



Upgraded Earnings Guidance

7 April 2017

Helloworld Limited today announced an upgrade to its current EBITDA earnings guidance from \$47m to \$51m to between \$52m and \$55m on the back of approximately \$5.8 billion of TTV.

While trading conditions remain challenging with continued airfare discounting and strong competition, TTV and margins are being maintained. The synergy benefits previously identified from the Helloworld/AOT merger will all be delivered by end June with the full benefit of these flowing into FY18.

Helloworld CEO Andrew Burnes said “it is pleasing to see the combination of solid TTV, margin improvement, particularly in the wholesale division, and careful cost control delivering improved outcomes for the business”.

“We always said it was a two year process to get this business to where it needed to be and fortunately we have achieved a lot over the last 14 months. This is a credit to our team in Australia, New Zealand, Fiji, the USA, Vietnam, India and other parts of the world. Our agency network is reporting very strong trading in the March quarter and our own transactional businesses have also performed well” said Mr Burnes.

“We continue to invest in world class technologies to create a “clicks and mortar” trans-Tasman retail network and give our customers the best of both worlds and our agents the ability to provide a 24/7 whole of travel solution for our customers” Mr Burnes continued.

“What we mean by that is delivering great service and professional advice for more complex domestic and outbound trips combined with seamless on-line capabilities for simpler travel bookings all managed by your preferred agency with the same level of 24/7 back-up and support across any channel a customer chooses to book through” said Mr Burnes.

-ENDS-



About Helloworld Limited

- Helloworld Limited (ASX: HLO) is a leading Australian & New Zealand travel distribution company, comprising retail travel franchise operations, 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, Affiliate and Travel Broker networks, Qantas Holidays, Go Holidays in New Zealand, AOT Inbound, ATS Pacific, QBT, Sunlover Holidays and Insider Journeys
- “*helloworld*” is a nationwide network of independently owned and operated retail travel agencies offering Australia and New Zealand 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 proud major sponsor of:
 - Volleyball Australia and the ***helloworld Volleyroos*** men’s and women’s national teams;
 - Basketball Australia and the ***helloworld Boomers***, the Australian Men’s Basketball team;
- Helloworld is a major sponsor of the National Basketball League (NBL)
- Helloworld is a major sponsor of the Carlton Football Club including “Carlton in Business”

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