

24 November 2011

## Jetset Travelworld Limited (ASX: JET)

## 2011 Annual General Meeting

## Chairman's Address

This is Jetset Travelworld Limited's ('JTL') second AGM since the Merger with Stella Travel Services Holdings Pty. Ltd. ('Stella') which completed on 30 September 2010 and the 2011 Annual Report is the first Annual Report of the merged entity. The integration of the merger is now largely complete and the cost synergies identified at the time of merger are on track to be achieved.

For accounting purposes, the merger has been deemed a reverse acquisition with Stella deemed to be the accounting acquirer of JTL. This accounting treatment, combined with the merger occurring half-way through the first half of the financial year makes it difficult to determine the performance of the enlarged Group by reviewing the statutory results only. With that in mind I will refer to the underlying performance of the company which represents the results for the Group as if the merger of JTL and Stella had occurred on 1 July 2009 with 12 months trading for each business included and excludes the impact of non-recurring merger transaction costs, share-based payments and fair value adjustments.

The Company delivered an excellent 2011 full year result.

- Underlying Total Transaction Value increased by 6% to \$5.8 billion
- Underlying Revenue increased by 3% to \$382.8 million
- Underlying Operating Expenses remained stable at \$327 million
- Underlying earnings before interest, tax, depreciation, amortisation and intangibles increased 26% to \$54.9 million

The closing of the financial year also saw the return of a dividend with the Board paying a final dividend of 2 cents per share and a special dividend of 1 cent per share in October. The final dividend represents 50% of the net profit after tax generated in the second half of the year ended 30 June 2011. Going forward, the Company intends to implement a dividend payout ratio in the range of 40-60% of net profit after tax.

The financial year ending 30 June 2012 started well with strong trading conditions in the travel market during July and August. Since then, there have been a number of factors that have impacted the travel market, particularly the volatility in the Australian dollar, the Qantas



industrial action and a softening in consumer confidence due largely to the ongoing uncertainty in global financial markets.

Synergy benefits identified at the time of the merger continue to be realised and we remain on track to realise the full benefit of the merger cost synergies in the current financial year. The Company remains focused on productivity improvements and cost control and during October the final merger integration projects were completed. The successful completion of the merger activities leaves Jetset Travelworld Limited well positioned for growth and improved financial performance for the full year ending 30 June 2012.

In closing, I would like to thank my fellow directors for their support throughout the year. I also convey my thanks to the CEO, Peter Lacaze and his team for delivering such a strong performance for financial year ended 30 June 2011.

Finally, I thank all our shareholders for their loyalty and support and look forward to the opportunities in the year ahead.

Tom Dery Chairman

About The Jetset Travelworld Group:

The Jetset Travelworld Group is one of the leading integrated travel companies in Australia and New Zealand. The Group operates a number of leading businesses in the retail, online, corporate, wholesale and inbound travel distribution market with operations in Australia, New Zealand, Asia, Fiji, the United States, South Africa and the United Kingdom.

The Company's brands include Travelscene American Express, Harvey World Travel, Jetset, Travelworld, BestFlights.com.au, Qantas Holidays, Viva! Holidays and QBT.