

WEBJET LIMITED

ASX SPOTLIGHT SERIES



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Managing Director

27 - 30 October 2015



Who is Webjet Limited?

Online travel company selling to both consumers (B2C) and business organisations (B2B)

B2C Travel

Leading consumer OTA brands of **Webjet** and **ZUJI**

Regional coverage

- Australia/New Zealand
- Singapore/Hong Kong

B2B Travel

Online fulfilment of hotel bookings for our travel agent partners

Global coverage

- Middle East and Africa (**LOH**)
- Europe (**SunHotels**)
- United States (**LOH US**)

B2C



5-10% pa target EBITDA CAGR

for next 5 years

B2B



30% pa target EBITDA CAGR

for next 5 years

FY15 highlights

	FY15
TTV	A\$ 1,266m
Revenue	A\$ 119.1m
EBITDA	A\$ 27.9m
Underlying EBITDA ⁽¹⁾	A\$ 30.9m
PBT	A\$ 23.2m
NPAT	A\$ 17.5m

(1) Underlying FY15 EBITDA excludes \$1.1m SunHotels acquisition costs and \$1.9m impact of FX losses. Underlying FY14 EBITDA excludes \$1.4m gain from sale of controlling interest in Webjet Marketing USA.

↑ 31%

TTV

↑ 21%

Revenue

↑ 20%

EBITDA

↑ 41%

Underlying EBITDA⁽¹⁾

↑ 10%

PBT

↓ 8.5%

NPAT

(due to higher effective tax rate)

TTV	FY15 \$m	FY14 \$m	Inc. / (Dec.)	
			\$m	%
Webjet	831	671	160	23.9%
Zuji	207	209	(2)	(1.0%)
LOH	96	56	39	69.6%
Sun-Hotels	133		133	n/a
Continuing Operations	1,266	936	330	35.3%
Segment TTV				
B2C (Continuing Operations)	1,038	880	158.4	18.0%
SunHotels	133	0	132.5	n/a
LOH	96	56	39.2	69.6%
EBITDA				
B2C (Continuing Operations) ⁽¹⁾	24.0	22.1	1.9	8.4%
SunHotels	1.7		1.7	n/a
LOH	2.3	(0.2)	2.5	n/a

Group TTV up 35%

↑ 18%

B2C TTV

Webjet TTV

↑ 24%

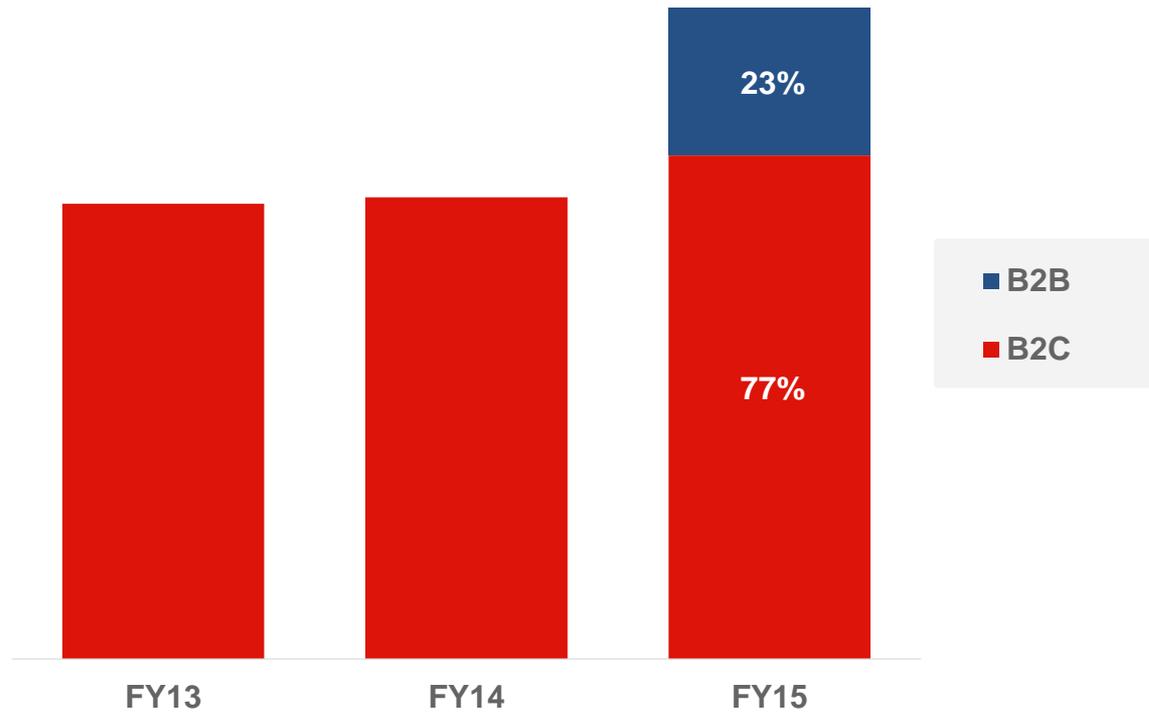
Zuji TTV

↓ 1%

↑ 70%

Lots of Hotels (LOH) TTV

Ongoing diversification of earnings streams



* Results based on underlying EBITDA of \$21.6m in FY13, \$21.9m in FY14 and \$30.9m in FY15

Strong balance sheet and revenue margins

	Jun-15
Cash	\$ 76.2m
Other current assets	\$ 41.5m
Non-current assets	\$ 85.1m
Total Assets	\$ 202.8m
Current Liabilities	\$ 87.6m
Non-Current Liabilities	\$ 32.8m
Equity	\$ 82.5m

Generated cash and equivalents of \$37.7 million

Cash balance includes \$18.3 million of client funds

Opportunity for further acquisitions

Revenue/TTV margin



Lower margin in FY15 due to changing B2B vs B2C business mix and lower contribution from ZUJI Asia

Compared to FY14

- B2B margin – up across all businesses
- B2C margin – unchanged in Australia
– down in Asia

Future Revenue/TTV margin expected to be 9.0% - 9.5%

B2C Travel

Online travel for the consumer market



B2C Travel



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B Travel



Middle East
Africa



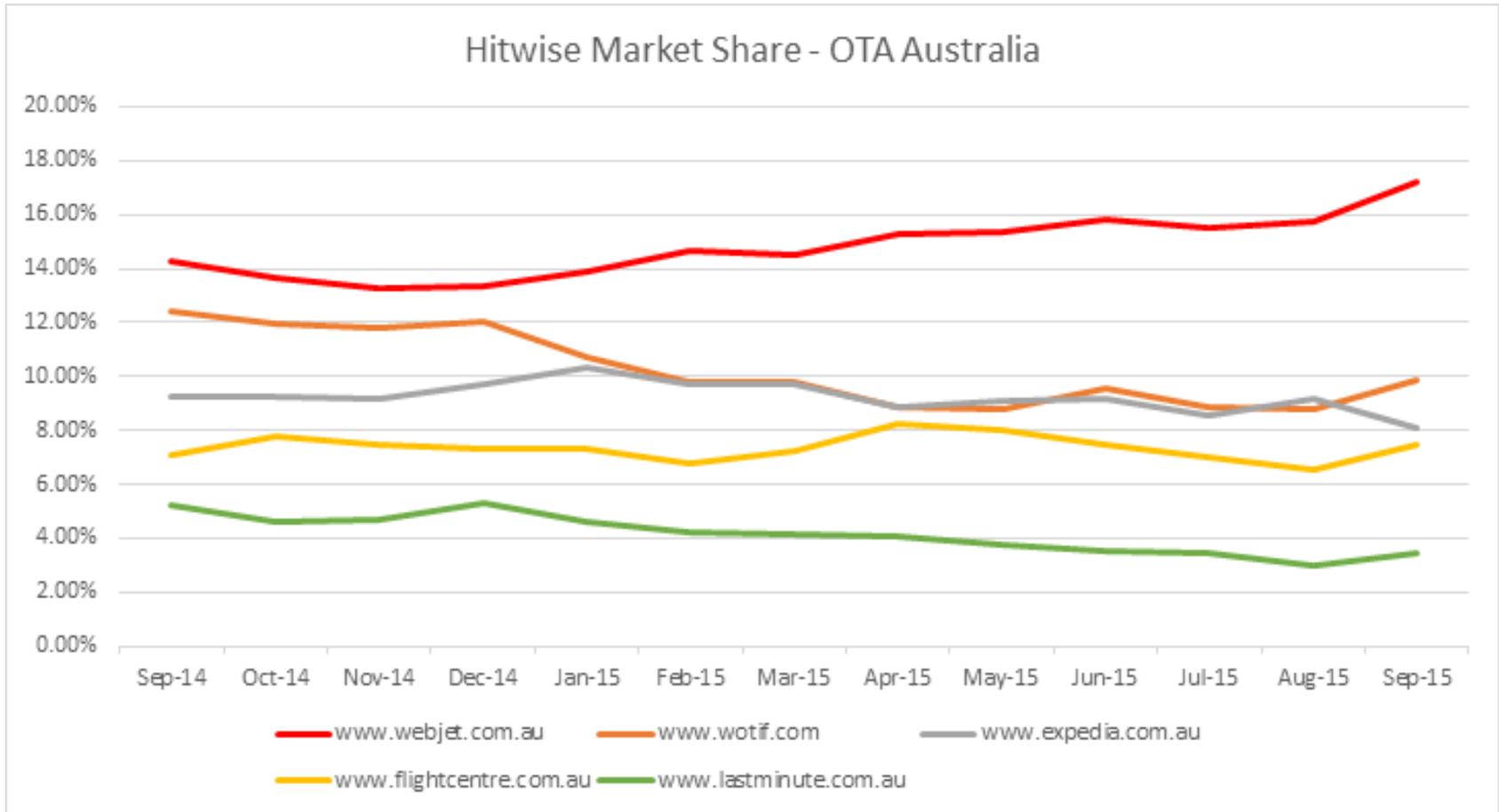
Europe

Australia's leading OTA

We offer our customers the greatest convenience and choice in booking online travel in Australia and internationally

AIR	Air	<ul style="list-style-type: none"> • Full range of Domestic and International flights across all classes • Easy- to- use matrix format • Booking fee includes our unique 30 minute price guarantee
NON-AIR	Packages	<ul style="list-style-type: none"> • <i>Webjet Exclusives</i> – unique travel packages exclusive to Webjet customers • Dynamic packages (“create your own”)
	Hotels	<ul style="list-style-type: none"> • Over 150,000 hotels and 1 million hotel rooms on sale each day • Book accommodation in conjunction with flights or on a standalone basis
	Car Hire	<ul style="list-style-type: none"> • Range of car hire options available in conjunction with flight bookings or on a standalone basis
	Insurance	<ul style="list-style-type: none"> • Travel insurance available in conjunction with flight bookings or on a standalone basis
	Cruise	<ul style="list-style-type: none"> • Online offering with bookings made online or through call centre

Extending our lead as #1 OTA brand in Australia



Source: Hitwise Experian. Data shows number of visitors for FY15.

Bookings shifting online

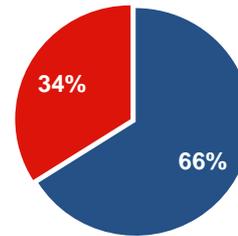
FY15

↑ 17%
Year-on-year
Webjet bookings

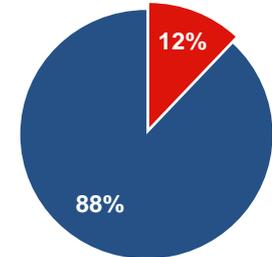
↑ 15%
Domestic bookings

↑ 35%
International bookings
despite AUD/USD
depreciation of 18%

% TTV (FY15)



% Bookings (FY15)



■ International
■ Domestic

TTV Packages



Shows annualised TTV run rate

Key growth opportunities

- Increasing move to booking international travel online
- Packages – both dynamic and static
- **As at 20 August, TTV FY16 YTD growing at more than 15%**



B2C Travel



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B Travel



Middle East
Africa



Europe

Asia recovery continues

Asia remains an attractive B2C market opportunity

ZUJI acquired from Travelocity in March 2013

Regional growth opportunities in B2C space

Considerable improvements post acquisition

\$6 million pa ongoing cost reductions extracted Yr 1 post acquisition

Relaunched new technology platform

Increased LCC content across Hong Kong and Singapore

New product and mobile App launches for all markets

Business profitable and demonstrating growth

Difficult 1H15 due to umbrella movement and competitive dynamics

Margins remain under pressure but changes to pricing methodology and negotiation of unique deals in the market enabled ZUJI Asia to return to profitability in 2H15

As at 20 August, FY16 YTD TTV growing at more than 20%, margins remain stable

B2B Travel

Providing hotel rooms to partners via the online channel

The B2B market opportunity

Middle East and Africa	Europe	US
		
Market size		
\$3 Billion	\$20 Billion	\$15 Billion
Highly experienced management team		
Over 100 years B2B experience for the LOH team	Over 100 years B2B experience for the SunHotels team	Over 50 years B2B experience for the LOH US start up team

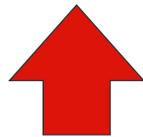
Unique multi-supply aggregation strategy

TRAVEL AGENTS



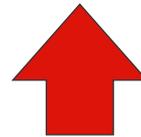
LOH and SunHotels

We source hotel rooms from a wide range of supply channels providing travel agents with the greatest breadth of inventory at the best prices



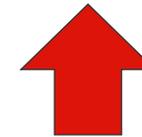
Direct contracting in key cities

- 7000+ properties



Global hotel chain dynamic inventory agreements

- Deals completed with 11 hotel chains
- 4 currently online



Third party providers

- 16 integrated into our network



B2C Travel



Australia
New Zealand



Australia
Singapore
Hong Kong

B2B Travel



Middle East
Africa



Europe

Delivering EBITDA growth

Delivering EBITDA growth

Established in Dubai in February 2013

Gaining share as #3 player in Middle East/African market

In FY15

- TTV up 70%
- TTV margin above target 8%
- \$2.3m EBITDA contribution

Well positioned for delivering growth in FY16

Significant growth opportunities in existing markets

LOH continues to become more embedded with existing customers

Salesforce expanded by 25% in 2H15 to focus on growing key target markets

**As at 20 August, TTV up more than 80%
FY16 YTD**



■ Operating

UAE	Libya	Lebanon	Algeria	Kurdistan
KSA	Kuwait	Syria	Morocco	Georgia
Qatar	Bahrain	Egypt	Nigeria	Armenia
Oman	Pakistan	Tunisia	Yemen	Ukraine
SA	Jordan	Turkey		



B2C Travel



Australia
New Zealand



Australia
Singapore
Hong Kong



Middle East
Africa

B2B Travel



Europe

Poised for growth in FY16

Established B2B business based in Spain acquired in July 2014

Strong position in Scandinavian and UK markets

Attractive inventory offering with 6,000+ directly contracted properties

Strong underlying business growth in FY15

TTV margin improvement – expected to be 9% going forward

\$1.7m EBITDA contribution (\$4.7m underlying)

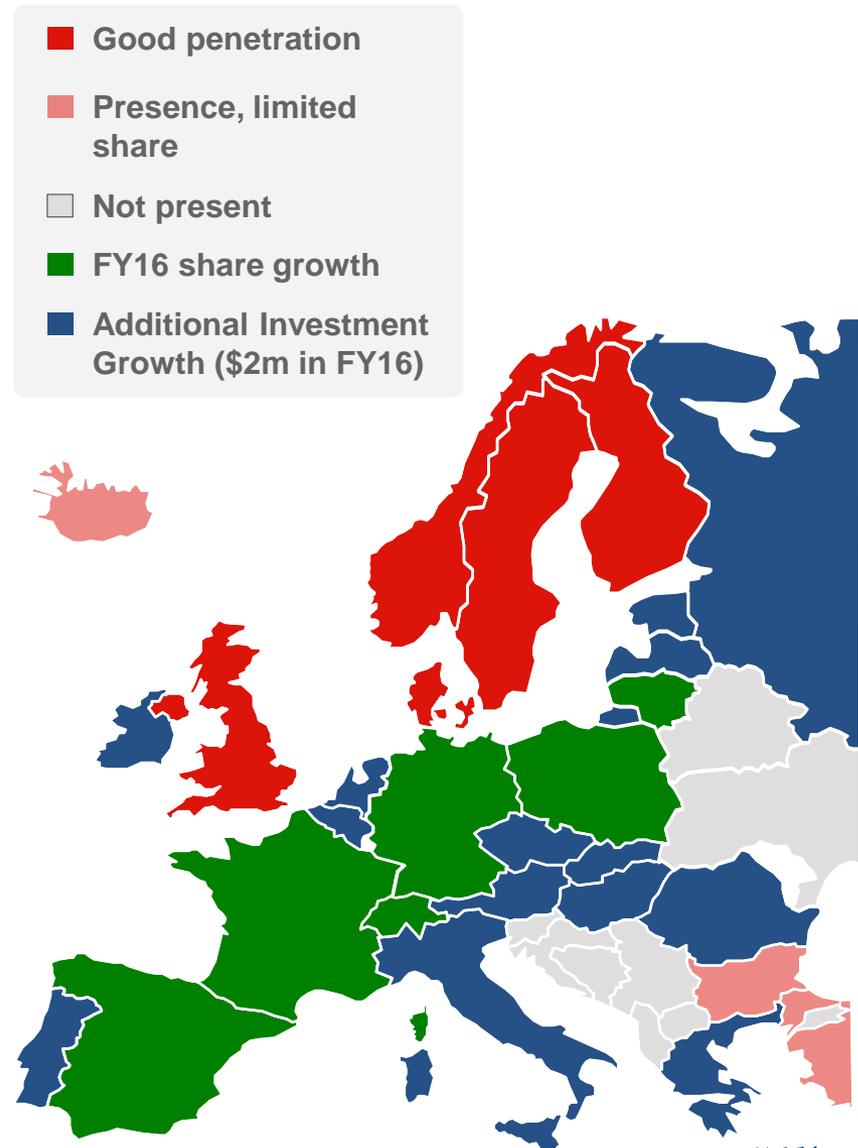
Offers attractive growth opportunities in European market

Expand into other European markets

Opportunities for cross selling with LOH

Workforce increased by 10% in 2H15

As at 20 August, TTV currently growing at more than 10% FY16 YTD



B2B investment to accelerate growth

In order to accelerate growth while we continue to look for attractive acquisitions, we will invest \$3 million in the existing B2B businesses during FY16

Attractive financial returns

- \$3 million investment **fully paid off by FY18**
- **EBITDA CAGR 30%+ over 5 years** (up from previous 20% target)

LOH US



- Established in September 2015
- Geographically fragmented market with large wholesale market
- LOH US will provide multi-supply aggregation model to wholesalers in key cities within the US
- Headed by an experienced executive with 20+ years of B2B experience

SunHotels



- Increase directly contracted inventory in up to 12 key European markets
- Enable expanded sales force to offer extended inventory range across existing and key new markets

Cross-selling of unified inventory pool across all B2B brands

Growth continuing in FY16

B2C

- Webjet TTV is currently growing at **more than 15%** ⁽¹⁾
- ZUJI TTV is currently growing at **more than 20%** ⁽¹⁾

B2B

- LOH TTV is currently growing at **more than 80%** ⁽¹⁾
- SunHotels TTV is currently growing at **more than 10%** ⁽¹⁾

Guidance

Guidance for FY16 will be provided at the **AGM on 11 November 2015**

(1) As at 20 August 2015



webjet limited

THANK YOU

October 2015



SunHotels

