

AGM Managing Director's Presentation.

29 August 2024

Attached for release is a copy of the Managing Director's presentation to be made at today's Webjet Limited Annual General Meeting.

Authorised for release by the Board of Directors.

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Managing Directors' Presentation

FY24 AGM.

29 August 2024

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FY24 - Key Metrics.

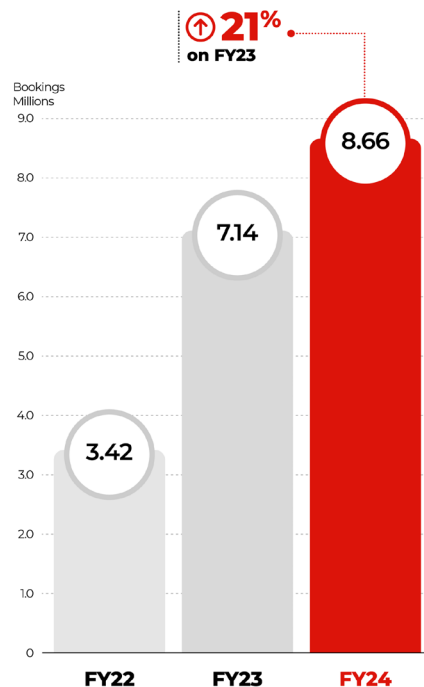
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All metrics at record levels, materially ahead of both FY23 and pre-pandemic.

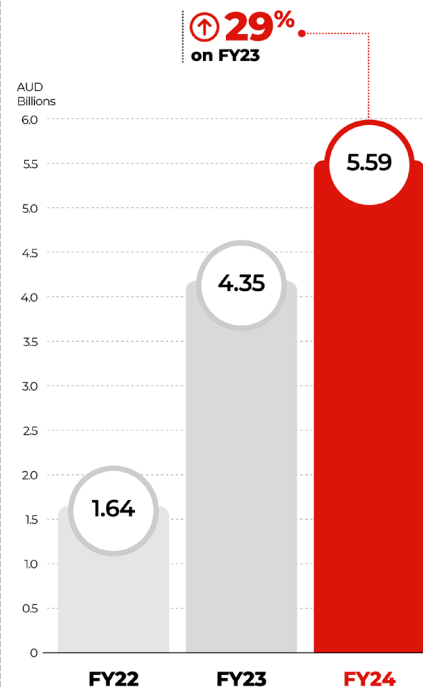
Note:

- Unless otherwise stated, in this document all financials are for **Underlying Operations** and all comparisons are over the previous corresponding period. All references to \$ are to AUD unless otherwise noted
- Bookings exclude Umrah Holidays International (UHI) from WebBeds results. FY22 and FY23 have been restated to remove UHI from results.

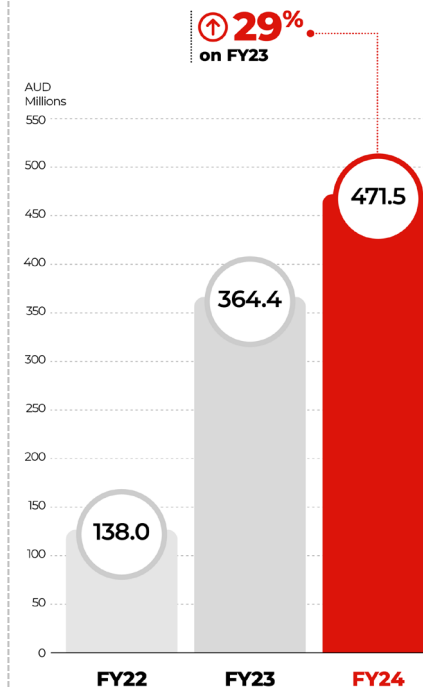
Bookings
8.7
million



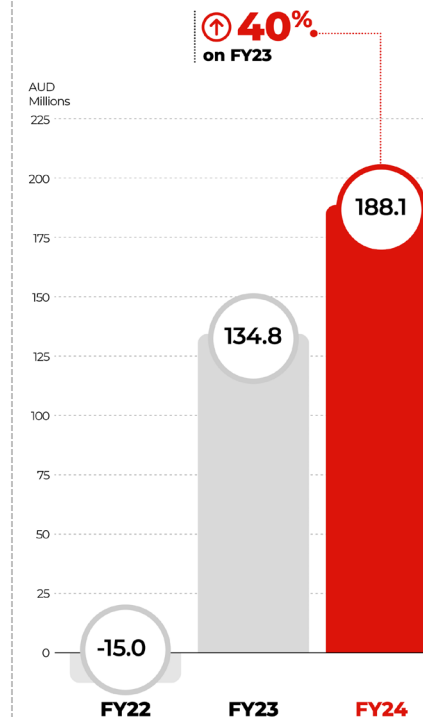
TTV
\$5.6
billion



Revenue
\$471.5
million



EBITDA
\$188.1
million



FY24 - Highlights.

Strategy delivering outperformance.



WebBeds

EBITDA

\$162.4m

↑ 39% on FY23

↑ 27% based on functional currency

All key metrics at record levels, significantly ahead of FY23 and pre-pandemic levels; \$4 billion TTV.

Roadmap to deliver \$10 billion TTV in FY30.



EBITDA

\$54.2m

↑ 25% on FY23

Strong growth over FY23 on all key metrics; with significant growth in international market share.

EBITDA margins at record levels; (FY24: 44.7%).



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EBITDA

\$1.7m

↑ 6% on FY23

Improvement over FY23 but Motorhomes impacting profitability as inbound tourism & supply chain challenges continue.



Total Cash

\$630m

↑ \$116m on Mar23

Strong cash position, with significant cash generation from operations.

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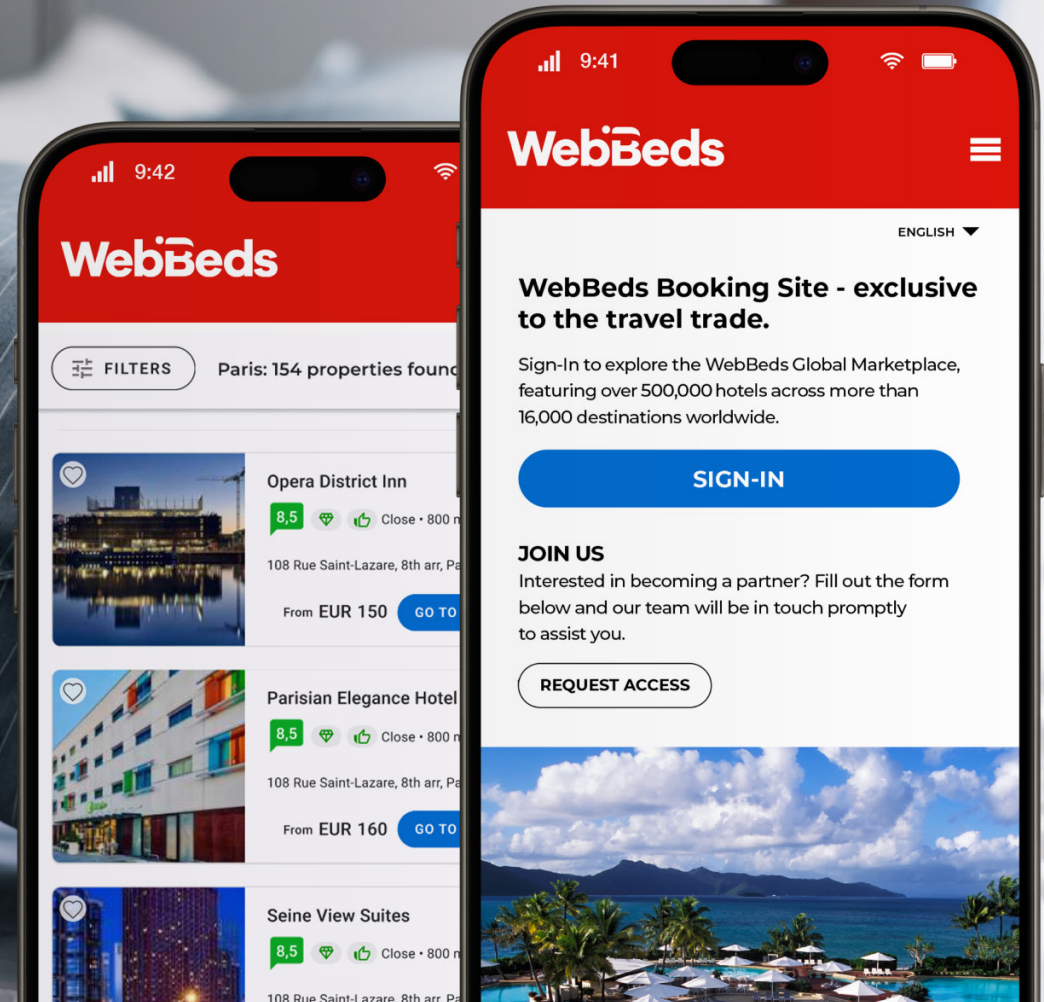
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Travel Brands Update

WebBeds.

A global B2B travel marketplace servicing the travel trade.

WebBeds



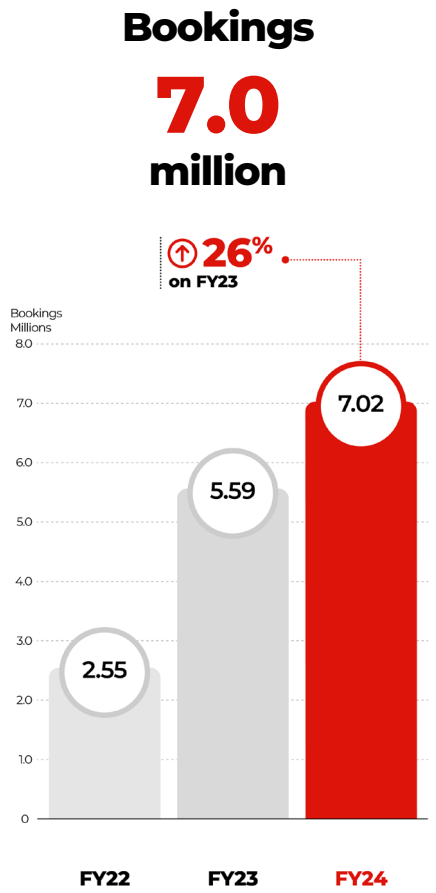
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FY24 - WebBeds Key Metrics.

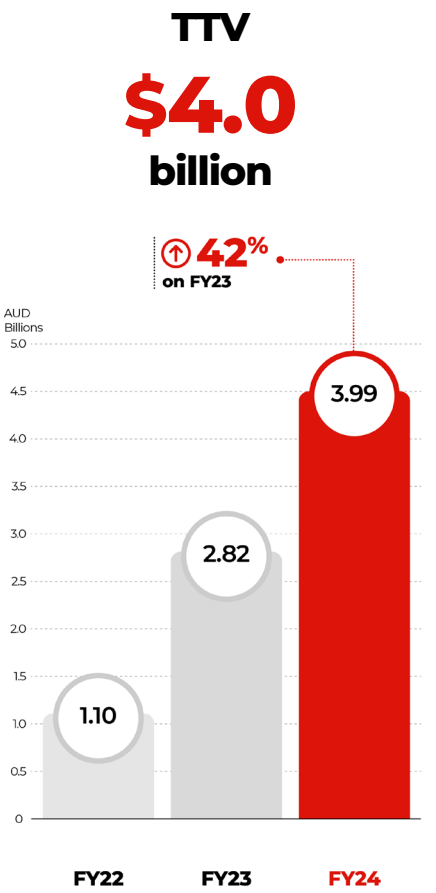
All metrics at record levels, significantly ahead of FY23.

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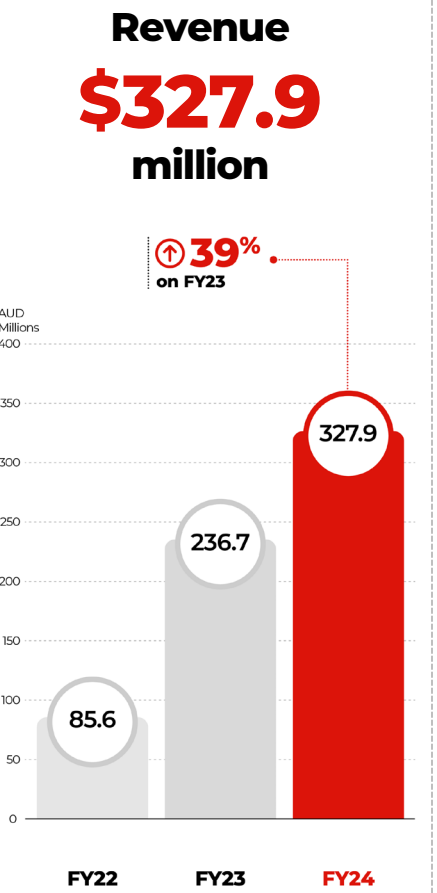
- Note:**
- Based on functional currency (EUR) FY24 TTV was up 30% on FY23, Revenue was up 27% and EBITDA was up 27%.
 - Bookings exclude Umrah Holidays International (UHI). FY22 and FY23 have been restated to remove UHI from results



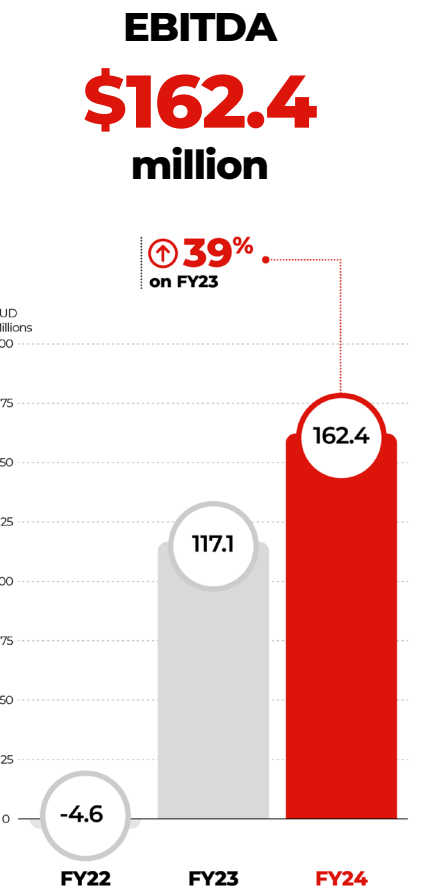
Driven by accelerating growth in APAC and North America



Volumes and Average Booking Value continue to improve



In line with TTV increase.



Reflecting best-in-class EBITDA margins and scale benefits coming through

WebBeds

Three areas of focus to ensure continued growth towards FY30.

Our Pillars of Growth.



01

Growing Our Existing Portfolio

- Nurturing & growing our existing portfolio of travel buyers, hotel partners & suppliers

Driving **c.7%** TTV growth

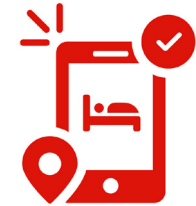


02

New Customers, Supply & Markets

- New customer pipeline
- New hotel pipeline
- New markets

Driving **c.13%** TTV growth



03

Conversion

- Continue current efforts
- Driving more volume from efficiency improvements
- Selling more of what we have to everyone

Driving **c.10%** TTV growth

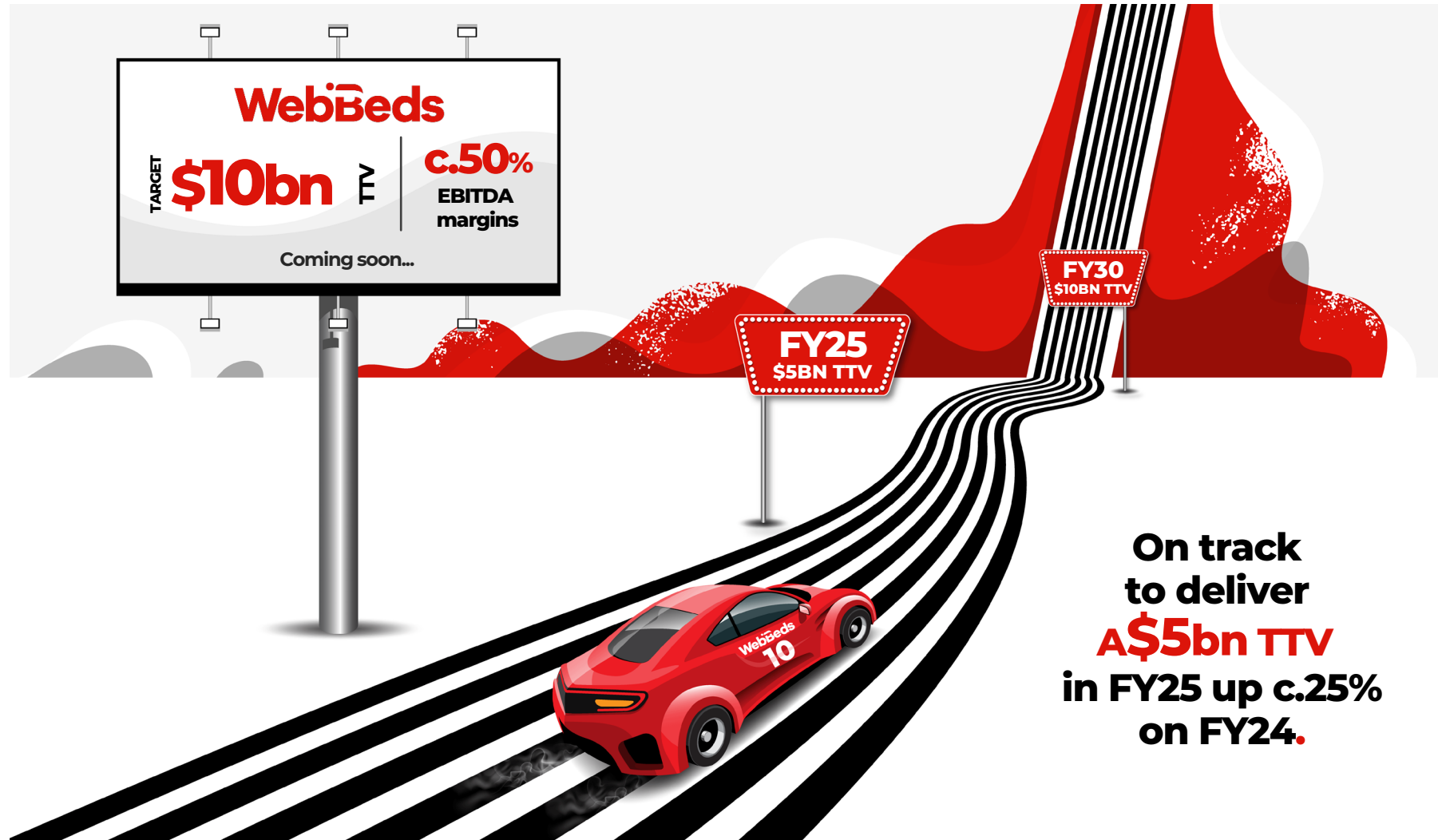
Note:

TTV growth based on functional currency (EUR) FY24 vs FY23

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We are on the way...

On our journey towards delivering A\$10bn TTV in FY30.



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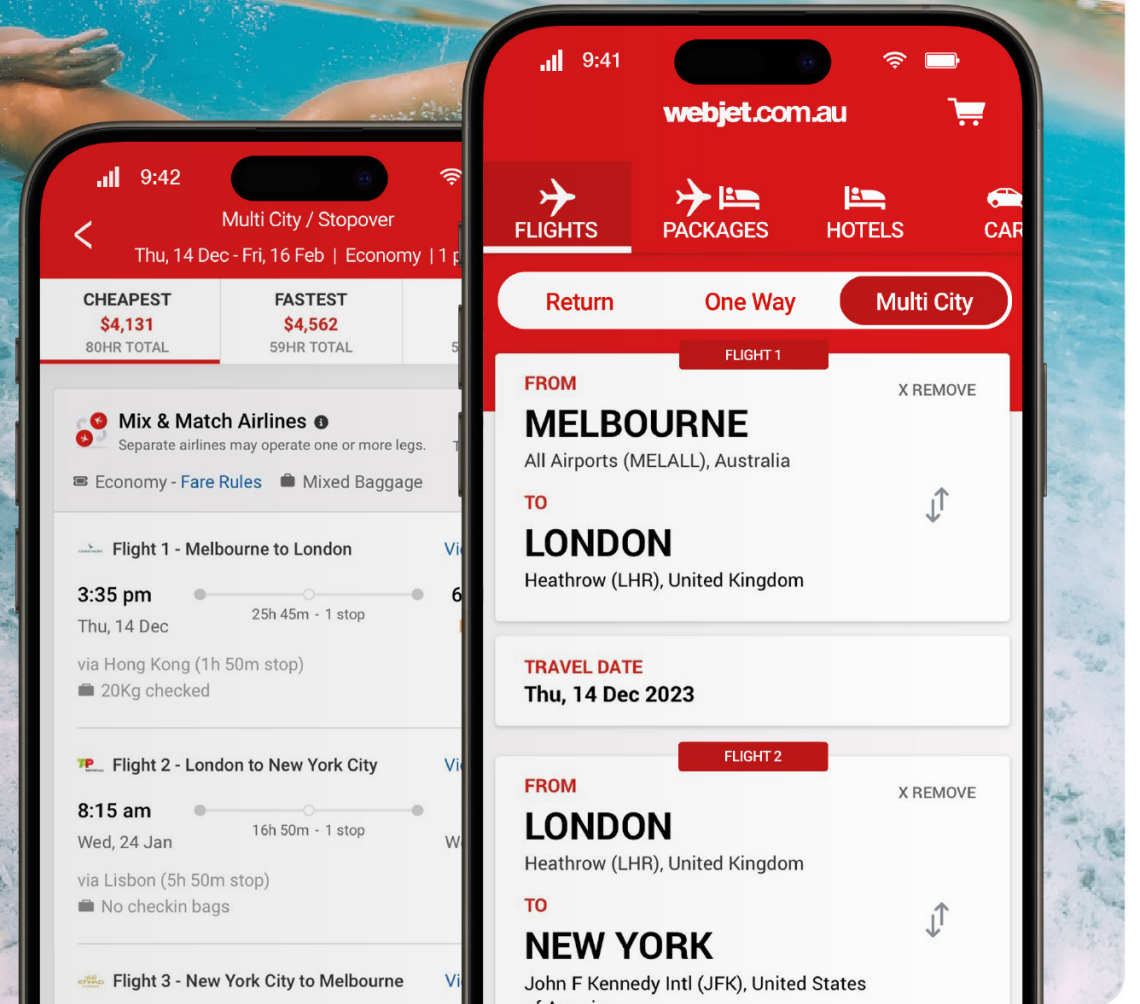
Travel Brands Update

Webjet OTA.

The #1 online travel agent in Australia & New Zealand.



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FY24 - Webjet OTA Key Metrics.

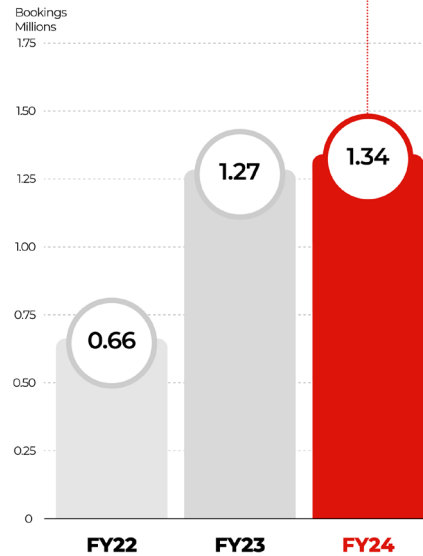
Strong growth over FY23 as international capacity returns.

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Bookings

1.3
million

↑ **5%**
on FY23

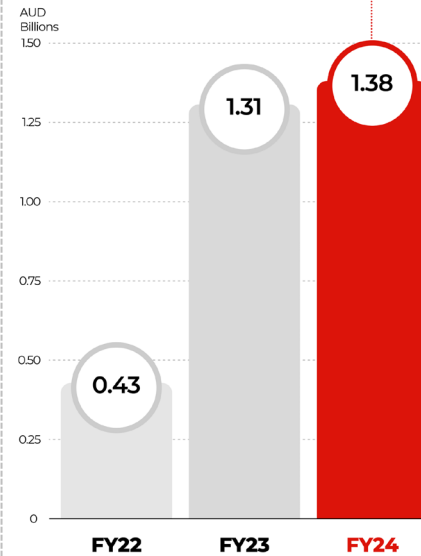


Driven by growth in international

TTV

\$1.4
billion

↑ **6%**
on FY23

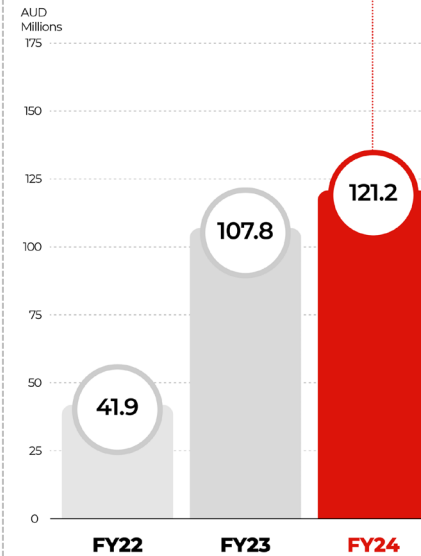


Average Booking Values reflecting international pricing

Revenue

\$121.2
million

↑ **12%**
on FY23

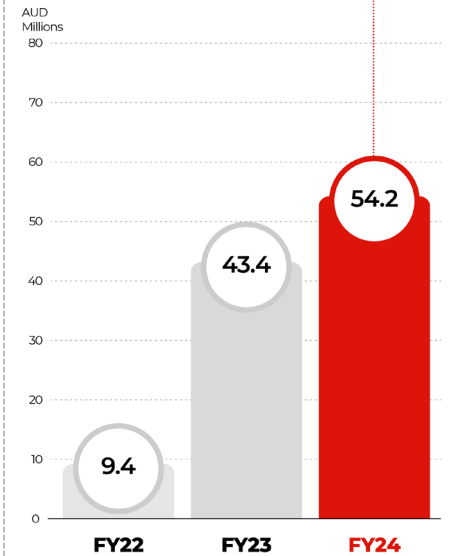


Focus on higher margin revenue opportunities helping offset lower commission on international

EBITDA

\$54.2
million

↑ **25%**
on FY23



World class OTA margins



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Total market share up 46% since the pandemic began.

Significant market share gains.

International share 33% higher than pre-pandemic

- International market share increased 14% over FY23 reflecting capacity returning to market and focus on promoting international flights

Trip Ninja helping drive international performance

- Trip Ninja technology is now applied across all international and domestic multi-stop trips
- Delivering to business case and supporting above market recovery in international

Award winning OTA

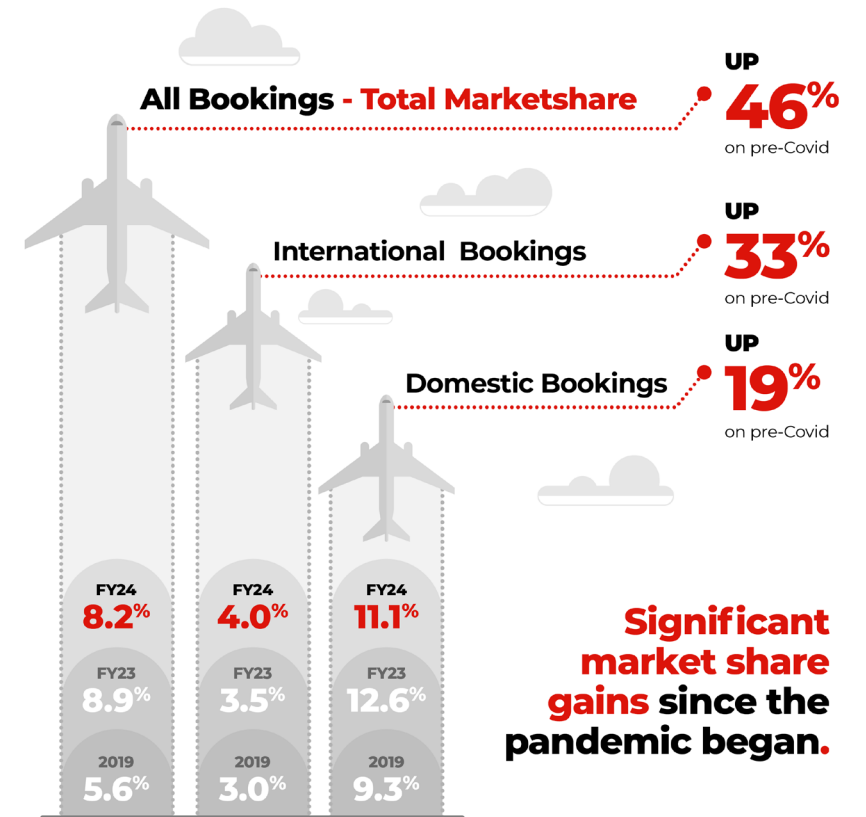
- *Leading Online Travel Agency* in Australia, New Zealand and Oceania (2023 World Travel Awards) and *Most Outstanding Online Travel Agency* (2023 National Travel Industry Association Awards)

Service improvements driving higher customer satisfaction

- Net Promoter Score (NPS) up 47% and Customer Engagement Score (CES) up 21%

Webjet OTA Average Market Share

Across GDS Bookings – Australia Travel Agency Offline & Online⁽¹⁾



Significant market share gains since the pandemic began.

Note: FY24 based on GDS bookings from 1 April 2023 to 31 March 2024. 2019 based on GDS bookings from 1 January 2019 to 31 December 2019.

1. GDS bookings do not include low cost carriers.
2. Market share data does not include bookings made using flight credits.

Note: flight credit transactions are not included in market share data⁽²⁾

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Group Update

FY25 Trading Update.

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FY25 – trading YTD.

WebBeds on track to deliver \$5 Billion TTV in FY25.

Webjet OTA's international bookings continue to grow.



WebBeds

- **All markets are performing well** with TTV and Bookings tracking significantly ahead of FY24. **On track to deliver \$5 billion TTV in FY25.**
- **Europe trading in June and July was impacted by the collapse of FTI Group** that resulted in approximately \$2 billion hotel inventory distorting the market and impacting margins⁽¹⁾. Paris Olympics impacted demand for France and the European Football Championships reduced German outbound travel. **We are seeing strong rebound in August with created TTV up more than 30% compared to the same period last year.**
- European summer trading means TTV/Revenue margins for 1H25 will be c.7%. We anticipate margins to improve in 2H25.
- As at 25 August 2024, **Bookings are up more than 20%, TTV is up more than 25%⁽²⁾ and EBITDA is tracking ahead** compared to the same period last year. **EBITDA margins remain c. 50%.**

(1) The FTI Group collapse did not create any receivables liability.

(2) TTV based on EURO functional currency



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- **Bookings continue to be subdued** reflecting ongoing cost of living pressures and Rex Airlines going into administration. **International bookings continue to grow** and Webjet OTA continues to take share from other OTAs. **TTV reflects ongoing price deflation in international.**
- As at 25 August 2024, **Bookings are down c. 5%, TTV is down c.10% and EBITDA is tracking ahead of the same period last year.**

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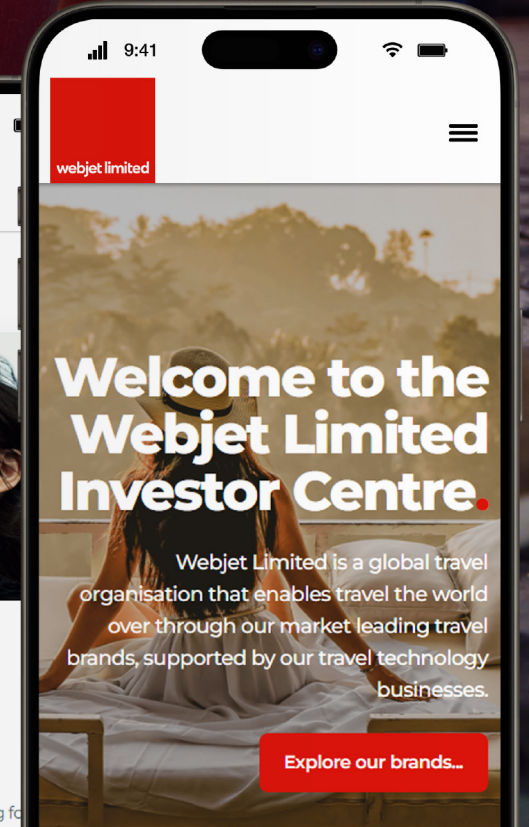
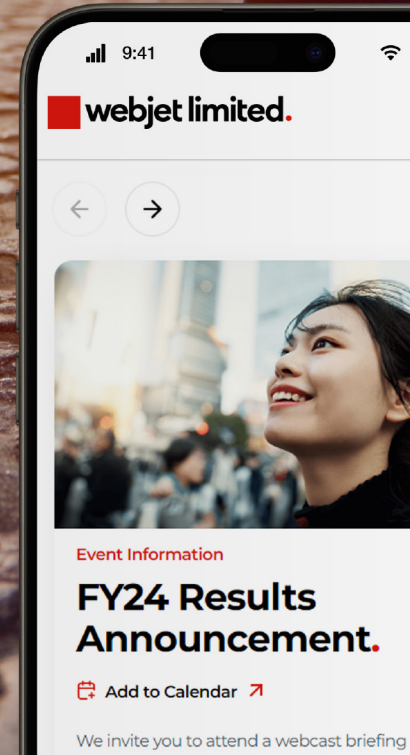
Thank you.

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1H25 results are due to be announced on 20 November 2024.



All event information can be found on the Calendar page of our **Investor Centre** website



Glossary & abbreviations.

FY22 12 months ending 31 March 2022

FY23 12 months ending 31 March 2023

FY24 12 months ending 31 March 2024

APAC Asia Pacific

GDS Global Distribution System

OTA Online Travel Agency

TTV Total Transaction Value