

APPENDIX 4D FOR THE HALF YEAR ENDED 31 DECEMBER 2018



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 2018 compared with the prior corresponding period for the half year ended 31 December 2017 are:

- Total transaction value (TTV) was \$3,152.9 million, an increase of \$181.9 million or 6.1%;
- Revenue was \$182.2 million, an increase of \$13.1 million or 7.7%;
- Earnings before interest expense, tax, depreciation and amortisation (EBITDA) was \$42.0 million, an increase of \$2.2 million or 5.6%;
- Profit before tax was \$31.5 million, an increase of \$1.3 million or 4.2%;
- Profit after tax was \$21.9 million, an increase of \$1.1 million or 5.4%;
- Profit after tax attributable to members was \$21.9 million, an increase of \$1.2 million or 5.5%;
- Basic earnings per share was 18.2 cents, an increase of 0.5 cents per share or 2.8%; and
- Diluted earnings per share was 18.1 cents, an increase of 0.5 cents per share or 2.8%.

Dividends

Dividends declared or paid during the half year:

	Cents per share
For the year ended 30 June 2018	
Interim dividend, paid on 9 March 2018	7.0
Final dividend, paid on 18 September 2018	11.0
For the half year ended 31 December 2018	
Interim dividend, record date of 28 February 2019 and payment date of 15 March 2019	8.0

All dividends declared or paid are fully franked.

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.

This information should be read in conjunction with the Helloworld Travel Limited 2018 Annual Report.



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:

- 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. TTV does not represent revenue in accordance with Australian Accounting Standards. TTV does not represent 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 2018 was negative (23.6) cents compared with negative (27.0) cents as at 30 June 2018.

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 2018 was \$2.47 compared with \$2.36 as at 30 June 2018.

Entities over which control was gained or lost during the period

During the current half year, there were no significant entities for which control was either gained or lost during the period.

On 20 December 2018, Helloworld Travel acquired 100.0% of the Show Group business for a total consideration of \$7.0 million. Show Group is a leading travel management specialist and freight logistics organisation servicing the entertainment, film, arts, fashion, corporate and sporting industries.

There is no significant impact on revenue and net profit before tax arising from the Show Group business acquisition on the current half year financial results.

Details of associates and joint venture entities

Name of associate / joint venture	Reporting entity's percentage holding	
	December 2018 %	December 2017 %
Mobile Travel Holdings Pty Ltd and its controlled entities (MTA)	50.0	50.0
Down Under Answers, LLC ¹	-	33.3
Hunter Travel Group Pty Ltd	12.0	12.0
HTG Australia Pty Ltd	25.0	25.0
Cooney Investments Pty Ltd	20.0	20.0
Inspire Travel Management Pty Ltd ²	40.0	-



¹ On 19 April 2018, the Group sold its 33.0% share in Down Under Answers LLC. The total consideration amounted to \$1.6 million and the carrying value of the investment at the date of disposal was \$1.5 million. As a result, profit of \$0.1 million was recognised on disposal of the investment in the 2018 financial year.

² On 19 January 2018, the Group entered into a joint venture with In Travel Group, an indigenous travel management company. Helloworld Travel has a 40.0% non-controlling interest in the joint venture company, named Inspire Travel Management Pty Ltd. Acquisition related costs of \$0.4 million were incurred to establish the joint venture and are included in the carrying value of the investment.

Associates and joint ventures contributed \$1.0 million (2017: \$0.9 million) to the profit from ordinary activities before income tax during the current half year. The contribution, via the equity accounting method, consisted of \$0.9 million (2017: \$0.8 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.

For and on behalf of the Board

Andrew Burnes

Chief Executive Officer and Managing Director
18 February 2019