



Helloworld Limited

2016
Annual
General
Meeting

Chairman
Garry Hounsell

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This document includes the presentation of results on a statutory basis as well as non-statutory information. All financial results are presented in AUD unless otherwise stated and rounded to millions. Data used for calculating percentage movements has been rounded to thousands.

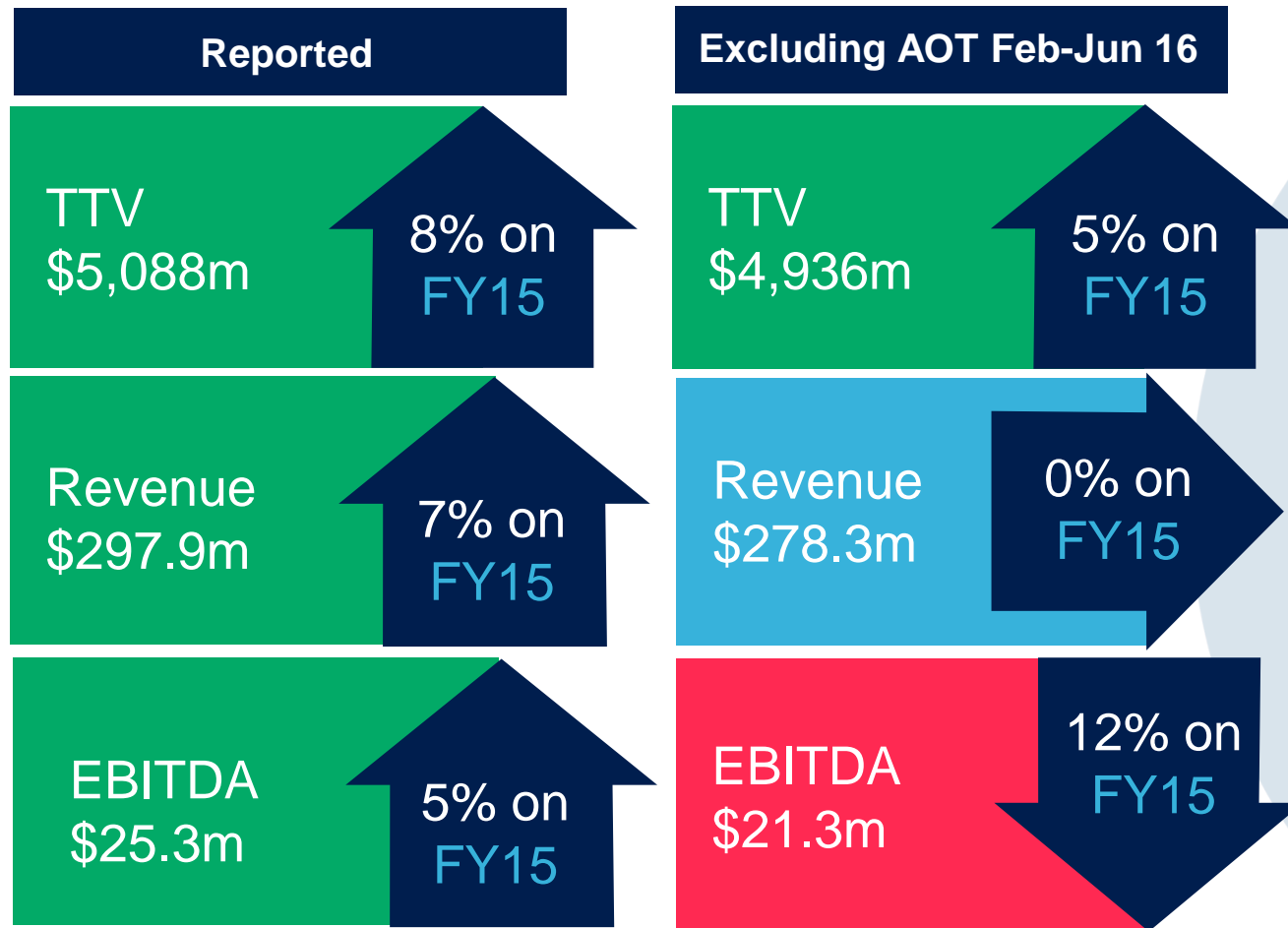


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CEO &
Managing Director
Andrew Burnes

FY16 Results

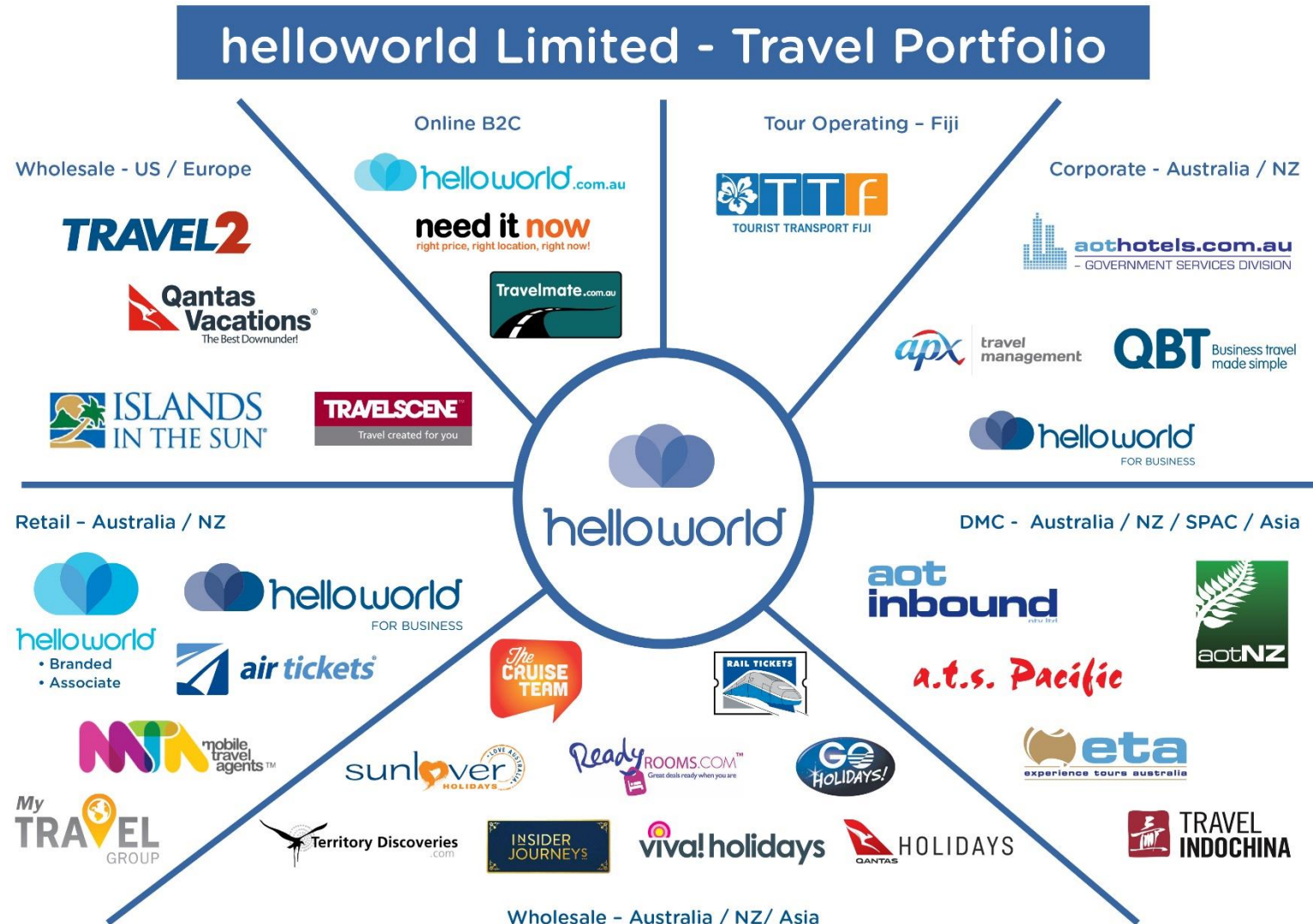


- Organic TTV growth
- Revenue stable
- Continued focus on cost control
- Expenses in FY16 impacted by merger costs
- AOT merger approved by shareholders on 1 Feb 2016
- Merger synergies and cost reductions of \$17.1m identified and will be delivered by end of FY17
- Net Profit After Tax \$1.7m compared to loss of \$201.1m in FY15
- Recommenced dividend payments with a final dividend of 2.0 cents per share. First dividend since 2013

Key Highlights for the Year

- Merger with AOT successfully completed
- New Executive team structure in place to drive the group forward
- Winners of Best Travel Agency Group, Best Non-Branded Agency Group and Best Domestic Wholesaler at 2016 NTIA Awards
- New two year commercial deal with Qantas / First ever commercial deal with Jetstar
- Key partnerships with Basketball Australia, Volleyball Australia, Carlton Football Club and the National Basketball League
- Consolidation of Concorde Agency Network and Helloworld Affiliates under the 'My Travel Group' brand
- QBT appointed provider of travel management for NT Government & PwC
- Refocus promotion and marketing activities with more traditional advertising
- Expanding retail footprint with the acquisition of 50% of MTA
- Successful Capital Raising of \$29.75 million completed in October 2016
- Re-engaged Helloworld family, including Loyalty Bonus Scheme and Co-Investment Strategy

Merger significantly strengthens HLO



Retail Segment Review

- Launched My Travel Group to consolidate the Helloworld Affiliate network and Concorde Agency networks
- Helloworld brand launched successfully into the New Zealand market
- World Travellers Group (with 36 retail and mobile travel businesses) joined the New Zealand Associate network in October 2016
- Awarded Best Travel Agency Group (Helloworld Limited) and Best Non Branded Travel Agency Group (helloworld for business) at 2016 NTIA awards
- Stabilisation of agent network numbers and expansion of footprint with the acquisition of 50% of MTA
- 'Clicks & Mortar' multi-channel strategy with helloworld.com.au has been launched and the launch of the 'ResWorld' consultant interface has begun

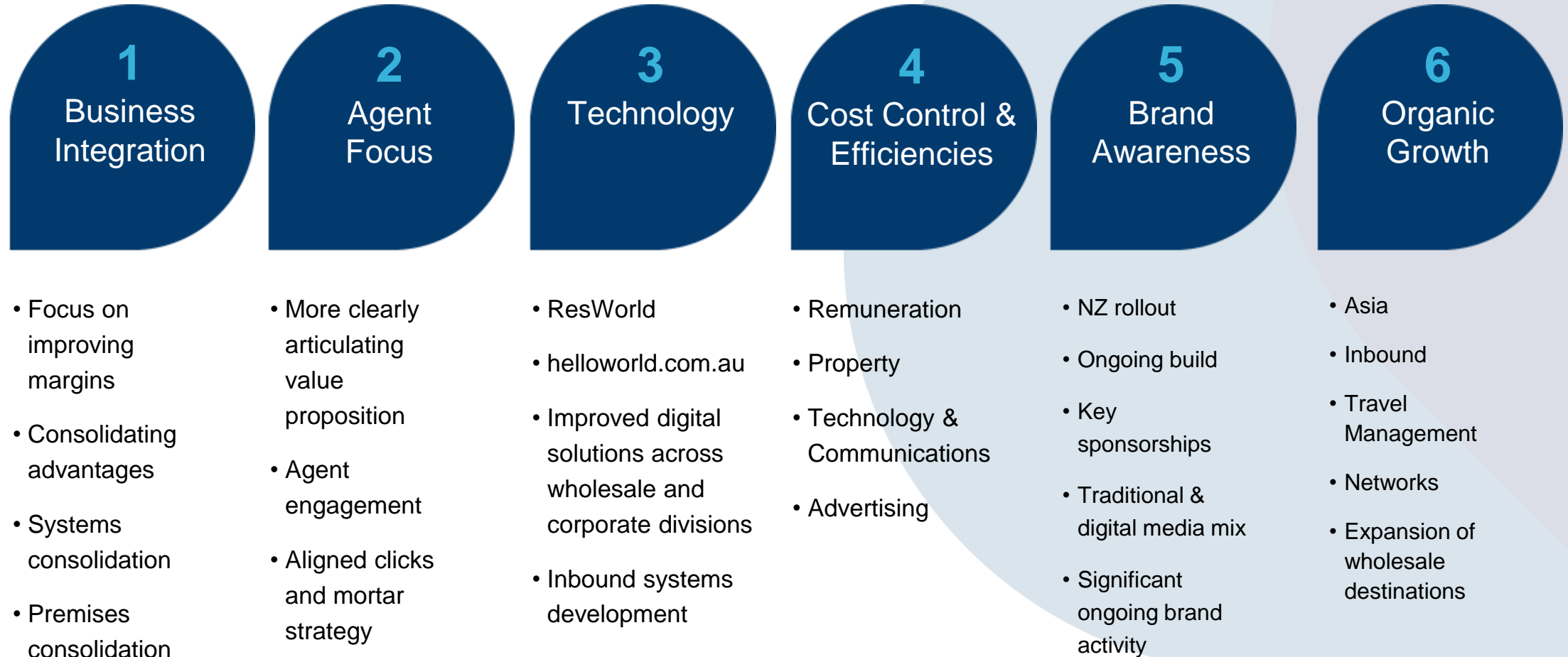
Wholesale Segment Review

- Feb 16 – AOT and HLO merge. New wholesale brands include Sunlover Holidays, Territory Discoveries, needitnow.com and Travelmate
- Identified synergies between HLO and AOT wholesale brands delivering improved margins and reduced costs
- Key operations now in Australia, NZ, Fiji, USA and south-east Asia
- Sunlover Holidays awarded Best Specialty Wholesaler – Australian Product at the 2016 NTIA awards
- Inbound divisions in Australia, NZ and South Pacific continue to grow with clients in 73 countries and offices across Asia, USA, Continental Europe and the UK

Travel Management Segment Review

- Significant growth in FY16 reflecting the appointment of QBT as the sole provider of travel management to the Whole of Australian Government (WoAG)
 - 142 Commonwealth Government agencies
- QBT appointed sole provider of travel management services for the Northern Territory Government (from April 2016) and PwC (from September 2016)
- The segment continues to invest in technology in order to drive efficiencies and automation to improve productivity and service levels for both online and offline customers
- Successful transition of new WoAG customers from implementation to business as usual

Outlook: Business Focus



Outlook

- FY17 EBITDA guidance reconfirmed - expected to be in the range of \$47.0 million to \$51.0 million
- Merger expected to deliver synergy and cost reductions of \$17.1 million per annum with approximately \$3.5 million in one-off associated costs. Completed by end FY17
- Merger benefits to drive advantage for Helloworld, Helloworld agents, supplier partners and shareholders
 - Increased scale
 - Expansion of inbound travel
 - Improved wholesale margins
 - Enhanced travel management offering
 - Larger and more competitive offering
 - Better cost management



helloworld

Thank You



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Formal
AGM Business

Adoption of Remuneration Report

Resolution 1

“That the Remuneration Report (which forms part of the Directors’ Report) for the financial year ended 30 June 2016 be adopted”

Adoption of Remuneration Report

Questions?

Adoption of Remuneration Report

Proxy Votes

	Number	%
For	59,683,482	99.68
Against	20,148	0.03
Open-Usable	172,501	0.29
Abstain/Excluded	44,715,808	N/A

Election of Directors

Resolution 2.1

“That Cinzia Burnes, who retires in accordance with the Constitution and, being eligible, offers herself for election, be elected as a Director.”

Election of Cinzia Burnes

Questions?

Election of Cinzia Burnes

Proxy Votes

	Number	%
For	104,219,028	99.65
Against	195,541	0.19
Open-Usable	172,501	0.16
Abstain	4,869	N/A

Election of Directors

Resolution 2.2

“That Garry Hounsell, who retires in accordance with the Constitution and, being eligible, offers himself for election, be elected as a Director.”

Election of Garry Hounsell

Questions?

Election of Garry Hounsell

Proxy Votes

	Number	%
For	104,198,391	99.65
Against	198,178	0.19
Open-Usable	172,501	0.16
Abstain	22,869	N/A

Approve Financial Assistance

Special Resolution 3.1

“That for the purposes of section 260B(2) of the Corporations Act 2001 (Cth), approval is given for each of:

- (a) AOT Group Limited (ACN 106 495 498);
 - (b) AOT Inbound Pty Limited (ACN 073 167 129);
 - (c) ATS Pacific Pty Ltd (ACN 164 818 820); and
 - (d) Australian Online Travel Pty Ltd (ACN 105 135 331);
- (each a Subsidiary) to give financial assistance as described in the Disclosure Statement”; and

Special Resolution 3.2

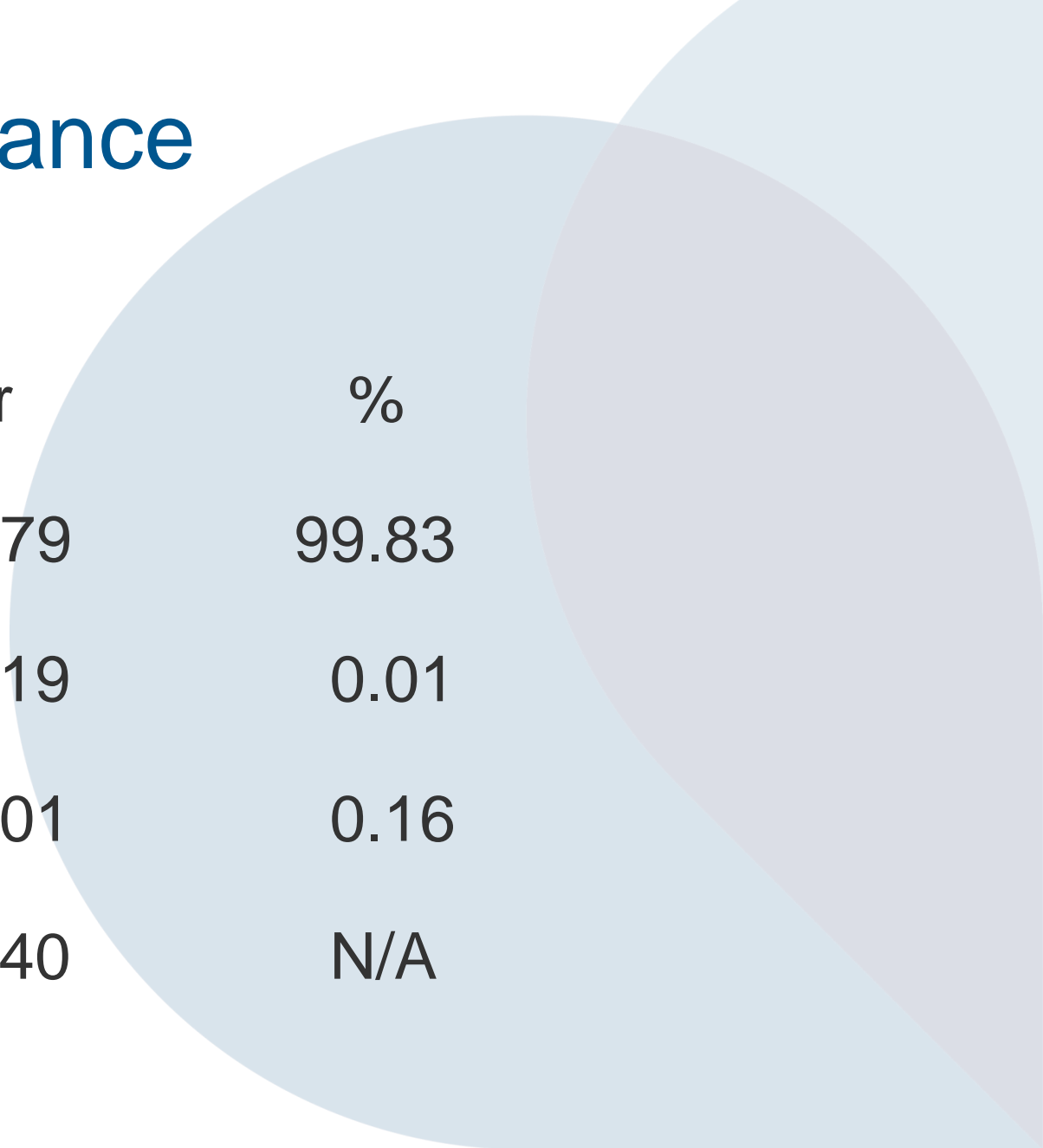
“Each Subsidiary may enter into and give effect to the documents required to implement the financial assistance as described in the Disclosure Statement.”

Approve Financial Assistance

Questions?

Approve Financial Assistance

Proxy Votes



	Number	%
For	104,391,279	99.83
Against	14,119	0.01
Open-Usable	172,501	0.16
Abstain	14,040	N/A

Voting

Poll Procedure

Voting

- Closure of Poll
- Results of Poll announced to ASX



hello world

Thank You