



Overview of WebBeds

Goldman Sachs 2nd Annual Tech Day

25 October 2018

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B2C TRAVEL



B2B HOTELS

WebBeds



DIGITAL TRAVEL BUSINESS

spanning both consumer and wholesale markets

Who is Webjet?

B2C Travel

Leading online consumer
travel brands



- **Webjet** - #1 OTA in Australia and New Zealand
- **Online Republic** - online aggregator specialising in online car rental, motorhome and cruise travel bookings

B2B Hotels

Digital fulfillment of hotel rooms
to global partners

WebBeds

- **WebBeds** - #2 B2B global player and the fastest growing B2B player in the world
- Global Coverage through
 - WebBeds Europe
 - WebBeds AMEA
 - WebBeds Asia-Pacific

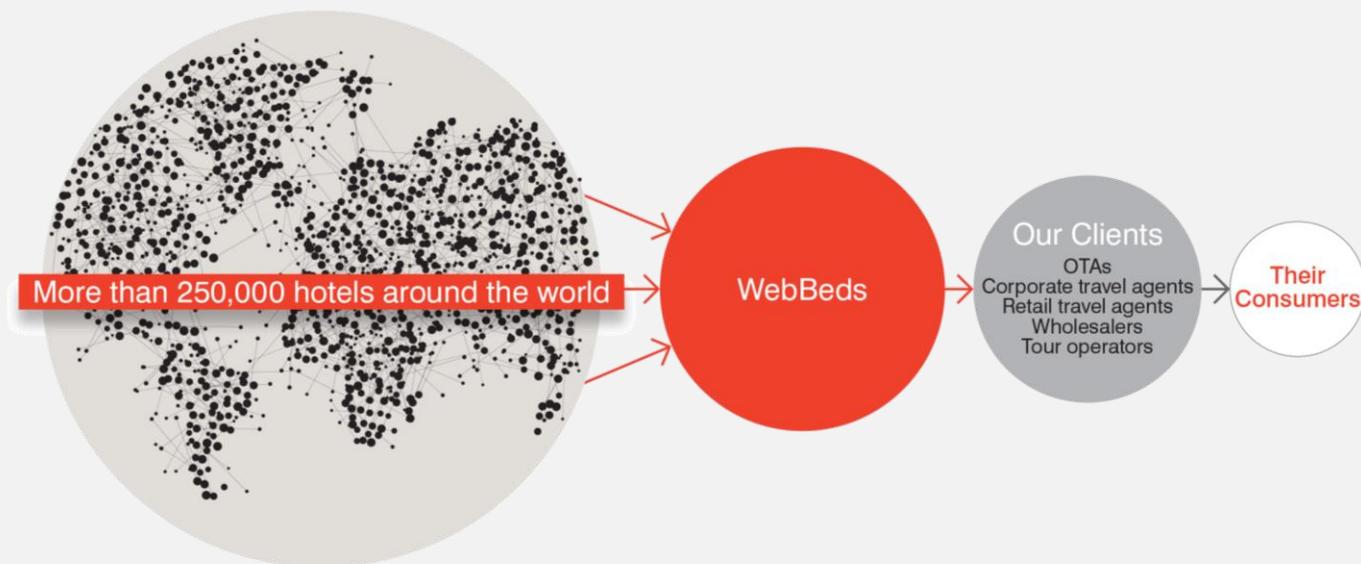
B2B Hotels

What is it and why are we winning share?



WebBeds offers a **user-friendly solution** to the global hotel room supply and distribution challenge

What is B2B?



We make it easier for our clients ...

- Highly fragmented market
- Expensive, inefficient and time consuming to go direct
- We provide easy access to a wide range of hotel inventory through one connection

... and hotel supply partners

- We help assist occupancy rate management
- We help sell their hotel rooms to clients around the world

Significant growth potential
#2 player – yet less than 3% of total global market

US \$50 Bn+ TTV Market Opportunity...



Europe
\$20 Billion



Asia
\$18 Billion



Americas
\$15 Billion



MEA
\$3 Billion

... and each market has different characteristics



Europe



Asia



Americas

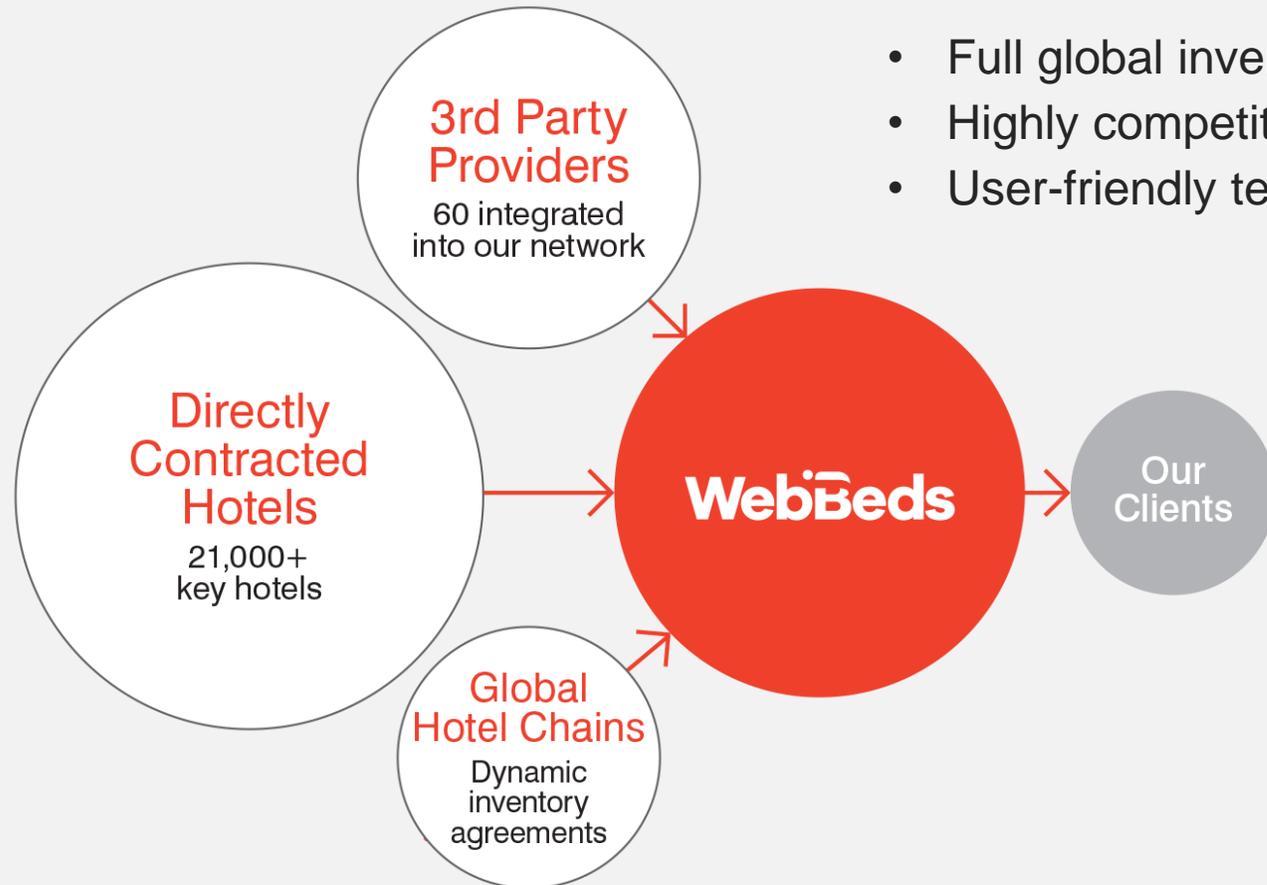


MEA

WebBeds Strategy overview

- **Market overview**
 - Global market US\$50+ billion TTV
 - Highly fragmented market with few global players
 - Industry consolidation represents significant opportunity to gain share
- **Build on our #2 global B2B position**
 - Currently the fastest growing B2B player in the world
 - Aim to gain market share in each region
 - Continue to outperform underlying market growth rates
 - Focus on profitable growth
 - Augment organic growth with strategic acquisitions
- **At scale, targeting “8/5/3”**
 - At scale, 8% revenue/TTV and 5% costs/TTV to drive 3% EBITDA/TTV
- **Reiterating bookings growth targets**
 - We continue to see significant growth opportunities in both the B2C and B2B markets and reiterate our medium term bookings growth targets for FY19-20
 - **3 year B2B growth target** – Bookings growth of more than 5 times the underlying market growth rate in each market

Our differentiated offering Multi-supply aggregation strategy



- Full global inventory offering
- Highly competitive prices
- User-friendly technology

Why we are winning share

The WebBeds model	
One of very few global players	<ul style="list-style-type: none"> • We provide clients with easy access to global hotel accommodation inventory • Most clients use several B2B providers – as the #2 global player, we are a meaningful inclusion in their sourcing mix • We offer hotel suppliers access to the fastest growing global distribution platform - helping them sell their hotel rooms to a global client base
Greatest breadth and depth of inventory offering	<ul style="list-style-type: none"> • Combination of directly contracted and third party inventory means we are able to provide a full global inventory offering • Better able to fulfil accommodation requests at times of peak demand
Highly competitive prices	<ul style="list-style-type: none"> • All supply sources are aggregated and only the lowest priced option for each hotel is displayed to clients • As many hotels have multiple supply sources, clients only see the most competitive room rate
Low cost model	<ul style="list-style-type: none"> • Our entire offering is designed to effectively manage costs • Direct contracting efforts are focused on key hotels - leverage third party offerings to provide full breath of inventory without increasing contracting costs • Cost-effective customer support centres • RezChain helping to reduce overhead costs
Market leading technology	<ul style="list-style-type: none"> • We offer user-friendly XML and website connections - vast majority of clients use XML connections • Our highly efficient technology offers sub-second response times for XML connections
Experienced management team	<ul style="list-style-type: none"> • Significant industry experience across all of our key geographic markets • Entrepreneurial and customer-centric culture

Why we are winning share Network effect

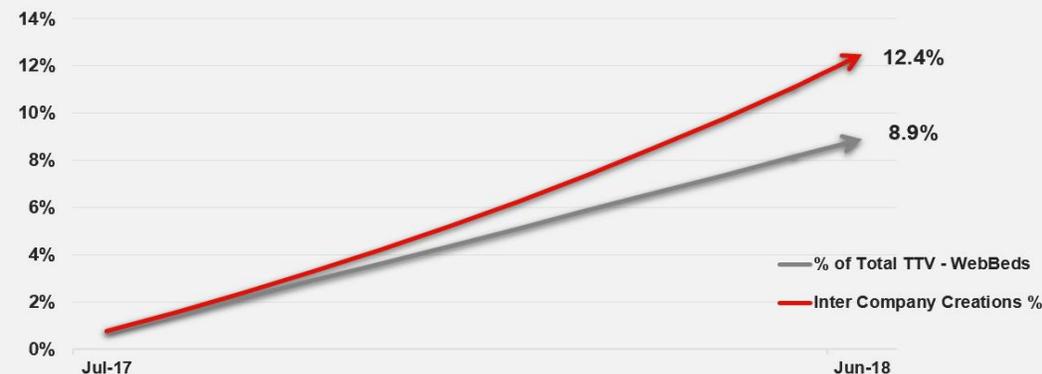


Directly contracted inventory driving competitive advantage

Direct contracts are a key component of our global distribution network

- Direct contracts help replace lower margin inventory with higher margin inventory
 - Since acquiring JacTravel, TTV from JacTravel inventory sold to non-JacTravel clients as % of total WebBeds TTV has grown from 1% to 9%
 - JacTravel inventory accounted for more than 12% of total WebBeds forward bookings as at June 2018
- Targeting 35,000 direct contracts by FY21
- We continue to look for opportunities to expand our directly contracted inventory through organic growth and strategic acquisitions
 - Key focus - Asia and LATAM

Increasing Relevance of JacTravel Inventory



Direct contracts delivering higher margin

	FY17	FY18	
WebBeds TTV	\$482 million	\$1,354 million	
Directly contracted hotels	10,000	21,000	2x
TTV from direct contracts as % total TTV	30%	50%	
TTV from higher margin direct contracts	\$145 million	\$677 million	4.5x

Our “8/5/3” target

At scale, 8% revenue/TTV and 5% costs/TTV should drive 3% EBITDA/TTV

TTV

- Different regions have different revenue/TTV margins – higher in more mature markets
- Highest in Europe, followed by MEA and Americas and Asia.
- Lower in regions where we are focused on building scale (ie Asia and LATAM)
- From 1 June 2019, we will switch to a volume based earnings arrangement with Thomas Cook. TTV from Thomas Cook will be at significantly lower revenue/TTV margins than overall WebBeds business (but TTV volume expected to be substantial)

Costs

- Multi-supply aggregation strategy designed as a low cost model
- Cost effective customer support centres
- RezChain (our blockchain initiative) helping reduce overheads
- Cost investments made “ahead of the curve” – key investments are contracting and sales staff. Will continue to invest in Asia and LATAM in order to reach scale
- All costs associated with supporting the Thomas Cook agreement are included in FY18 results (with no revenue recognition until 1 June 2019)



Q&A

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Thank You

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