

  
The Jetset Travelworld Group

2013 Annual  
General Meeting  
22 November 2013



helloworld

# Welcome Address/Introduction

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Tom Dery  
Non Executive Chairman

# FY13 Commentary

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- Rob Gurney commenced as CEO in August 2012
- Comprehensive strategic review of the business and focus on delivering an improved operational performance
- Adjusted EBITDAI up 8% to \$54.6 million
- Net profit after tax increased 203% to \$16.5 million
- Operating costs lower than prior year by \$32.4 million (10%)
- Total cash on hand at 30 June 2013 increased by 8.5% to \$234.9 million (client cash \$200.4 million, general cash \$34.5 million)
- Net cash inflow from operating activities increased by 16% to \$35.5 million
- Declared dividends totalling 1.5 cents per share for the year

# Adoption of Remuneration Report

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## Resolution 1

‘That the Remuneration Report (which forms part of the Directors’ Report) for the financial year ended 30 June 2013 be adopted.’

# Adoption of Remuneration Report

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Questions?

# Adoption of Remuneration Report

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## Proxy Votes

For	386,822,083
Against	7,075,969
Open-Usable	11,751,895
Abstain	745,618

# Re-election of Directors

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## Resolution 2.1

‘That Thomas Stephan Dery, who retires in accordance with the Constitution and, being eligible, offers himself for re-election, be re-elected as a Director.’

# Re-election of Thomas Stephan Dery

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Questions?



# Re-election of Thomas Stephan Dery

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## Proxy Votes

For	387,265,679
Against	7,151,445
Open-Usable	11,753,895
Abstain	224,546

# Re-election of Directors

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## Resolution 2.2

‘That Adrian Michael John, who retires in accordance with the Constitution and, being eligible, offers himself for re-election, be re-elected as a Director.’

# Re-election of Adrian Michael John

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Questions?

# Re-election of Adrian Michael John

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## Proxy Votes

For	387,981,080
Against	5,876,044
Open-Usable	11,753,895
Abstain	784,546

# Grant of Performance Rights

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## Resolution 3

‘That for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval be given to the acquisition by Robert Gurney, Chief Executive Officer and Managing Director of the Company, of:-

- (a) 2,500,000 Performance Rights under the Company’s Performance Rights Plan as a special performance incentive for the period from 1 July 2013 to 30 June 2015; and
- (b) Shares on the vesting of some or all of those Performance Rights,

on the basis described in the Explanatory Notes to the Notice convening the meeting.’

# Grant of Performance Rights to Chief Executive Officer, Robert Gurney

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Questions?

# Grant of Performance Rights to Chief Executive Officer, Robert Gurney

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## Proxy Votes

For	387,631,658
Against	6,966,400
Open-Usable	11,753,895
Abstain	43,612

# Grant of Performance Rights to the Chief Operating Officer & CFO, Elizabeth Anne Gaines

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## Resolution 4

‘That for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval be given to the acquisition by Elizabeth Anne Gaines, Chief Operating Officer & CFO and a Director of the Company, of:

- (a) 369,162 Performance Rights under the Company’s Performance Rights Plan as her long term incentive for the financial year ended 30 June 2014; and
- (b) Shares on the vesting of some or all of those Performance Rights,

on the basis described in the Explanatory Notes to the Notice convening the Meeting.’



# Grant of Performance Rights to the Chief Operating Officer & CFO, Elizabeth Anne Gaines

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Questions?

# Grant of Performance Rights to the Chief Operating Officer & CFO, Elizabeth Anne Gaines

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## Proxy Votes

For	386,721,158
Against	7,876,900
Open-Usable	11,753,895
Abstain	43,612

# Change of company name to 'Helloworld Limited'

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## Resolution 5

'That:

- (a) the Company adopt the new name 'Helloworld Limited'; and
- (b) the constitution of the Company be amended by replacing references to 'Jetset Travelworld Limited' with 'Helloworld Limited', with effect from the day on which the Australian Securities and Investments Commission alters the details of the Company's registration to reflect its change of name.'

# Change of company name to 'Helloworld Limited'

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Questions?

# Change of company name to 'Helloworld Limited'

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## Proxy Votes

For	388,189,753
Against	6,012,557
Open-Usable	12,187,255
Abstain	6,000

# Voting

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## Poll Procedure

# Voting

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- Closure of Poll
- Results of Poll announced to ASX

# Trading Update

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- Launch of *helloworld* brand announced on 22 July
- Sale of Inbound to AOT Group announced on 29 August
- 100<sup>th</sup> helloworld store announced on 31 October
- Strategic Alliance with Orbitz executed on 15 November
- Brand licensing agreement with American Express executed
- Trading results and investment to implement long term strategy in line with expectations
- Pleasing progress and momentum in implementation of *helloworld*



# Trading Update

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Business transformation to deliver long term value through:

- Creating highly consumer-focused travel distribution network in Australia
- Consolidating marketing spend to capture a greater share of voice
- Capturing growth through digital distribution

# Closure of Meeting

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Thank you