

WebBeds

Webjet Limited

B2B Revisited Back to Basics.

UBS Sydney Investor Session Presentation
18 March 2021



Introduction.

Market overview

- Competitive landscape
- What is a bedbank
- Why do hotels use WebBeds
- Why do customers use WebBeds

The WebBeds model

- Who are our hotel supply partners
- Our multi-supply aggregation model
- Who are our customers
- The network effect

Market Overview

WebBeds

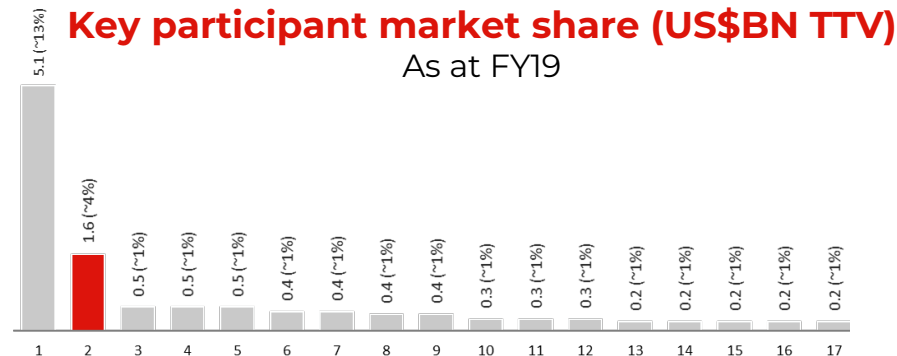
WebBeds

WebBeds is the #2 global provider in a highly fragmented market.

The competitive landscape.

Industry Overview

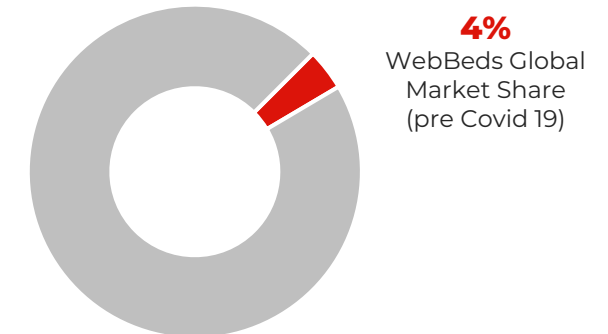
- B2B Market is **huge and highly fragmented**
- Bedbanks provide a **critical distribution channel** for the travel industry
- Each region has **different characteristics**
- The **majority of participants are specialised, local offerings** with relatively small market share
- WebBeds is one of **very few genuine global players**



Post Covid-19 Opportunity

- Severe **financial pressure** on smaller players and the industry is likely to **significantly change the competitive landscape** post Covid-19. Presents an **opportunity for WebBeds to gain share** as competitors come under financial strain
- **B2B is expanding** into the B2C market, providing even greater market opportunity

A\$70BN+ TTV
B2B Market Opportunity

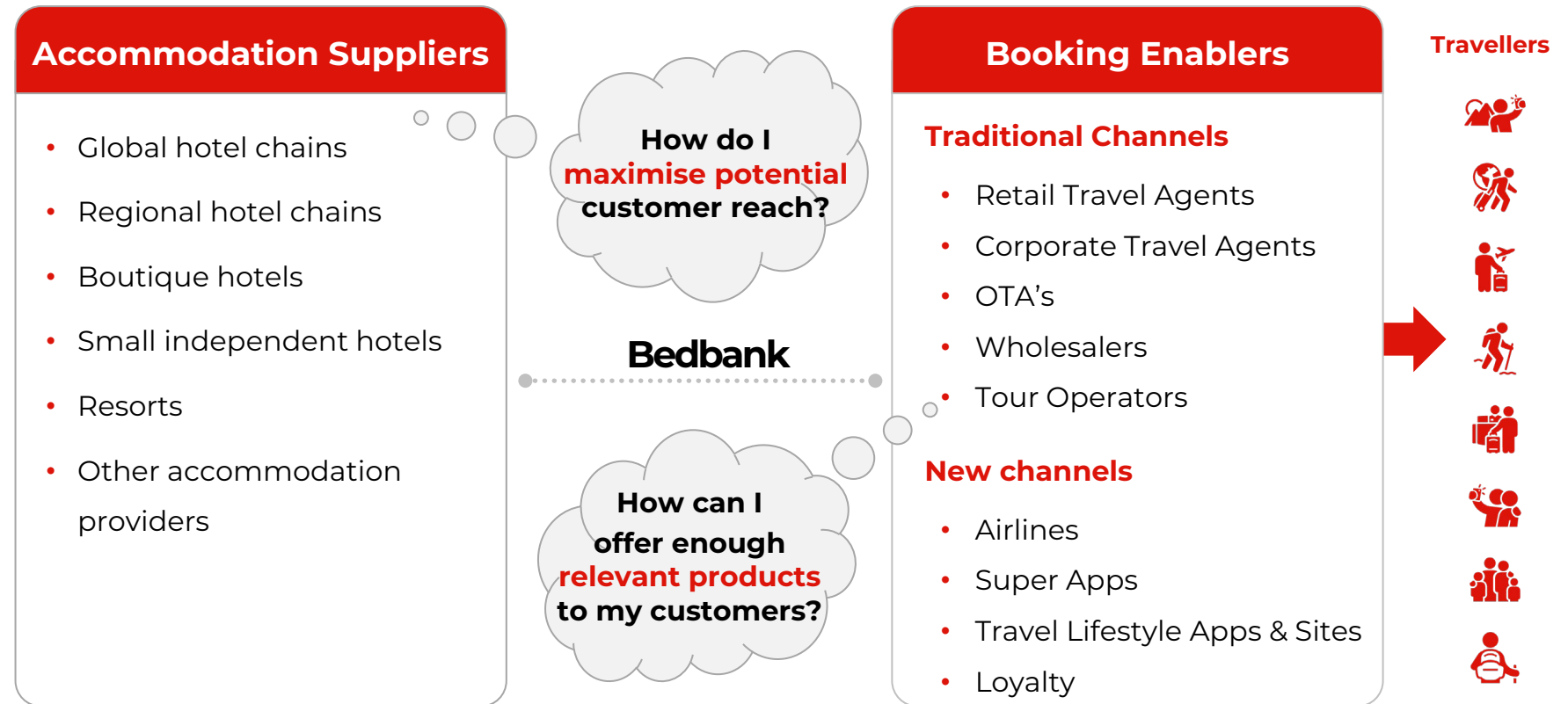


WebBeds

WebBeds is a bedbank that connects sellers with buyers creating a global B2B marketplace.

What is a **bedbank**?

A bedbank is an **intermediary** that connects **sellers** with **buyers** in a complex global ecosystem of travel distribution.



WebBeds

WebBeds offers its hotel partners an important & differentiated distribution channel.

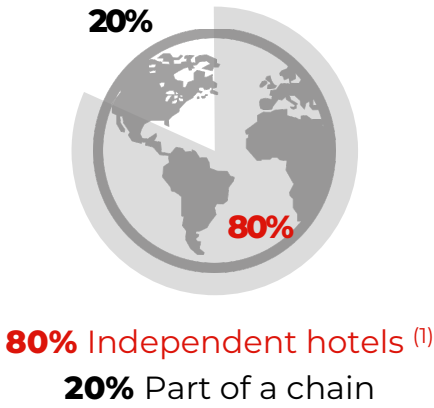
(1) Source: STR Global and Company estimates based on all hotels offering rooms for sale.
- STR Global data only counts properties with more than 10 rooms <https://str.com/>
- Company estimates include properties with less than 10 rooms.

What we offer our hotel partners.

The global hotel market is huge and highly fragmented

Accommodation market is **80%** comprised of independent hotels

- Likely to have limited direct booking capabilities
- Less able (or willing) to invest in a global sales and distribution team



| | |
|--------------------|--|
| What Hotels Need: | <ul style="list-style-type: none">• Multiple sources of distribution to ensure minimal vacancy |
| WebBeds Value Add: | <ul style="list-style-type: none">✓ Aggregate multiple and diverse channels through a single contract✓ Help hotels sell rooms around the world✓ Help hotels manage their occupancy rates✓ Help hotels diversify sources of demand |

WebBeds

Bedbanks (like WebBeds) help hotels extend their distribution channels.

Source: PhocusWire – The Real Value of the BedBank Distribution Model

Why do hotels use bedbanks?

| | | Bedbanks | OTAs |
|----------------|--------------------|---|-------------------------------|
| Key Attributes | Lead-time | Longer (more planned) | Shorter (more last minute) |
| | Length of stay | Longer | Shorter |
| | Cancellation rates | Lower | Higher |
| | Traveller profile | Broad based given channel mix (i.e. corporate, leisure, travel groups) | Price sensitive leisure |

Bedbanks assist hoteliers by extending their distribution to new channels in more markets

Bedbanks are not designed to compete with hotel supplier direct booking initiatives

Many OTA customers typically book multiple hotels which they then cancel closer to check-in

WebBeds

WebBeds offers customers access to more than 365,000 hotels around the world.

What we offer our customers.

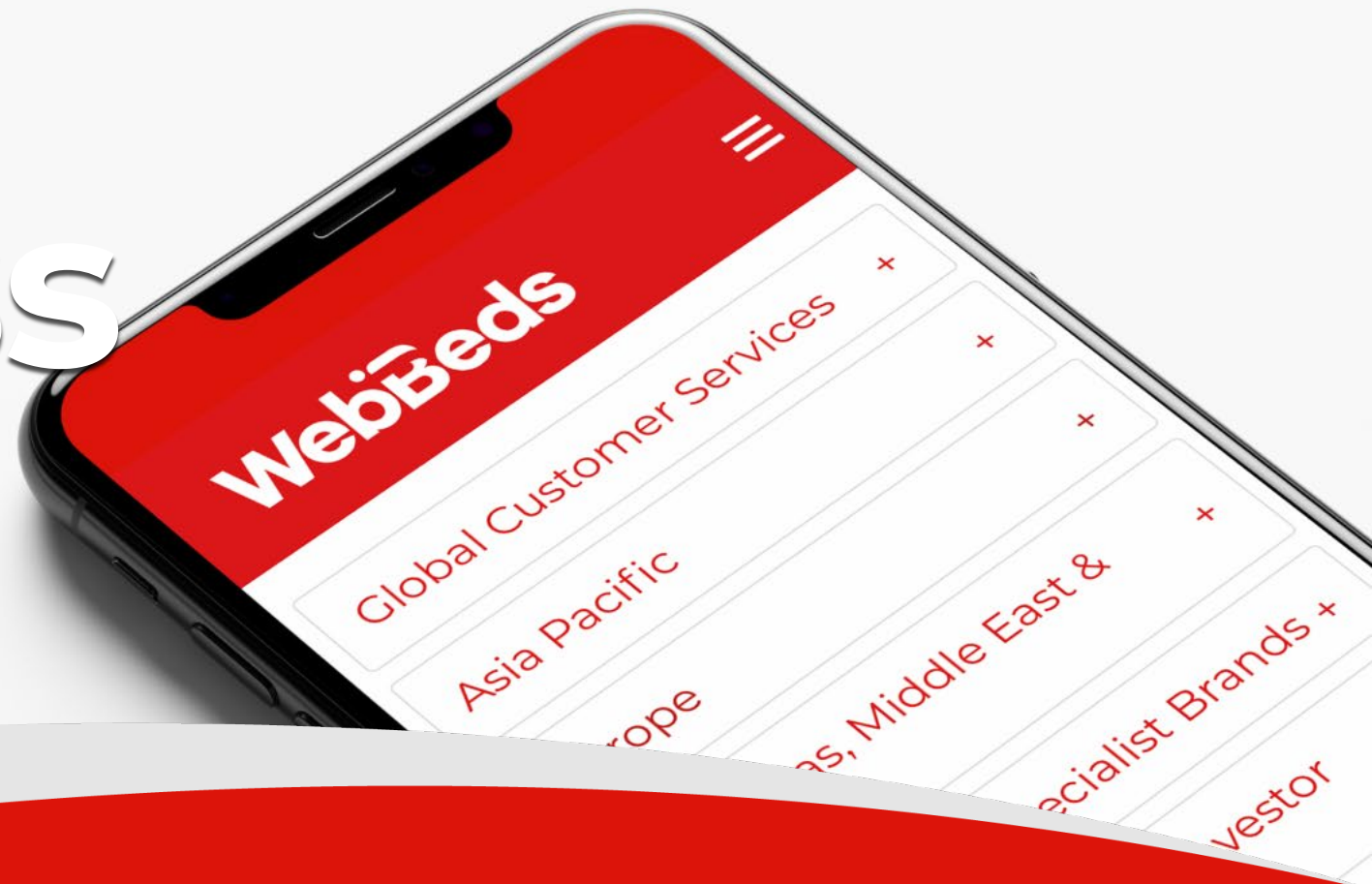
Bedbanks customer pool:

Any business that offers its customers the ability to make accommodation bookings:

- **Traditional channels:**
OTAs, Corporate Travel Agents, Retail Travel Agents, Tour operators and other wholesalers.
- **New channels:**
Airlines, Super Apps, Loyalty, Travel Lifestyle Apps & sites

| | |
|----------------------|--|
| What customers need: | <ul style="list-style-type: none">• Cost effective access to global inventory delivered through reliable technology, and strong customer service and support |
| WebBeds Value Add: | <ul style="list-style-type: none">✓ Quick, easy access to a full range of global inventory through a single pipe✓ Highly competitive inventory pricing✓ Market leading technology✓ Award winning customer service |

Our Business Model.



WebBeds

WebBeds

WebBeds offers more than 365,000 hotels around the world including global chains & independently managed & contracted properties.

Our supply partners.

We get our accommodation supply from a wide variety of sources.



365,000+
hotels

14,000+
destinations

200+
countries

65
hotel chain
partnerships

30,000+
directly contracted
properties

77
integrated 3rd-party
wholesalers

Ground service product boosts our product offering.

We provide destination services such as transfers, entertainment, tickets, attractions and more...



Note: all data is pre Covid-19

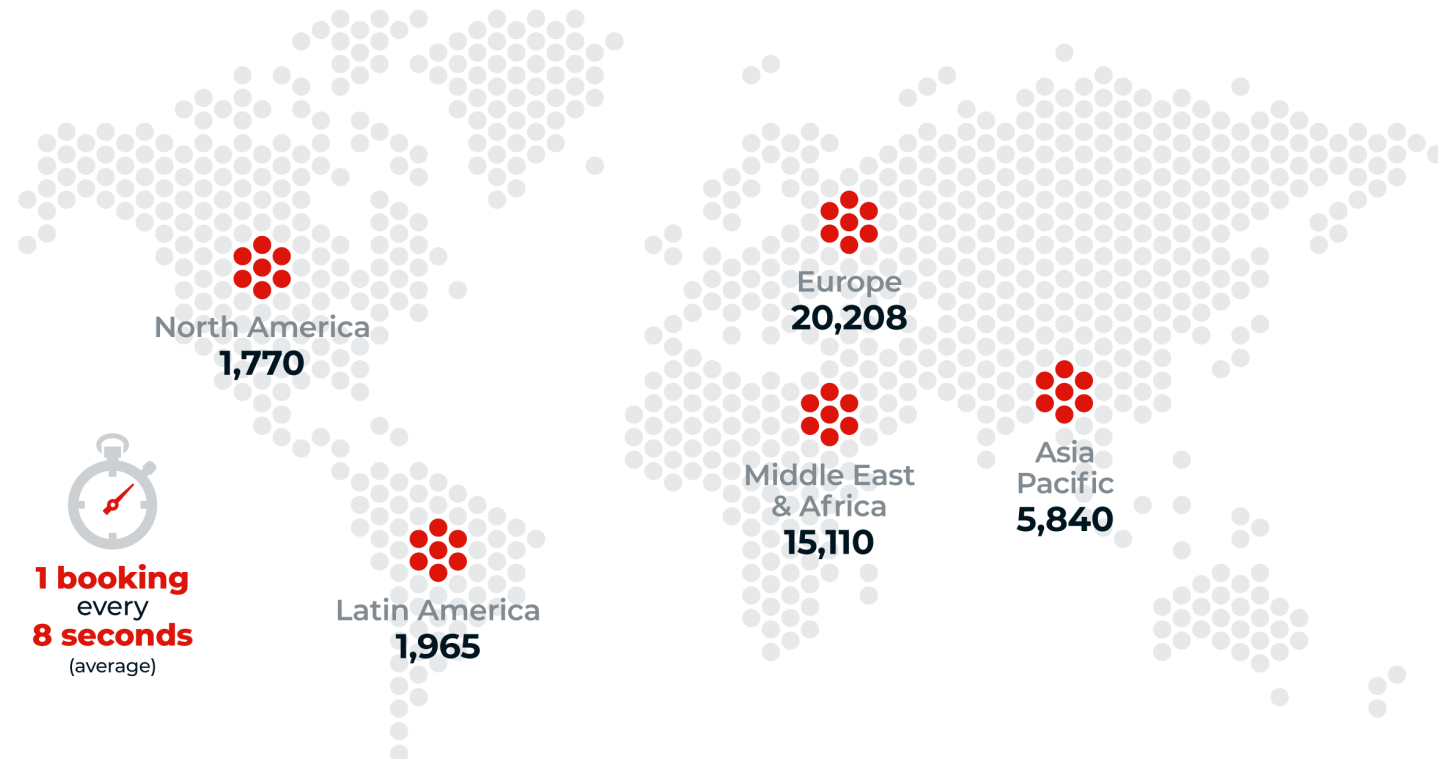
WebBeds

Our customer network in more than 145 countries generates 9.6 million room nights per year.

Our network & reach.

Global Network & Reach

We distribute our products through a global network of travel selling clients.



44,000+
travel companies

145+
source markets

Generating
9.6 million
room nights per year

4 million+
bookings per year

10,000+
bookings per day (av)

WebBeds

Multi-supply aggregation provides the greatest breadth & depth of inventory at highly competitive prices.

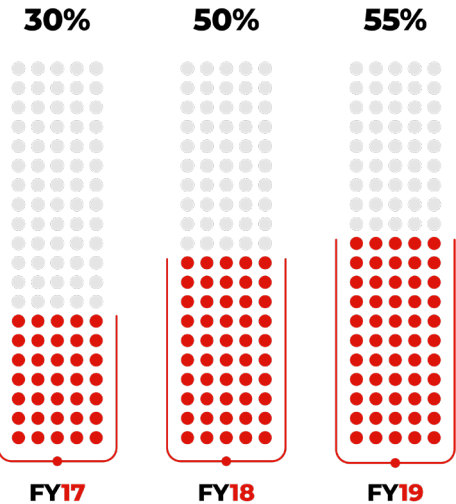
Multi-supply aggregation strategy.

We get our accommodation supply from a wide variety of sources.



Directly Contracted Hotels.

(as % sales)



WebBeds

Revolutionising
a 20 year business
model through
the hybrid supply
model.

Multiple sources of pricing per hotel.

WebBeds often has **4-6 different prices** for the same hotel room.

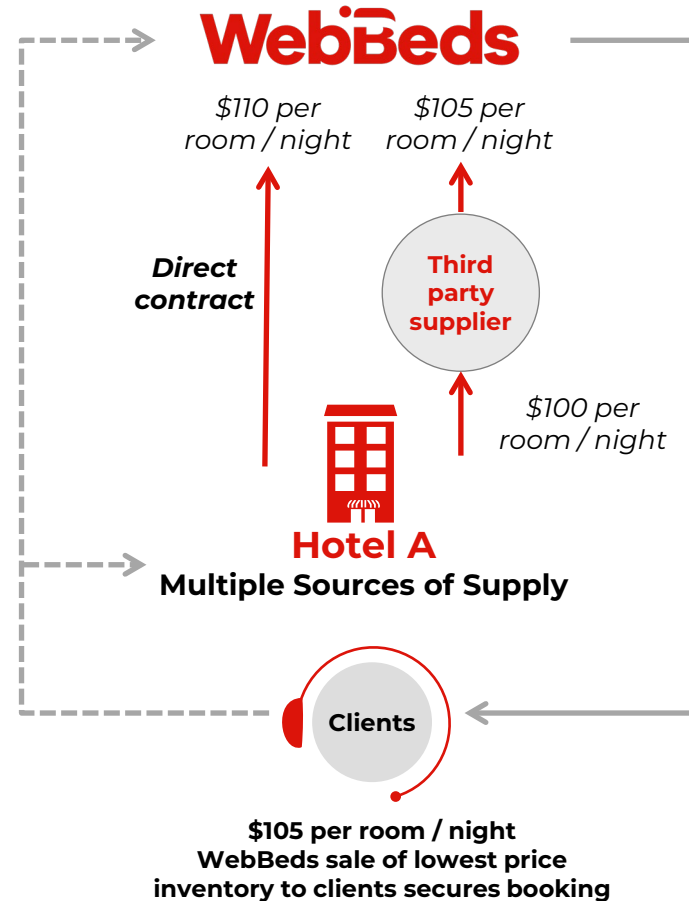
| | Global Chains | Third Party | Direct Contracts |
|--------------------------|-----------------|-----------------|------------------|
| Contract Types | Fixed & Dynamic | Fixed & Dynamic | Fixed & Dynamic |
| Typical Contract Profile | Evergreen | Evergreen | 6 month |
| No Inventory Risk | ✓ | ✓ | ✓ |
| # of Suppliers | 65 | 75+ | 30,000+ |

WebBeds

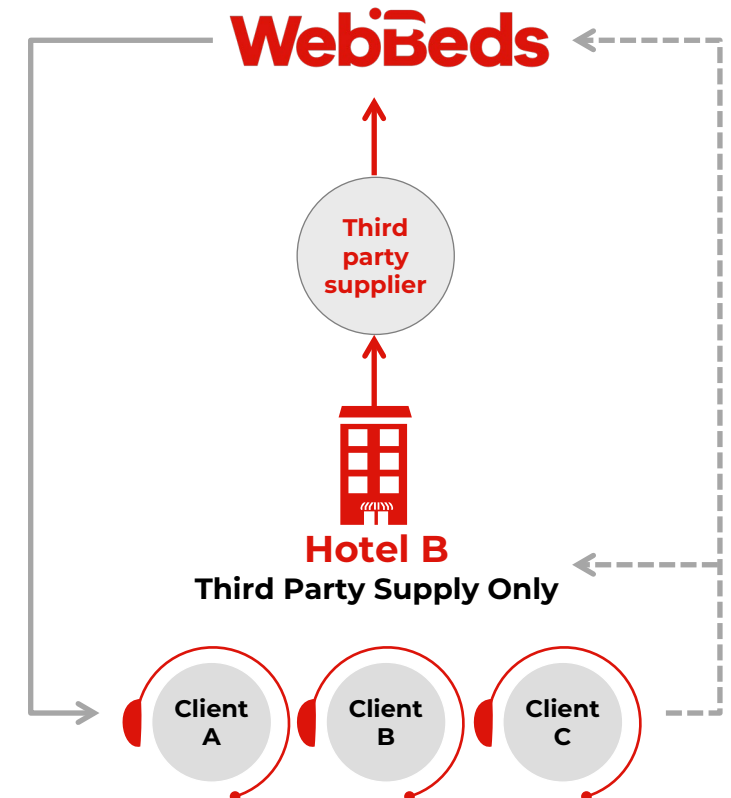
Our supply model allows for instantaneous & continual feedback loop with unparalleled price & demand data.

Pricing competitiveness – Illustrative examples.

Instant Price Feedback



Instant Demand Feedback



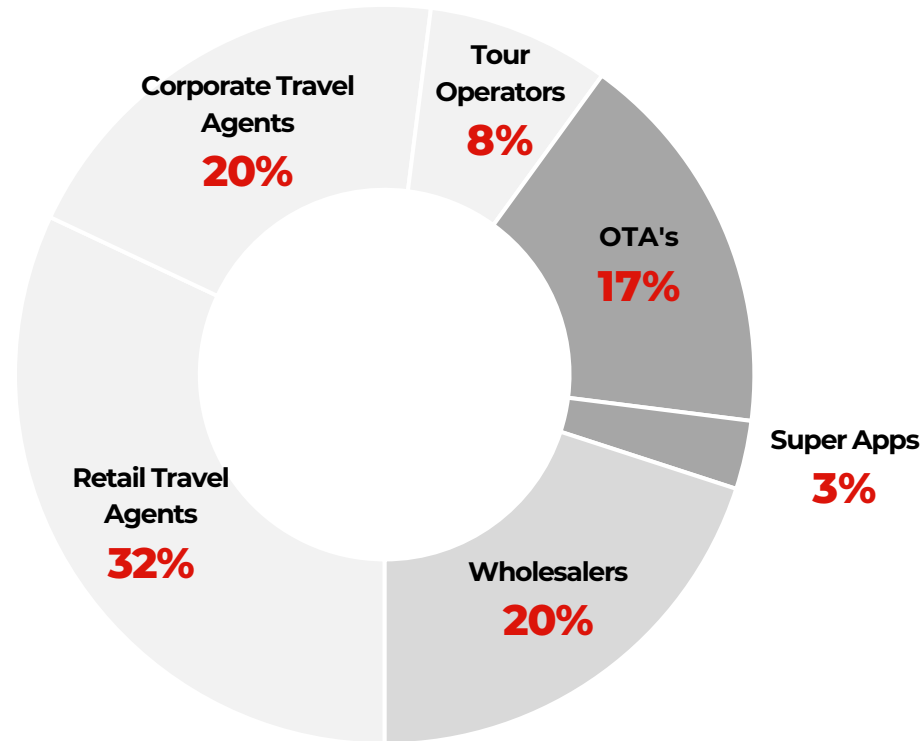
WebBeds

A balanced portfolio mix across all customer segments.

Our customers.

Who are our customers?

WebBeds has a **balanced portfolio** across all customer segments.



What we offer our customers.

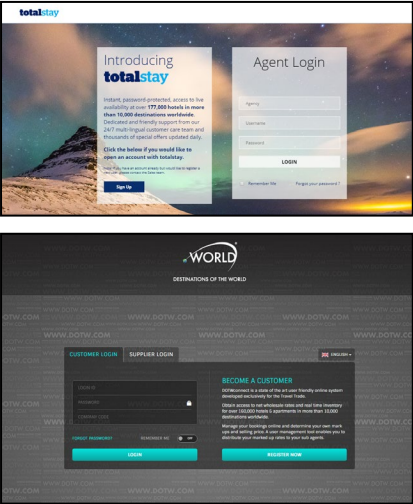
- ✓ Quick, **easy access** to a full suite of global inventory
- ✓ Over **365,000** hotels
- ✓ Highly **competitive** inventory pricing
- ✓ Market leading **technology**
- ✓ **50+ offices** globally
- ✓ **1,500+ staff** worldwide, with dedicated local sales & supplier support team structure
- ✓ Award winning **customer service**

WebBeds

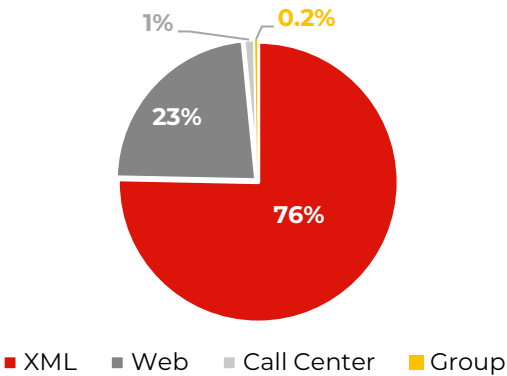
We provide customers a diverse technology enabled product offering.

Technology product offering.

| What do customers look for? | WebBeds offering |
|----------------------------------|--|
| Fast product that is easy to use | <ul style="list-style-type: none">✓ Clients can access global inventory through either XML or direct website connections✓ Sub-second response time for XML connections✓ Provides a net rate✓ Access 24 hours a day, 365 days a year✓ Online invoicing✓ Detailed booking reports |
| Great rates | <ul style="list-style-type: none">✓ WebBeds aggregates room rates from all supply sources and only the lowest price is displayed |
| Great inventory | <ul style="list-style-type: none">✓ Global inventory with depth and breadth – 365,000+ hotels in 200 destination markets✓ WebBeds is the only Bedbank of scale operating a hybrid model providing inventory advantage |



XML / Website Split (FY19)

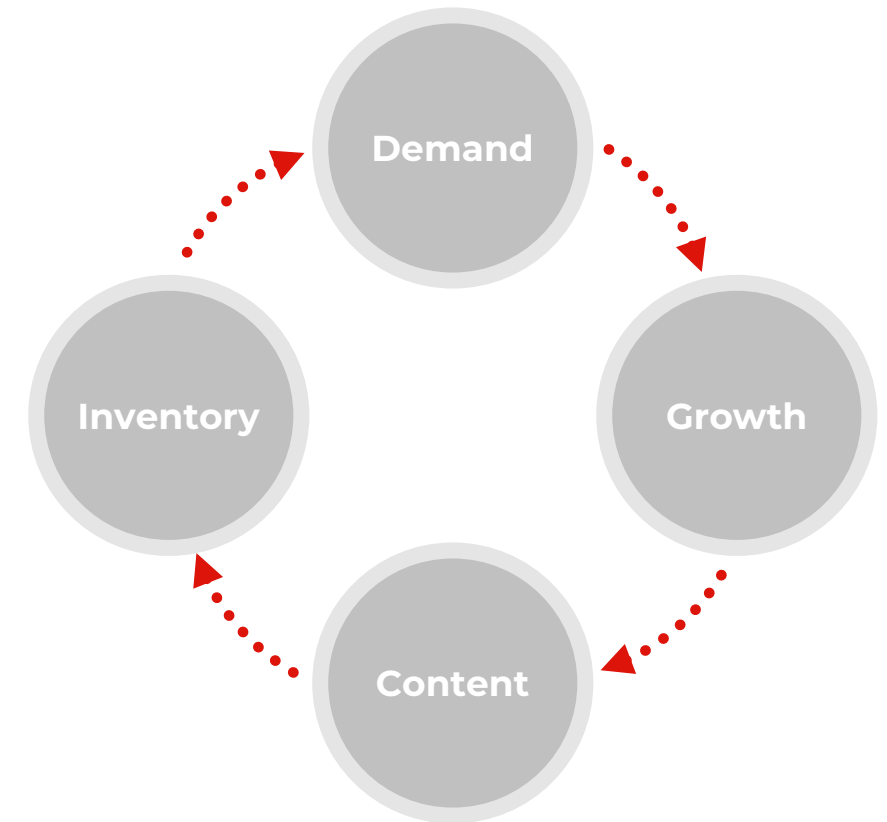


WebBeds

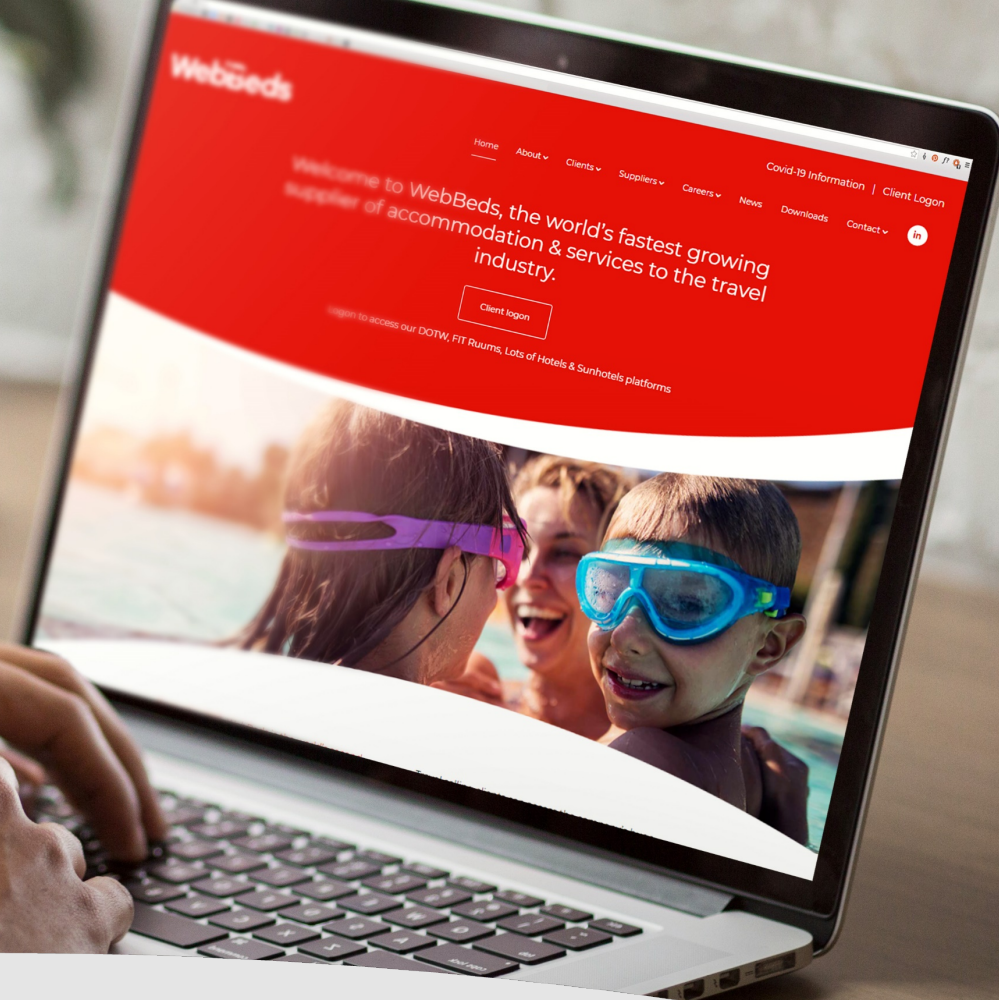
Pre Covid-19, WebBeds was the fastest growing B2B player in the world.

The importance of the **Network Effect**.

- The more WebBeds grows its global client base, **the more relevant it becomes to hotels as a means of distribution**
- As a result, WebBeds is **able to get deeper room allocations at better prices** with its directly contracted hotels, as well as attract new hotels to its platform
- WebBeds becomes **increasingly meaningful to its third party providers as a distribution platform** for their own room allocations
- Ability to increase room content and access better rates in turn helps **feed greater demand for its product from clients**, helping grow its global client base
- Large and increasing **repository of data – providing competitive data advantage**



Thank you.



WebBeds