



webjet limited

J.P.Morgan

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John Guscic:
Managing Director



Introducing our B2C Division:

Webjet is Australia and New Zealand's #1 Online Travel Agency (OTA)

Online Republic is a market-leading specialist in the provision of online cruise, rental car and motorhome bookings



Introducing our B2B Hotels Division:

Launched in 2013, **WebBeds** is the world's 2nd largest and fastest-growing accommodation supplier to the travel industry

WebBeds operates globally – reporting into 3 regions: Europe; Americas, Middle East & Africa (AMEA); Asia-Pacific

WebBeds

B2B Hotels

What is it and why are we winning market share?



webjet limited

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



More than **250,000 hotels** across
10,000 destinations worldwide



WebBeds



Our **20,000+** travel provider clients:
Corporate and retail travel agents,
OTA's, wholesalers, tour operators

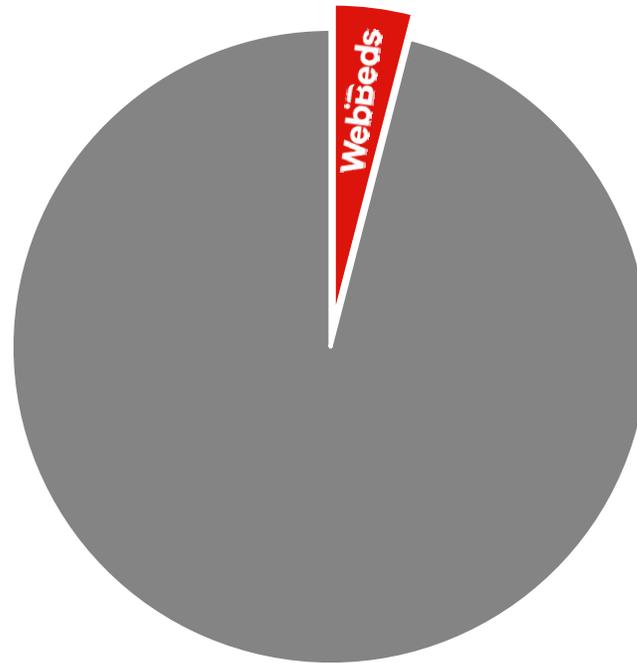


Their clients
(The end consumer)

WebBeds act as an **intermediary between hotels** looking to fill hotel rooms
and our clients looking to find rooms for their consumers

WebBeds is the #2 global B2B player - yet we have less than 4% market share

% US\$50 Billion+ TTV Market



The B2B market
A US\$50BN+TTV
market with
significant growth
opportunities

- B2B is an important part of the global travel industry
- It is a highly fragmented market
- Each region has different market characteristics
- The majority of participants have specialised, local offerings and relatively small market share
- WebBeds is one of very few genuine global players
- Industry consolidation represents significant opportunity to gain share

What WebBeds offers our clients

Quick, easy access to a full range of global inventory

- Our multi-supply aggregation strategy allows us to offer the greatest depth and breadth of inventory
- It is time consuming, expensive and inefficient for our clients to directly access rates themselves

Highly competitive inventory pricing

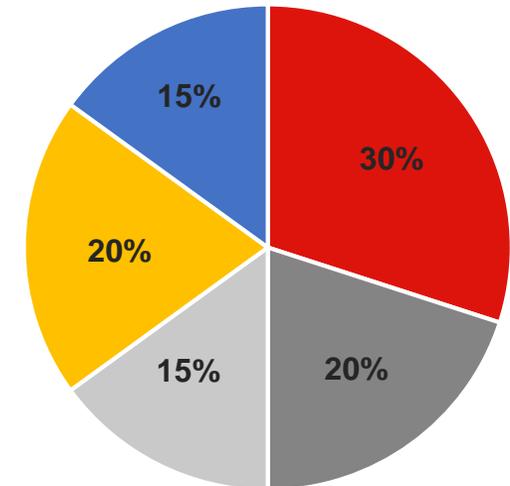
- We aggregate room rates from all supply sources and only the lowest price is displayed
- We provide a net rate that our clients can mark up as they wish

Market leading technology

- We offer both XML and website connections
- Sub-second response time for XML connections

As the #2 global player we are an important source of hotel room inventory for our clients

Balanced Client Portfolio
(% TTV)



- Retail Travel Agents
- Corporate Travel Agents
- Tour Operators
- Wholesalers
- OTAs



What WebBeds offers our hotel partners

We help hotels sell rooms around the world

- The majority of our >250,000 hotel suppliers around the world are independent
- We provide them access to the fastest growing global distribution platform

We help hotels manage their occupancy rates

- B2B bookings are typically longer lead time than consumer bookings
- We help hotels reduce reliance on short-term consumer-direct bookings by providing longer lead time bookings

We help hotels diversify sources of demand

We sell to over 170 destination countries through clients in more than 130 source markets worldwide



Our differentiated offering Multi-supply aggregation strategy



Directly contracted hotels:
28,500+ key hotels across strategic destinations



Global Hotel Chains:
Direct connectivity to leading chain inventory



3rd Party Providers:
Integrations with 60 global and specialist wholesalers



Our clients
20,000+ travel providers worldwide

- Great depth & breadth of inventory
- Low cost model
- Highly competitive prices
- No inventory risk
- Providing net rates to clients

WebBeds FY22 target

“8/4/4” target for FY22

- We are not yet at scale in all markets and are already tracking close to our “8/5/3” target (at scale, 8% revenue/TTV and 5% costs/TTV to drive 3% EBITDA/TTV).
 - **By FY22 we believe we can deliver “8/4/4”** - 8% revenue/TTV and 4% costs/TTV to drive 4% EBITDA/TTV.
- **IT platforms** - we are focused on maximising customer connectivity while meaningfully reducing operating costs. We have built **WebConnect** – a single platform for supply aggregation and onward distribution to our technology platforms.
- **Rezchain** – continues to deliver cost efficiencies and improve customer experience within all our B2B businesses and is implemented in all platforms in all geographies. DOTW is now connected and Thomas Cook is expected to be connected later in 2019.
- We continue to **target bookings growth of more than 5 times the underlying market** in each of our WebBeds markets.

Umrah Holidays

I N T E R N A T I O N A L

**A pioneer in the online provision
of religious pilgrimage travel services**

Umrah Holidays International

A significant new market opportunity

- “Umrah” is a pilgrimage to Mecca, Saudi Arabia. It is performed by followers of the Muslim faith worldwide and can be undertaken at any time of the year
- Hajj is a compulsory pilgrimage for every Muslim who is physically and financially able at a pre-determined date
- Muslims aspire to undertake Hajj and/or Umrah at least once in their lifetime
- Islam is the world’s second largest religious group - nearly 25% of the world’s population is Muslim
- Around 2.4 million Muslims completed Hajj in 2018
- Around 3.3 million Muslims visitors completed Umrah in the Kingdom of Saudi Arabia in 2018

The Kingdom of Saudi Arabia
has a vision to welcome
30 million religious visitors a
year by 2030

Key initiatives to achieve this **2030** vision include:

- **Improving visa procedures** to enable smooth visa processing with the aim of full automation
- **Integration of e-services** into the pilgrim's journey to enrich the religious and cultural experience
- **A range of new facilities** – a new international airport, new railway connections, 35,000 new hotel rooms and expansion of Holy Mosques are all underway

We take pride in being the first truly online B2B provider of religious travel services

We leverage the WebBeds global distribution network and strong partnership with hotels in the Kingdom of Saudi Arabia to offer a range of religious travel offerings and packages

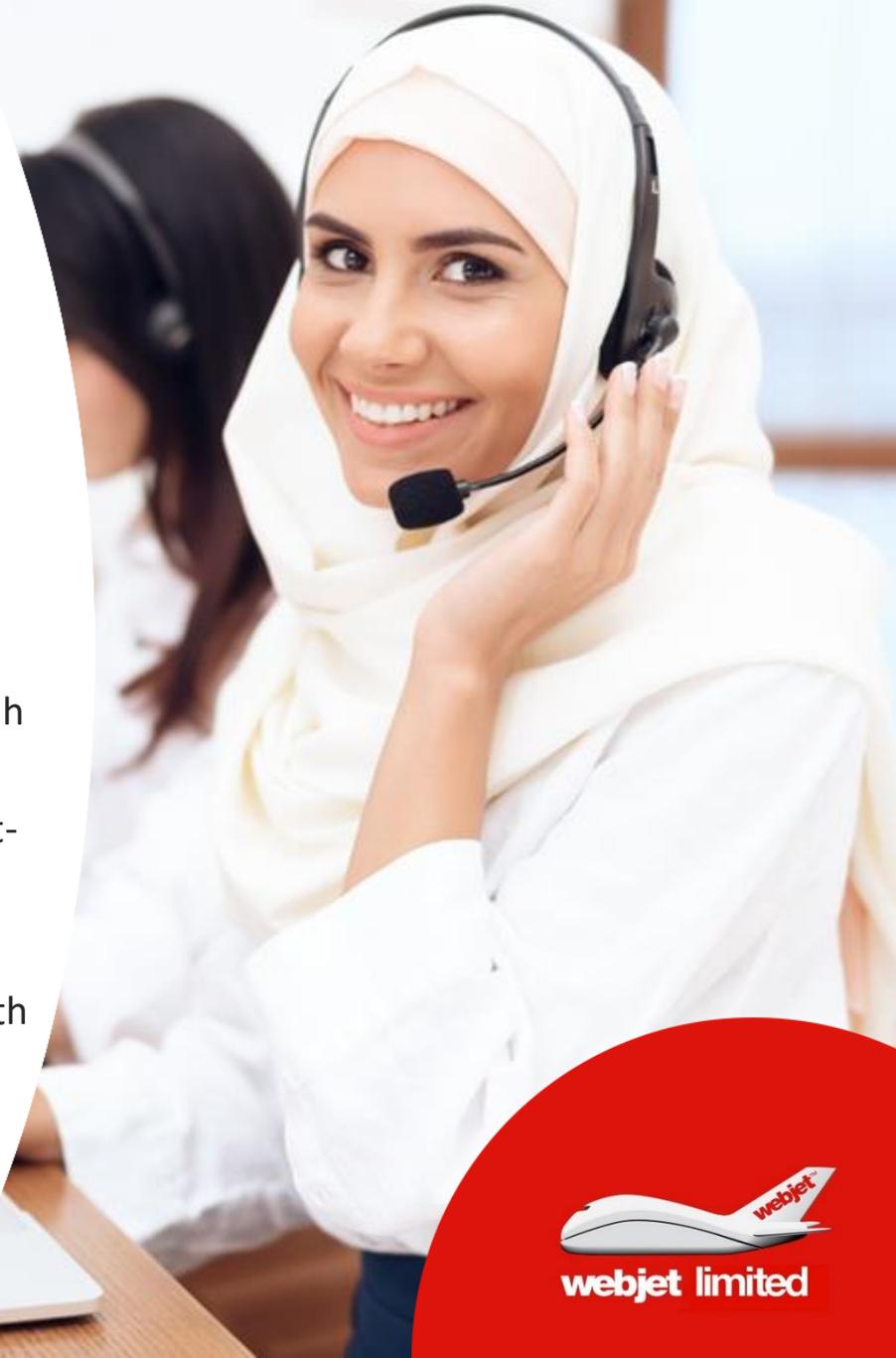
Hotels - We have direct contracts with over 600 hotels in Makkah, Medina, Jeddah and across the Kingdom of Saudi Arabia

A full suite of ground services - including private, shared or group transfers, sight-seeing and “meet and greet” services

We have developed a sophisticated integrated online VISA application tool in accordance with the Kingdom of Saudi Arabia regulations

We offer a simple and quick e-Service to facilitate the planning, processing and issuance of visa for pilgrims

We are the first online business globally to provide this service



Where are we today?

- 51% owned by WebBeds
 - #2 global B2B player
 - #1 B2B player in Middle East & Africa
- 49% owned by partners who bring deep religious tourism experience providing ground services across Umrah and Hajj
- Offices in Dubai, Cairo and Jeddah
- Launched in February 2019



We expect Umrah Holidays International to make a meaningful EBITDA contribution to WebBeds AMEA by FY22

Low set-up and operating costs

- \$1 million set-up costs in FY19
- Expected to breakeven in FY20
- Expected to make meaningful EBITDA contribution to WebBeds AMEA in FY22

Low CAPEX requirements

Leverage existing local supply and global distribution partnerships

We reconfirm FY19 guidance

We remain on track to deliver at least \$120 million EBITDA (excluding one-offs associated with the acquisition of DOTW), including all start up costs associated with Umrah Holidays International



Q & A



Thank you