

1H FY15 RESULTS UPDATE

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1H FY15 Highlights

- **Strong performance in core Webjet business and B2B divisions drive record result**
 - TTV up 22.2%
 - Revenue up 11.5%
 - EBITDA up 17.3%
 - Underlying EBITDA up 41.3% ⁽¹⁾
 - PBT up 6.8%
 - NPAT up 0.8%
- Webjet business delivering strong growth
- Ongoing expansion of LOH business
- Successful acquisition and integration of SunHotels
- Difficult trading environment in ZUJI's Asian markets

1H FY15	A\$ million
TTV	620
Revenue	58.2
EBITDA	14.4
Underlying EBITDA ⁽²⁾	15.4
PBT	12.1
NPAT	9.1

(1) Underlying 1H FY15 EBITDA excludes \$1m SunHotels acquisition costs and 1H FY14 adjusted for \$1.4m gain from sale of controlling interest in Webjet Marketing USA

(2) Underlying 1H FY15 EBITDA excludes \$1m SunHotels acquisition costs

Financial results overview

Half Year Ended 31 December 2014	1H FY15 \$m	1H FY14 \$m	Inc. / (Dec.)	
			\$m	%
TTV	620	507	113	22.2%
Revenue	58.2	52.2	6.0	11.5%
Costs	43.7	39.9	3.9	9.8%
EBITDA	14.4	12.3	2.1	17.3%
Depreciation and Amortisation	(2.2)	(1.4)	0.8	59.3%
Interest	(0.1)	0.4	(0.5)	(129.8%)
Associates	(0.0)	0.0	(0.0)	n/a
EBT	12.1	11.3	0.8	6.8%
Tax Expense	(3.0)	(2.3)	(0.7)	30.8%
NPAT	9.1	9.1	0.1	0.8%
EPS (cents)				
- Basic	11.5	11.6	(0.1)	(0.6%)
- Diluted	11.5	11.5	(0.0)	(0.2%)
Margins				
Revenue Margin	9.4%	10.3%	(0.9%)	
EBITDA Margin	24.8%	23.6%	1.2%	
Marketing % TTV	1.8%	2.2%	(0.4%)	
NPAT	15.7%	17.4%	(1.7%)	
Effective Tax rate	24.6%	20.1%	4.5%	

- 1H FY15 reported EBITDA includes
 - \$1.0m one off acquisition costs for SunHotels
 - \$0.7m start-up loss for Exclusives
- 1H FY14 reported EBITDA includes
 - \$1.4m gain on sale of controlling interest in Webjet Marketing USA

Segment summary

	1H FY15	1H FY14	Inc. / (Dec.)	
	\$m	\$m	\$m	%
TTV				
- Aust & NZ	433	365	68	18.7%
- Asia	64	88	(24)	(26.8%)
- B2B	123	24	99	408.2%
Continuing Operations	620	477	143	30.1%
- USA	0	31	(31)	n/a
Total TTV	620	507	113	22.2%
Segment TTV				
B2C (Continuing Operations)	497	452	45	9.9%
B2B	123	24	99	408.2%
Revenue				
B2C (Continuing Operations)	46.4	48.9	(2.5)	(5.2%)
B2B	11.8	1.44	10.4	718.9%
EBITDA				
B2C (Continuing Operations) (1)	11.1	11.3	(0.2)	(1.7%)
B2B (2)	3.3	(0.4)	3.7	n/a
EBITDA Margin %				
B2C (Continuing Operations) (1)	24.0%	23.1%	0.9%	3.7%
B2B	28.0%	n/a	n/a	n/a

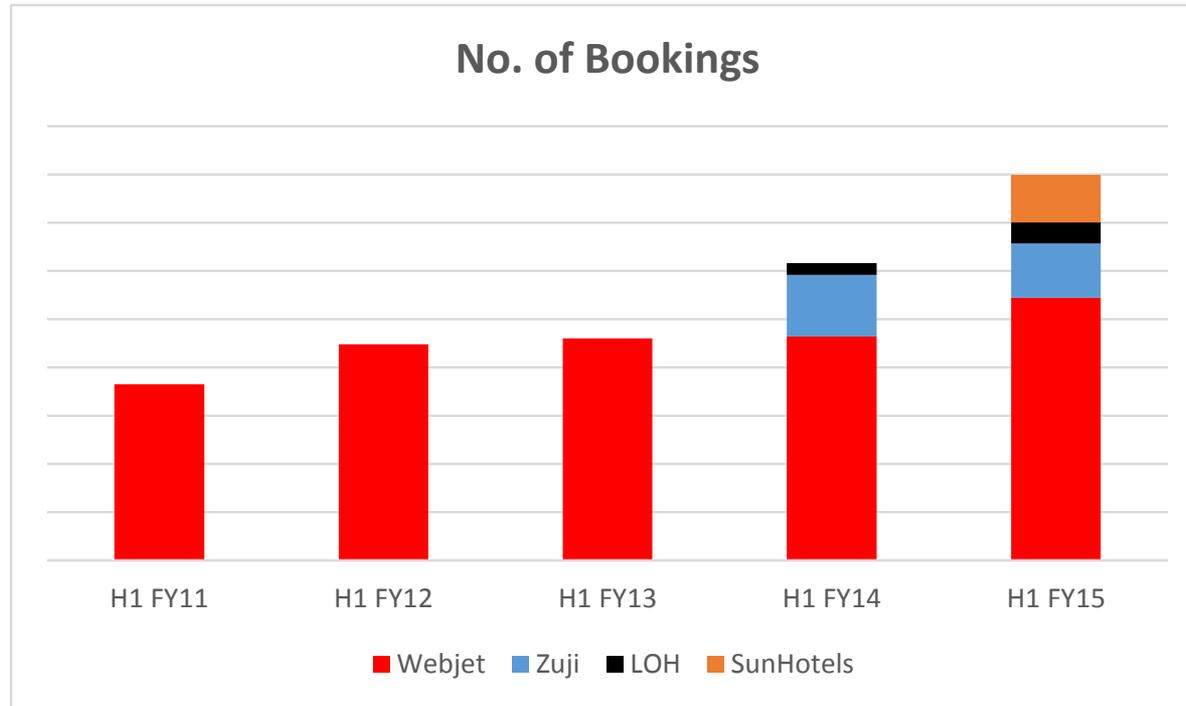
(1) 1H FY14 EBITDA B2C (continuing operations) excludes \$1.4m EBITDA gain on sale of controlling interest in Webjet Marketing USA.

(2) 1H FY15 EBITDA B2B includes \$1.0m SunHotels acquisition costs.

(3) 1H FY15 Webjet growth excludes Exclusives \$0.7m start up loss.

- Group TTV up 22.2%
 - Webjet / Zuji AU & Exclusives TTV up 18.7%
 - Zuji Asia TTV down 26.8%
 - B2B (SunHotels & LOH) up 408.2%
- B2C 1H FY15 results
 - Impacted by trading conditions in Asia
 - Includes \$0.7m EBITDA start-up loss for Exclusives
- Webjet EBITDA up 14.8%⁽³⁾

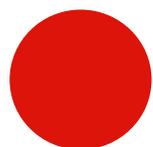
Double Digit Bookings Growth



- **Bookings CAGR 20%** (5-years)
- **Organic growth** (Webjet, LOH and Exclusives) CAGR 13% (5-years)
- **Webjet up 17%** year-on-year
- **Zuji down 12%** year-on-year

Ongoing diversification of earnings streams

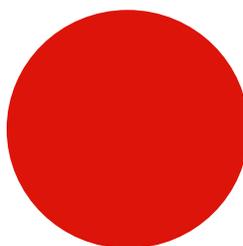
1H FY13
\$8.5m EBITDA



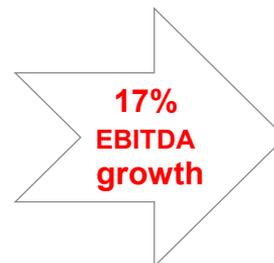
■ B2C ■ B2B



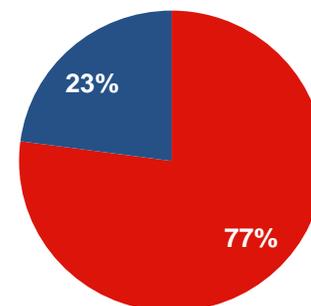
1H FY14
\$12.3m EBITDA



■ B2C ■ B2B



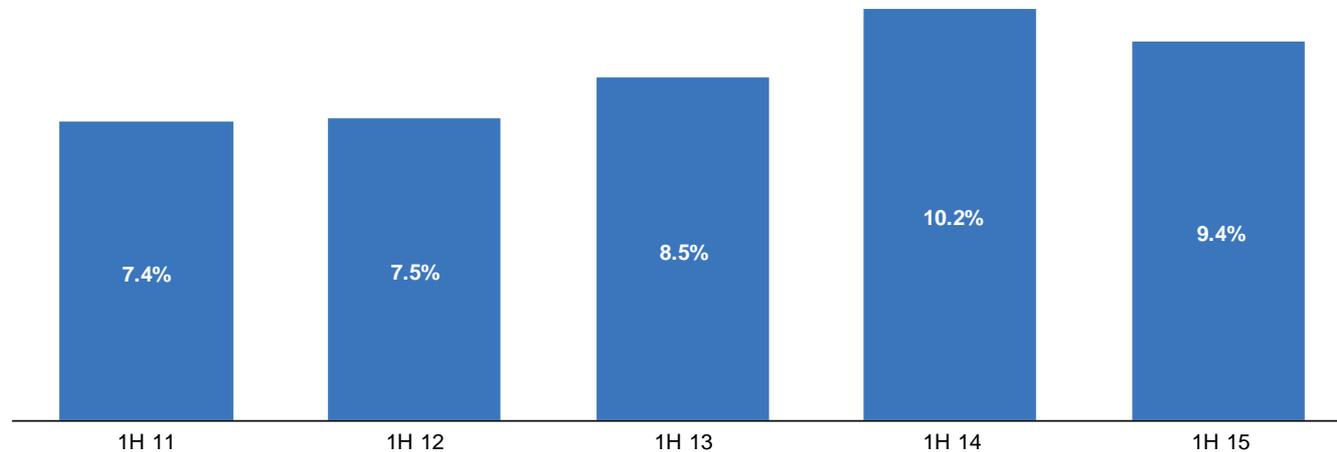
1H FY15
\$14.4m EBITDA



■ B2C ■ B2B

Revenue margin

Revenue / TTV margin



- 1H FY15 margin impacted by changing B2B vs B2C business mix and lower contribution from Zuji Asia
- Compared to 1H FY14
 - B2B margin – up
 - B2C Australia margin – unchanged
 - B2C Asia margin – down
- Future TTV margin expected to be in the band of 9.0% - 9.5%

Strong balance sheet

\$m	Dec-14	Jun-14	Change
Cash	57.5	51.8	5.7
Other current assets	38.0	26.3	11.7
Non-current assets	83.5	51.1	32.4
Total Assets	179.1	129.2	49.9
Current Liabilities	67.4	49.1	18.3
Non-Current Liabilities	35.9	10.8	25.1
Equity	75.8	69.3	6.5

- Generated cash and equivalents of \$13.5m
- Cash balance includes \$15.0m of client funds (\$18.8m as at 30 June 2014)
- Non-Current assets includes \$29.6m goodwill and IP associated with SunHotels
- Non-Current Liabilities includes \$27.1m SunHotels debt funding
- SunHotels acquisition hedged through €19m Euro swap
- Opportunity for further acquisitions

Ongoing Investment

	1H FY15	2H FY15	FY15	FY14	Increase	
	\$m	\$m	\$m	\$m	\$m	%
B2B	0.8	1.7	2.5	0.4	2.1	530%
B2C	2.4	2.6	5.0	4.7	0.3	6%
Total	3.2	4.4	7.5	5.1	2.4	47%

- **CAPEX 1H FY15 \$3.2m**
 - Increasing to \$4.4m 2H FY15
 - 47% increase over FY14
- **OPEX savings \$1m pa from FY16**

B2C

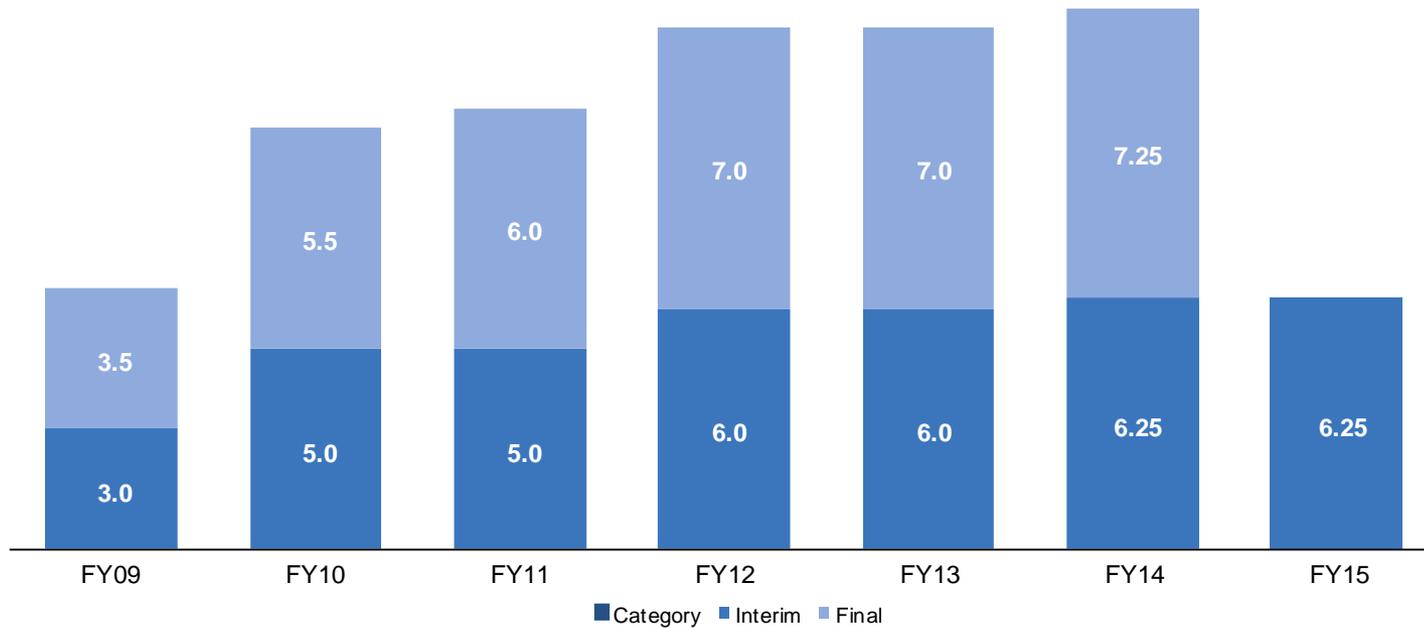
- Cloud
- Core TSA
- Mobile
- Robotics

B2B

- SunHotels “HotelMaker” Global B2B platform

Interim dividend 6.25 cents

Cents paid – fully franked



Fully franked interim dividend of 6.25 cents

B2C TRAVEL

Online travel for the consumer market

WEBJET LIMITED

B2C Travel



Australia
New Zealand



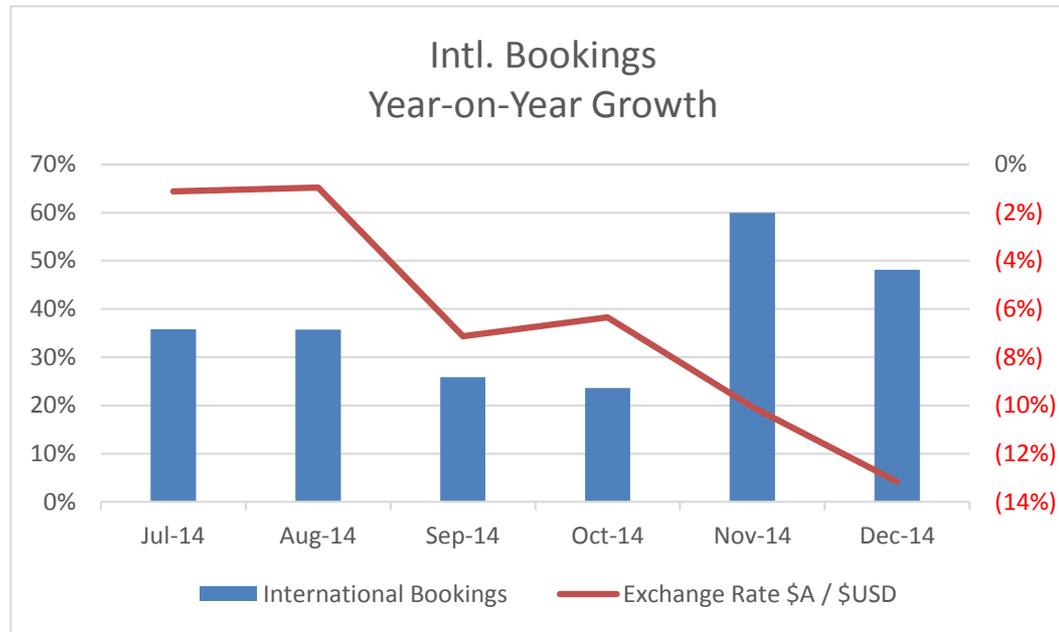
B2B Travel



Webjet

Strong growth in the core business

- Each month YTD has reported record TTV for that respective month
- TTV, revenue and underlying EBITDA all **up more than 10%**
- Webjet bookings **up 17%** year-on-year
- International bookings **up 38%** despite AUD/USD depreciation of 13%



Webjet

Strong growth in the core business

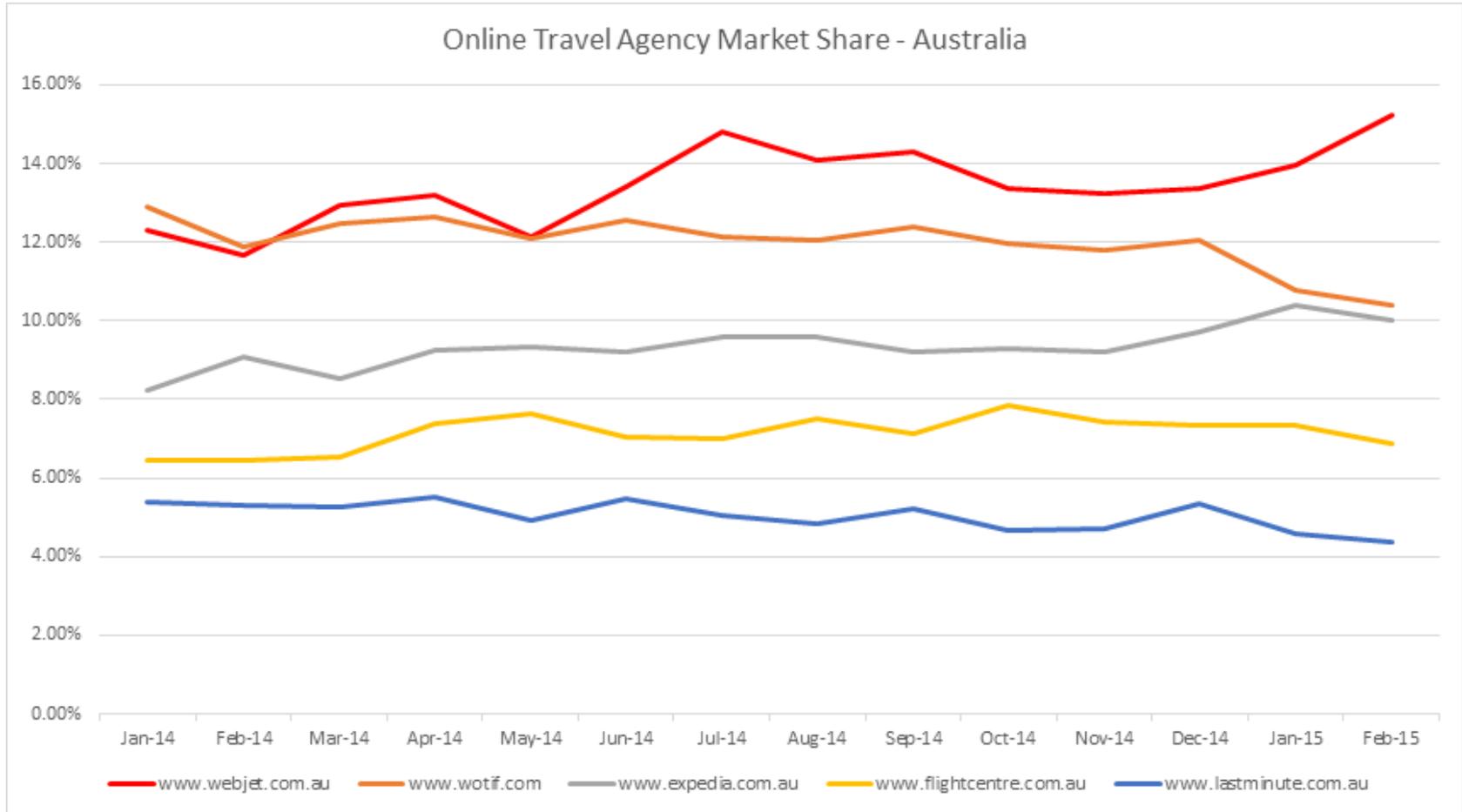
- Performance driven by
 - **Broader consumer offerings** providing greater choice
 - **Website improvements** providing better consumer experience
 - Enhanced **ancillary offerings**
 - **New payment options**
 - **Improved onsite merchandising**
 - **New mobile sites and Apps**
 - Targeted **tactical and brand marketing campaigns** delivering results
 - **Conversions** continuing to improve
 - **Quality improvements** across all brands

Webjet

Higher margin revenue streams also growing

- **Packages**
 - Exclusives and dynamic packages continue to grow
 - TTV annualised run rate \$36m (**up 71%** since December 2013)
- **Other**
 - Delivered Cruise in 1H FY15
 - Travel insurance and car hire growing at **more than 30%**
- **Hotels**
 - TTV annualised run rate remains constant at around \$40m

Webjet Remains #1 OTA brand in Australia



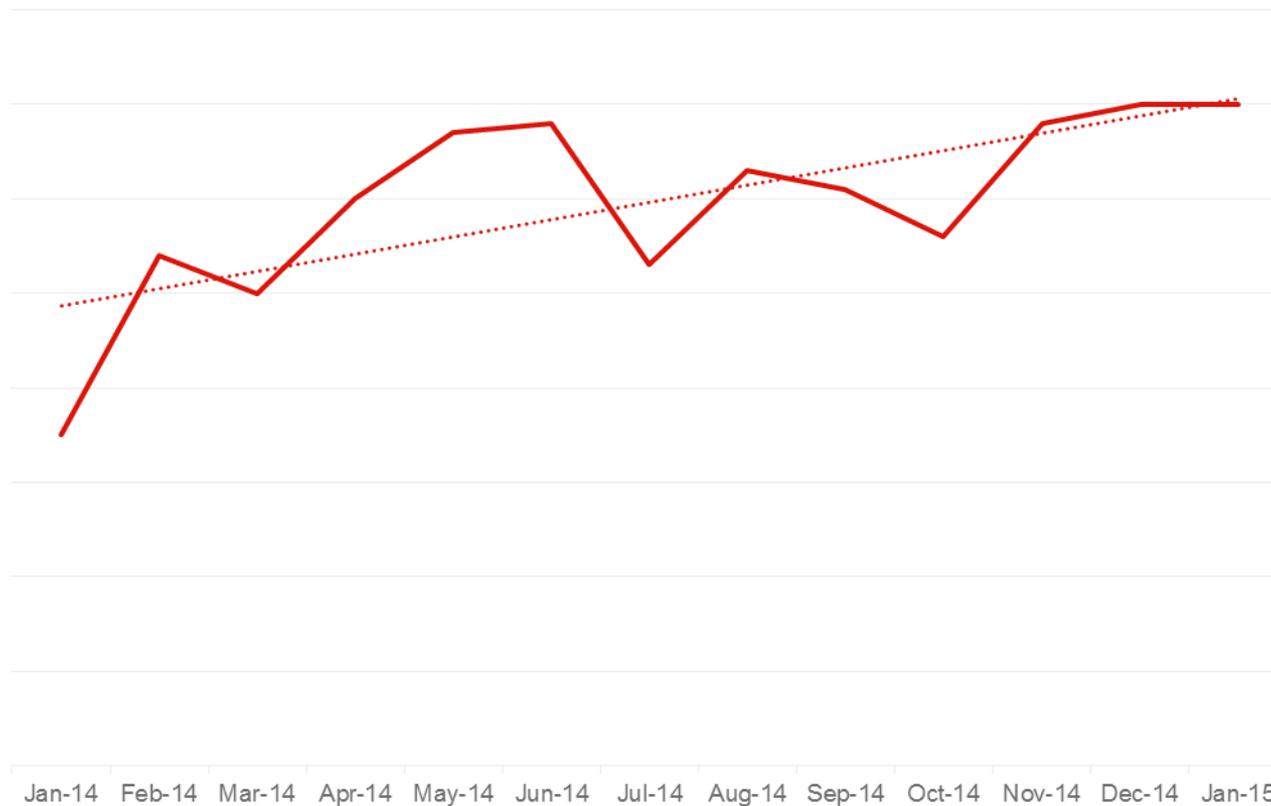
Source: Hitwise Experian. Data shows number of visitors. Feb15 data through to 16/2/15.



Webjet

Continuing improvements in Service Excellence

Webjet NPS



Source: Customer surveys



Webjet New Apps launched

- New IOS and Android app launched with strong, positive feedback

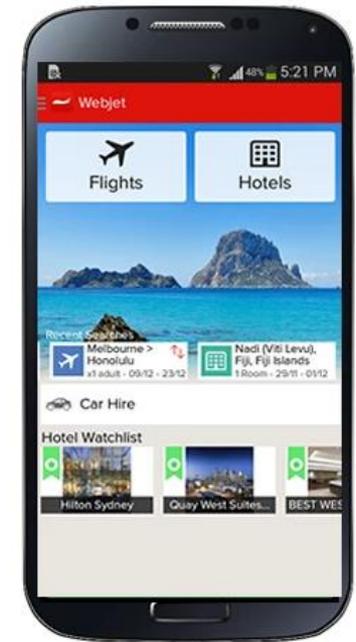


Feedback source: Google Play store

 **Leanne Whinfield** January 22, 2015
★★★★★
Amazing Amazing ap so quick n easy to use the format of everything is spot on - definitely recommend using it ☺

 **pandaa isdabest** January 8, 2015
★★★★★
Good app The app is responsive and quite fast even on my old android HTC phone. Whoever built this must be a ninja!

 **Nalin Chandrawansha** January 7, 2015
★★★★★
An easy to use app Finally an Android app for Webjet! It's is pretty easy to use and offers a good set of functionality, specially with the filtering and sorting of results.



WEBJET LIMITED

B2C Travel



Australia
Singapore
Hong Kong

B2B Travel



ZUJI

Difficult market conditions in Asia

- Asian operations remain under pressure
 - TTV down 26.8%
 - Sales and margin pressures resulted in reported loss of \$0.6m for 1H FY15
 - TTV growth has resumed in both Singapore and Hong Kong markets with double digit growth starting in December and continuing until the present, however margin pressures remain
- ZUJI Australia operations continue to perform well
 - TTV growth was greater than 30%

ZUJI

TTV growth now coming through in all markets

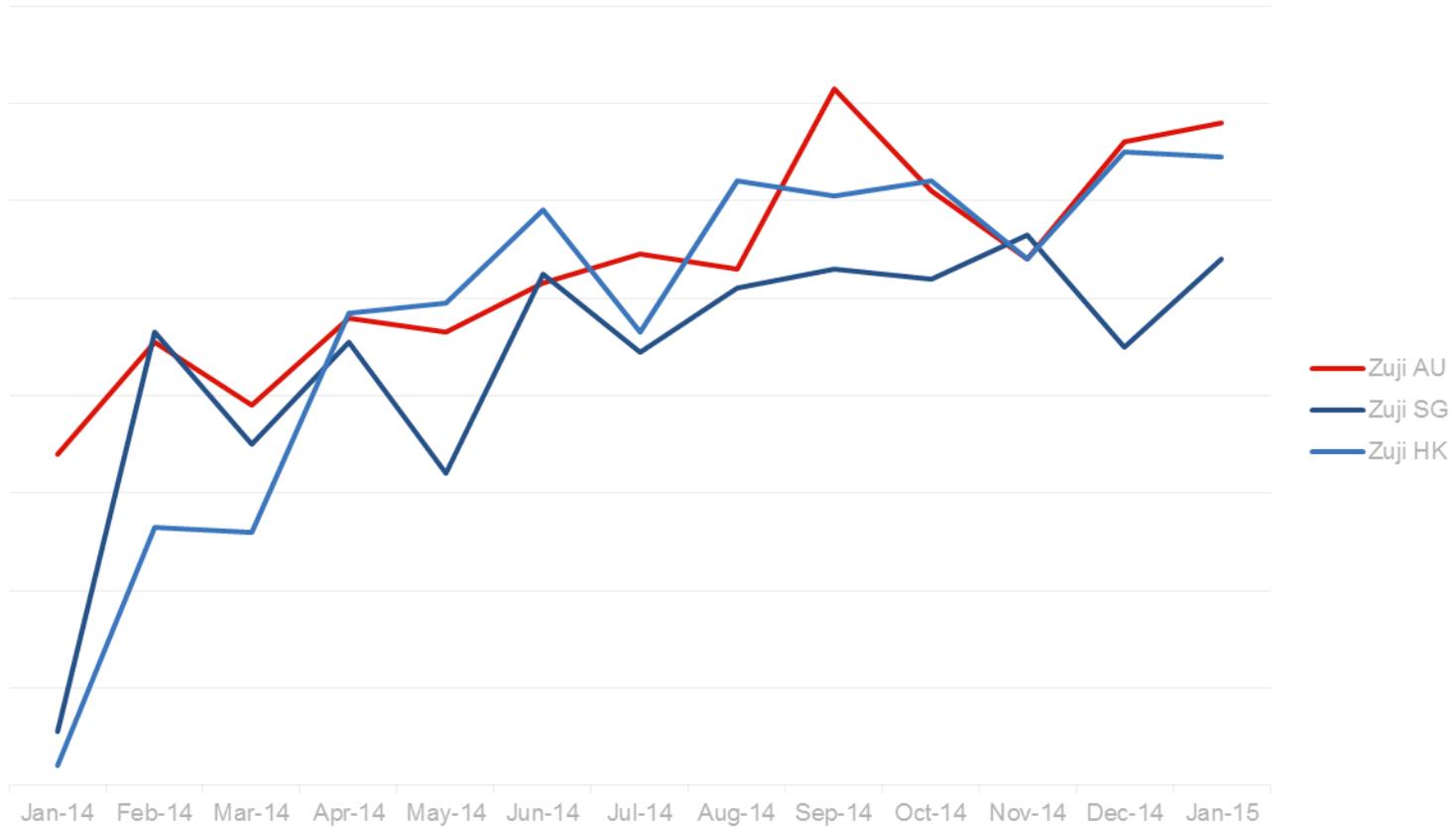
	Hong Kong	Singapore	Australia
1H FY15	<ul style="list-style-type: none">• TTV >10% growth since December 2014• Umbrella movement over but margin pressures continue	<ul style="list-style-type: none">• TTV >10% growth since October 2014• Initiated LCC content with Tiger Airways• Better positioning of ZUJI offering	<ul style="list-style-type: none">• TTV continues to grow at more than 30%• Better positioning of ZUJI offering
2H FY15	<ul style="list-style-type: none">• Apps (Android and iOS) due to be launched by June 2015• LCC content to be expanded further		

- ZUJI profitable in January 2015

ZUJI

Focus on Service Excellence delivering dramatic results

Zuji NPS



Source: Customer surveys

B2B

Providing hotel rooms to partners via the online channel

WEBJET LIMITED

B2C Travel



B2B Travel



Middle East
Africa

LOH

Continuing to grow in line with expectations

- #3 market player in Middle East/African market
 - Operating in 27 markets
- Growth continues in line with expectations
 - Annualised TTV run rate \$95m
 - TTV margin continues to improve – now over 8%
 - EBITDA up 200% since June 2014
- Key achievements
 - Ongoing roll out of global chain dynamic inventory deals
 - Direct contracting in key cities
 - 7 new markets opened in 1H FY15

	1H FY14	2H FY14	1H FY15
TTV	\$24m	\$32m	\$46m
<i>Growth</i>		33%	43%
TTV Margin	6.0%	6.8%	8.7%
<i>Growth</i>		13%	28%
EBITDA	\$(0.5)m	\$0.5m	\$1.5m
<i>Growth</i>		n/a	200%

SunHotels

Successful integration and pursuing growth

- Better than expected EBITDA result driven by margin improvement
- #1 market player in Sweden and Norway and Top 10 in UK
- Acquisition completed 25 September 2014; effective from 1 July 2014
 - EUR 19m purchase price - 100% Euro-debt funded
 - \$1m one-off acquisition costs
- Successful integration to date with positive improvements already flowing through
- CEO-elect announced and key hires underway
- On track to exceed FY14 EUR 2.6m EBITDA

1H FY15	A\$M
TTV	\$130m annualised run rate
TTV margin	10% ⁽¹⁾
EBITDA	\$1.8m ⁽²⁾
Notes	
(1) Future margin expected to be 9%	
(2) After deducting \$1m one-off acquisition costs	

SunHotels

2H FY15 expected to be lower than 1H FY15

- Seasonal impact of SunHotels business
 - July and August are peak travel months for European Leisure travellers
- Expected cost increases in 2H FY15 as we establish our sales organizations in 3-4 key new markets
 - Positive EBITDA contribution expected FY16
- Ongoing IT costs
 - SunHotels IT platform to be global technology platform for B2B business

OTCQX International

New market opportunities

- Increase liquidity through **OTCQX global share structure**
- OTCQX listing effective February 2015 – **US symbol WEBJF**
- Provides direct market access to US investors - opportunity to trade in US markets without becoming a US reporting company
- Provides new market opportunities and access to broader shareholder base
- Cowen & Company appointed Principal American Liaison



FY15 - Geared for Growth

B2C

- Webjet core business is currently growing at more than 30% in 2H FY15
- Zuji Asia, while under continuing margin pressure returned to profit

B2B

- LOH is currently growing at more than 50% in 2H FY15
- SunHotels is performing to plan and is investing for market expansion in FY16

Webjet Limited is geared for growth - both organically and through possible B2B acquisitions

- Development and investment expenditure will be commensurately increased during 2H FY15

FY15 Guidance confirmed

On track to achieve FY15 EBITDA of
\$27 million

- After expensing \$1 million costs associated with acquisition of SunHotels

