2H18 Outlook:

- Seasonal 2H skew
- Expect another strong year
- Continue to investigate M&A opportunities

CTM Group:

With the global network largely complete, CTM has won significant global clients which has been primarily due to the Company's global network and its award winning SMART technology suite.

Technology remains a key plank of the CTM client value proposition. The regional technology development strategy is well underway, allowing CTM to customise the global technology platform for local market needs, with a large flow of future developments scheduled throughout FY18 in all regions.

The CTM network provides localised service solutions in more than 70 countries, employing approximately 2,250FTE.

The Group remains committed to delivering superior results for clients through a consistent value proposition, including innovative customer facing technology solutions underpinned by a highly personalised service offering, and delivering a return on investment to our clients.

Employees remain central to the Group's ongoing success, and surveys of staff engagement continue to outperform benchmarks.

The CTM Board has declared a fully franked interim dividend of 15.0 cents per share:

Dividend ex-date 7 March 2018.

Dividend record date 8 March 2018.

Dividend payment date 11 April 2018.

FY18 Guidance

Original FY18 underlying EBITDA range of AUD\$120-125m (22.0%-27.5% growth on the p.c.p.).

CTM is on track to achieve top end of FY18 Guidance (approximately \$125m), despite unfavourable FX.

This implies 2H EBITDA organic growth on the p.c.p. of nearly 23%, supporting the underlying success of the business on a global scale.

Guidance Assumptions:

1. Foreign Currency cross-rates average USD76c/GBP60p during the year. Assumes HKD and USD pegged.

FX sensitivity upon EBITDA in 2H:

- for every +/- USD1c movement = approximately +/- AUD\$0.5m FY18 EBITDA
- for every +/- GBP1p movement= approximately +/- AUD\$0.3m FY18 EBITDA

2. Assume flat client activity globally

3. Excludes any future potential acquisitions

Upsides to Guidance:

- 2H weakening AUD v cross currencies.
- Positive impact of US tax changes in 2H and FY19 (increased NPAT effect, no EBITDA guidance effect).

CTM will be conducting a Webinar at 9:00am (AEDT) on Wednesday 21 February 2018, to discuss the half year results. Webinar and conference call details: [CLICK HERE](#).

About CTM

CTM is an award-winning provider of innovative and cost-effective travel management solutions to the corporate market. Its proven business strategy combines personalised service excellence with client facing technology solutions to deliver a return on investment to clients. Headquartered in Australia, the company employs approximately 2,250 FTE staff globally and provides local services solutions to clients in more than 70 countries.

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