



4 May 2016

### **Merger Update**

Helloworld Limited (ASX: HLO) today announced that it was on target to exceed the original \$7.6 million of synergies estimated in the Explanatory Memorandum prior to the merger with the AOT Group Limited.

Helloworld advised that \$13.2 million of synergies have now been identified to date and that on an annualised basis, savings of \$5.8 million have already been actioned and realised within the first 3 months at a cost of \$1.2m.

In addition to the \$13.2 million of identified synergy savings (which have one-off costs of approximately \$3.5 million) Helloworld further advises that cost savings on an annualised basis totalling \$3.9 million have been identified and are currently being actioned.

Andrew Burnes, Helloworld Limited Chief Executive Officer, said that the company was on track to achieve a significantly improved result in FY17 through a combination of tight cost control, margin growth and improved TTV.

Since the merger on 1 February, Helloworld has streamlined its retail marketing division, brought to an end the Orbitz agreement, closed out the defined benefit superannuation fund, added over \$100m in TTV to the corporate division and is well advanced in consolidating the HLO and AOT IT, administration & finance, database and other operating divisions where appropriate.

Helloworld will release its full year FY16 results on 24 August, 2016 at which time Helloworld will also release earnings guidance for FY17. "We expect to see a very positive upward trend in earnings in FY17. The team at Helloworld are creating a world class retail, wholesale and corporate travel distribution business and I'm confident the merger between AOT and Helloworld combined with the positive momentum we have in all parts of our business will deliver improved outcomes for all our stakeholders" said Mr Burnes.

Andrew Burnes,  
Chief Executive Officer &  
Managing Director

**ENDS**

## About Helloworld Limited

- Helloworld Limited (ASX: HLO) is a leading Australian and New Zealand travel distribution company, comprising retail travel businesses, destination management services (inbound), air ticket consolidation, wholesale, corporate and online operations. This includes *“helloworld”*, Australia’s largest network of franchised travel agents, as well as our Corporate, Associate and Affiliate networks, Qantas Holidays, Go Holidays in New Zealand, AOT Inbound, ATS Pacific, QBT, Air Tickets, Sunlover Holidays and Insider Journeys
- *“helloworld”* is a nationwide network of independently owned and operated retail travel agencies offering Australian and New Zealand travellers outstanding service, and the best value, tailor-made leisure and corporate travel experiences
- HLO has over 2000 staff located in Australia, New Zealand, Fiji, the USA, South East Asia, India and UK/Europe
- Helloworld is the major sponsor of Volleyball Australia and of the ***helloworld* Volleyroos** men’s and women’s national teams.
- Helloworld is the Official Travel Partner and a Gold Sponsor of the Carlton Football Club.

**INVESTOR & MEDIA ENQUIRIES: Michael Burnett, CFO & Company Secretary (03) 9867-9600**