



30 November 2022

The Manager  
Markets Announcement Office  
ASX Limited  
Level 4, 20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam,

Please find attached the Helloworld Travel Limited ASX Release: Appointment of new Director and Trading update.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Sylvie Moser".

Sylvie Moser  
**Group Company Secretary**  
**Helloworld Travel Limited**  
**Ph: +61 3 9867 9600**



## ASX ANNOUNCEMENT

Melbourne, 30 November 2022

### **APPOINTMENT OF NEW DIRECTOR & TRADING UPDATE**

#### ***Helloworld appoints new Director and re-affirms guidance with continued improvement in trading***

Helloworld Travel Limited (ASX: HLO) today announced the appointment of the Hon. Martin Pakula as an independent non-executive Director to the Board effective immediately.

Mr Pakula, 53, stepped down as the State member for Keysborough at the recent State election in Victoria after serving a six and half year term as an MLC in the 2000's and a ten-year term as an MLA from 2013 to 2022. He completed a Bachelor of Economics in 1989 and an Honours Degree in Law in 1991 at Monash University.

He has extensive experience in a range of portfolios:

Minister for Industrial Relations (2008 – 2010)  
Minister for Industry and Trade (2008 – 2010)  
Minister for Public Transport (2010)  
Attorney General (2014 – 2018)  
Minister for Racing (2014 – 2022)  
Minister of Jobs, Innovation and Trade (2018 – 2020)  
Minister for the Coordination of Jobs, Precincts and Regions – COVID-19 (2020)  
Minister for Tourism, Sport and Major Events (2018 – 2022)  
Minister for Industry Support and Recovery (2020 – 2022)  
Minister for Trade (2020 – 2022)  
Minister for Business Precincts (2020 – 2022)

Mr Pakula stepped down from his portfolio responsibilities in June of this year.

Garry Hounsell, Chairman of Helloworld, said he was delighted to welcome Mr Pakula to the Board. "Mr Pakula brings a great deal of experience across a range of industries and across the political spectrum. He has served the people of Victoria faultlessly for many years and we are looking forward to his input to the ongoing development of Helloworld Travel".

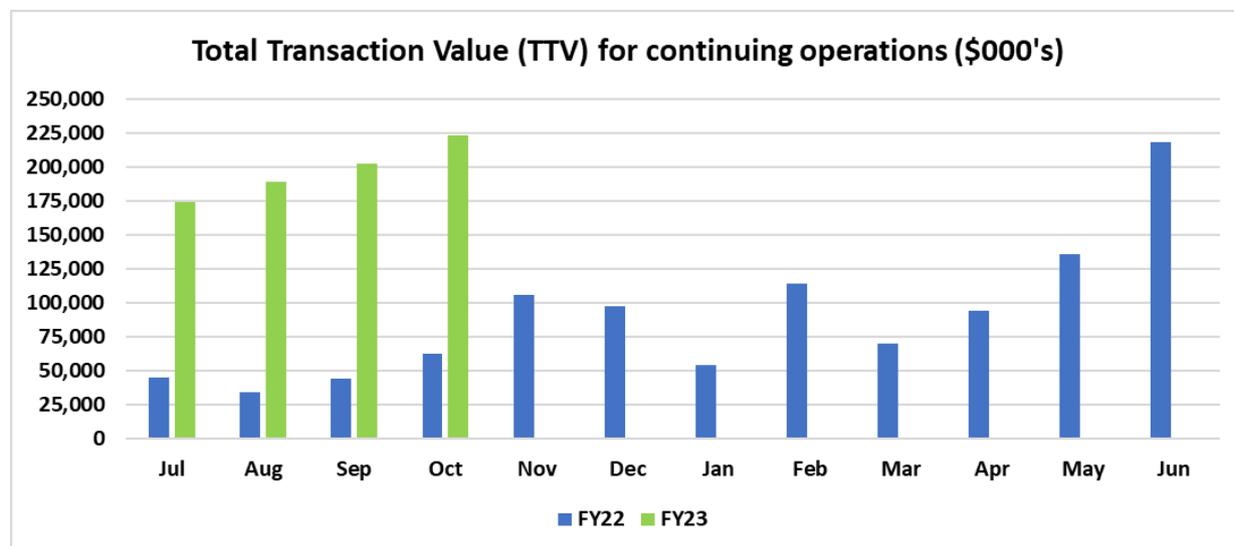
Mr Pakula's Appendix 3X Initial Director's Interest Notice is attached to this announcement.

## Trading conditions continue to recover

Following on from the September trading update, Helloworld advises that business has continued to improve.

EBITDA was \$3.2m in October, taking the YTD total EBITDA to \$8.5m.

Total Transaction Value (TTV) for October was \$227m, taking the YTD result to \$788m.



Revenue YTD totalled \$41.6m, up 180% on the prior corresponding period for continuing operations, while the revenue margin was 5.3%.

## Outlook

On the basis of the above results, HLO is re-affirming its previous underlying EBITDA guidance for the FY23 year, subject to no material adverse change in operating conditions impacting our business and the continued recovery from the COVID-19 pandemic.

1. EBITDA represents earnings before interest expense, tax, depreciation and amortisation. EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Board to assess the financial performance of the Group.
2. TTV represents the price at which travel products and services have been sold across the Group, as agents for various airlines and other service providers, plus revenue from other sources. The Group's revenue is, therefore, derived from TTV. TTV does not represent revenue in accordance with Australian Accounting Standards. TTV does not represent Group cash inflows as some transactions are settled directly between the customer and the supplier.
3. Revenue margin has been calculated as revenue (excluding other income) as a percentage of TTV.

This announcement has been approved by the Board.

Andrew Burnes. AO  
Chief Executive Officer

- ENDS -

**About Helloworld Travel Limited**

*Helloworld Travel Limited (ASX: HLO) is a leading Australian & New Zealand travel distribution company, comprising retail travel networks, air ticket consolidation, wholesale travel services, destination management services (inbound), and freight and coach operations.*

**INVESTOR CONTACT:**

**Mike Smith  
Chief Financial Officer  
Helloworld Travel Limited  
+ 61 3 9867 9600  
mike.smith@helloworld.com.au**

# Appendix 3X

## Initial Director's Interest Notice

*Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.*

Introduced 30/9/2001.

<b>Name of entity:</b> HELLOWORLD TRAVEL LIMITED
<b>ABN</b> 60 091 214 998

We (the entity) give ASX the following information under listing rule 3.19A.1 and as agent for the director for the purposes of section 205G of the Corporations Act.

<b>Name of Director</b>	MARTIN PAKULA
<b>Date of appointment</b>	30 NOVEMBER 2022

### Part 1 - Director's relevant interests in securities of which the director is the registered holder

*In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust*

Note: In the case of a company, interests which come within paragraph (i) of the definition of "notifiable interest of a director" should be disclosed in this part.

<b>Number &amp; class of securities</b>
<b>NIL</b>

**Part 2 – Director’s relevant interests in securities of which the director is not the registered holder**

*In the case of a trust, this includes interests in the trust made available by the responsible entity of the trust*

<b>Name of holder &amp; nature of interest</b> Note: Provide details of the circumstances giving rise to the relevant interest.	<b>Number &amp; class of Securities</b>  <b>NIL</b>
--	---

**Part 3 – Director’s interests in contracts**

Note: In the case of a company, interests which come within paragraph (ii) of the definition of “notifiable interest of a director” should be disclosed in this part.

<b>Detail of contract</b>	<b>N/A</b>
<b>Nature of interest</b>	<b>N/A</b>
<b>Name of registered holder (if issued securities)</b>	<b>N/A</b>
<b>No. and class of securities to which interest relates</b>	<b>N/A</b>