



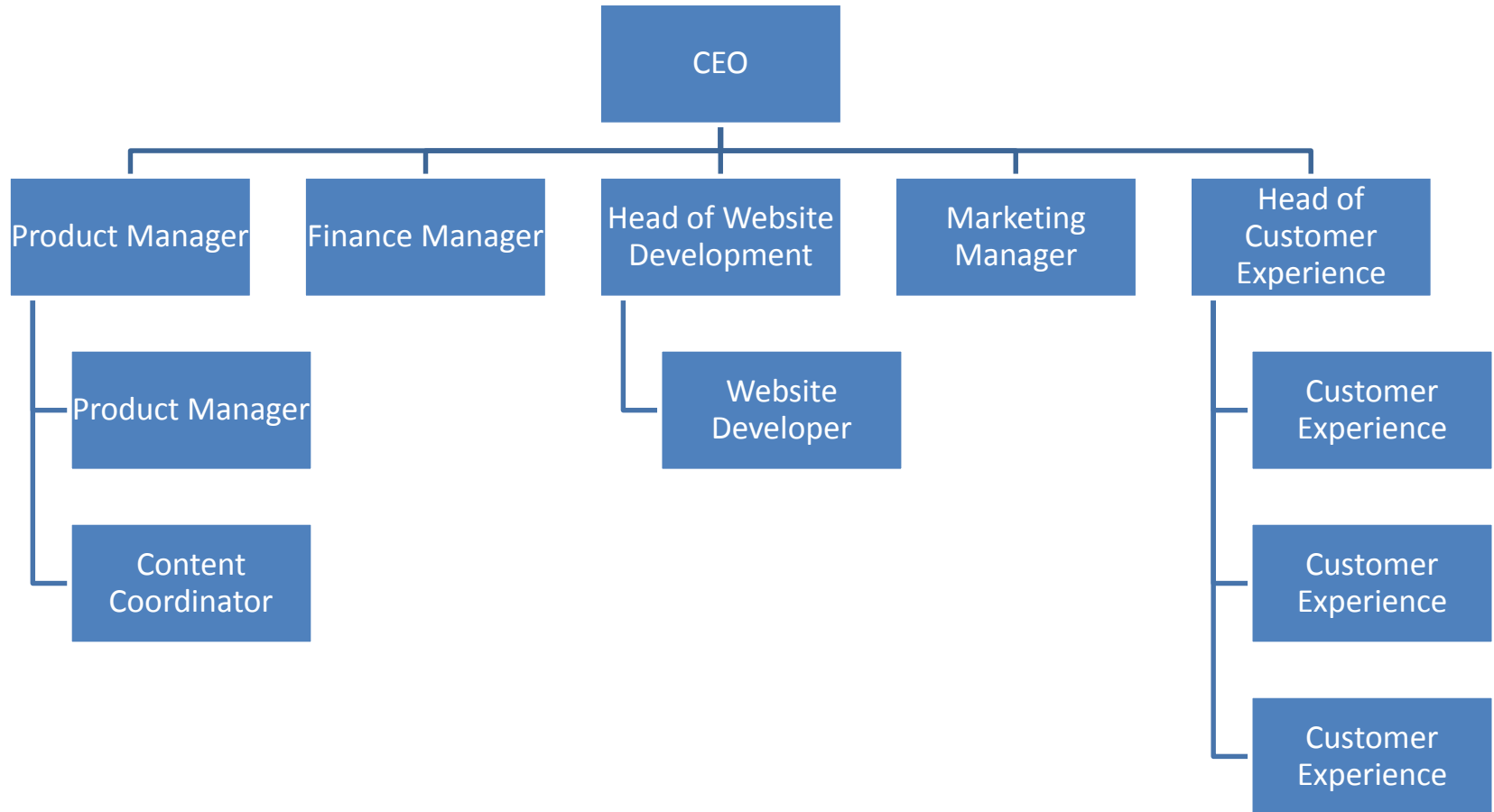
Exclusives

Investor Briefing
November 26th



The Team

“Lean, experienced, nimble”



The Business

- A travel deals website merchandising retail travel product including resorts & hotels, cruises, tours & packages
- Exclusively negotiated product from hand picked suppliers – product selected based on appeal, quality, bonus inclusions, value & margin
- Voucher model: secure the deal now – book your dates later
- Scarcity – limited product available for a limited time and in limited numbers



The Marketing Position

- Part of Australia's largest OTA
- Exclusively created product, quality experiences, bonus inclusions, compelling value
- Exclusives Price Promise – find a cheaper identical deal and we'll give you your holiday for FREE
- 21 Day Money Back Guarantee – buy with confidence

The Customer

- Australian leisure traveller shopping for short & long domestic & overseas escapes
 - Currently using travel deals sites, OTAs, supplier direct or bricks & mortar agencies
 - Looking for quality travel experiences with substantial inclusions at a great price
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- PLUS Travel product suppliers looking for a low risk, dynamic & powerful distribution channel

The Growth Strategy

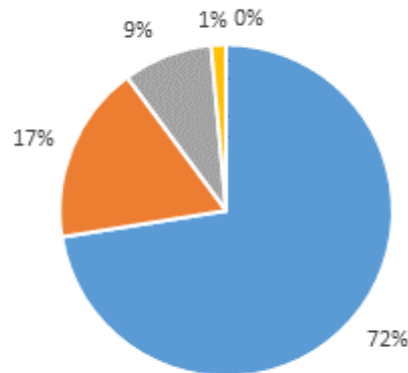
- Launch of Zuji Exclusives (Singapore)
- Launch of Zuji Exclusives (Hong Kong)
- Integrated on-site booking system
- Improved website and mobile user experience
- Online, offline & affiliate marketing strategies
- Product / destination specific brands

Achievements

- Key brand partnerships:

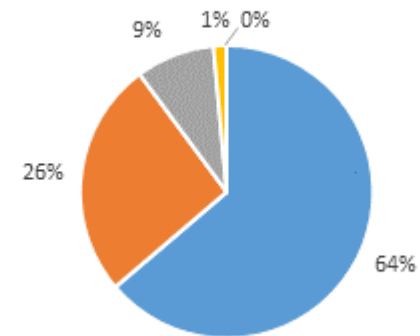


Would you use Webjet Exclusives again?



■ Extremely likely ■ Very likely ■ Moderately likely ■ Slightly likely ■ Not at all likely

Would you recommend Webjet Exclusives to a friend or colleague?



■ Extremely likely ■ Very likely ■ Moderately likely ■ Slightly likely ■ Not at all likely

Thank You

