



26 August 2025

The Manager
Market Announcements Office
ASX Limited
Level 4, 20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,

Please find attached the Helloworld Travel Limited ASX Release: Results announcement for the financial year ended 30 June 2025

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

Authorised for release by Helloworld Travel Limited's Board of Directors.

Melbourne, 26 August 2025

Helloworld Travel Full Year FY25 Results

Helloworld Travel Limited (ASX: HLO, 'Helloworld', 'Helloworld Travel', the 'Company' or the 'Group') has today released its audited financial results and annual report for the year ending 30 June 2025 (FY25) including Appendix 4E and an investor presentation.

FY25 Results Overview

On a continuing operations basis:

- Profit after income tax increased to \$33.2 million (up 4.1% pcp)
- Earnings per share increased to 20.4 cents (19.8 cents pcp)
- Revenue margin improved to 4.9% (4.8% pcp)
- Total Transactional Value (TTV) to \$3.8 billion (down 8.6% pcp)
- Revenue of \$192.8 million (down 8.7% pcp)
- Operating costs, before significant items, declined on the prior year
- Underlying EBITDA \$60.6 million (\$66.3 million pcp)
- Underlying EBITDA margin at 31.4% (31.9% pcp)
- Final dividend of 6.0 cents per share, fully franked (payment date 16 September 2025)
- Strong liquidity position, no bank debt and shares in ASX listed WJL and CTD

Andrew Burnes AO, CEO, said "Our Wholesale and Inbound businesses experienced strong growth in FY25; however, our agency and ticketing businesses declined due to the challenging economic conditions in Australia and New Zealand, agency closures and transfers, a decline in average airfares across the period, and a change in the destination mix toward short and mid haul travel.

We have continued to invest in our business, growing our technology options and expanding our wholesale product range while enhancing our core capabilities around ticketing and air consolidation.

We continue to leverage our industry knowledge and drive long-term shareholder value throughout the business.

Across Helloworld's agency and broker networks there are over 10,000 travel advisors, the biggest group of travel professionals in Australia and New Zealand.

Looking ahead we see strong forward bookings over the remainder of the 2025 calendar year and well into 2026. The business has a strong balance sheet, no external bank borrowings and strong liquidity that positions the Company for long-term sustainable growth."

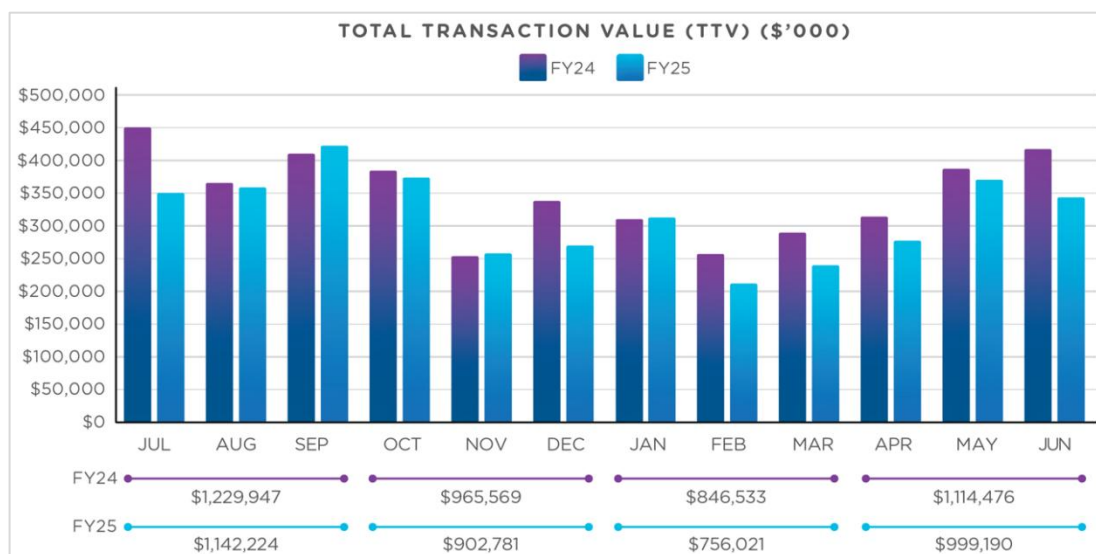
Summary of Results

	For the year ended 30 June 2025 (\$'000)	For the year ended 30 June 2024 (\$'000)	Change (\$'000)	Change %
Total Transaction Value (TTV) ⁽¹⁾	3,800,216	4,156,525	(356,309)	(8.6%)
Revenue and other income	192,815	211,091	(18,276)	(8.7%)
Revenue margin ⁽²⁾	4.9%	4.8%		0.1%
Expenses	(142,988)	(156,307)	13,319	(8.5%)
Equity accounted profits	5,149	4,857	292	6.0%
Fair value gain on Webjet Group shares	5,048	-	5,048	
Underlying EBITDA ⁽⁴⁾	60,606	66,296	(5,690)	(8.6%)
Underlying EBITDA margin ⁽⁶⁾	31.4%	31.9%		
EBITDA ⁽³⁾	60,024	59,641	383	0.6%
EBITDA margin ⁽⁵⁾	31.1%	28.3%		
Depreciation and amortisation	(13,704)	(16,694)	2,990	(17.9%)
Interest expense	(760)	(700)	(60)	8.6%
Profit before income tax from continuing operations	45,560	42,247	3,313	7.8%
Income tax expense	(12,398)	(10,389)	(2,009)	19.3%
Profit after income tax from continuing operations	33,162	31,858	1,304	4.1%
Loss after income tax from discontinued operations	(4,679)	(1,129)	(3,550)	314.4%
Profit after income tax	28,483	30,729	(2,246)	(7.3%)
Profit attributable to Helloworld Travel Limited shareholders	29,357	30,604	(1,247)	(4.1%)

	For the year ended 30 June 2025 (cents)	For the year ended 30 June 2024 (cents)	Change (cents)	Change %
Basic earnings/(loss) per share				
Continuing operations	20.4	19.8	0.6	3.0%
Discontinued operations	(2.3)	(0.6)	(1.7)	283.3%
Diluted earnings/(loss) per share				
Continuing operations	20.4	19.8	0.6	3.0%
Discontinued operations	(2.3)	(0.6)	(1.7)	283.3%
Interim dividend per share	8.0	5.0	3.0	60.0%
Final dividend per share	6.0	6.0	-	-

- (1) Total Transaction Value (TTV) does not represent revenue in accordance with Australian Accounting Standards and is not subject to audit or review. 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 the Group cash inflows as some transactions are settled directly between customer and supplier.
- (2) Revenue margin has been calculated as revenue from contracts with customers as a percentage of TTV. The calculation does not include interest income and other income.
- (3) Earnings Before Interest Expense, Taxation, Depreciation and Amortisation (EBITDA) is a financial measure which is not prescribed by Australian Accounting Standards and is not subject to audit or review. EBITDA includes interest income.
- (4) Underlying EBITDA represents EBITDA excluding significant items. Underlying EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Chief Executive Officer (CEO) and the Board to assess the financial performance of the Group and operating segments and is not subject to audit or review. A reconciliation of Underlying EBITDA to profit before income tax expense is provided in Note 2.3: Segment Information of the Consolidated Financial Statements.
- (5) EBITDA margin has been calculated as EBITDA as a percentage of total revenue and other income.
- (6) Underlying EBITDA margin has been calculated as Underlying EBITDA as a percentage of total revenue and other excluding significant items.
- (7) Significant items are those gains or losses where their nature, including the expected frequency of the events giving rise to them, and impact is considered material to the financial statements.

TTV



Overview

Our Wholesale and Inbound businesses experienced strong growth in FY25; however, our agency and ticketing businesses declined due to the challenging economic conditions in Australia and New Zealand, agency closures and transfers, a decline in average airfares across the period, and a change in the destination mix toward short and mid haul travel. The Company continued to focus on cost control, whilst investing in technology developments to ensure it is well positioned for the future.

On 17 April 2025, the Group acquired 100% of the voting shares of Barlow Travel Group Limited (BTG). BTG, established in 2011, is a leading corporate and events travel provider based in Wellington, trading as BCD Travel in New Zealand.

During the year, the Entertainment Logistix business was classified as a discontinued operation. The business assets were sold subsequent to year end.

Helloworld's key financial results for the year ended 30 June 2025 (FY25) compared with the prior year ended 30 June 2024 (FY24) on a continuing operations basis are:

- Profit after income tax increased by 4.1% on the prior year to \$33.2 million in FY25.
- Earnings per share increased to 20.4 cents in FY25 compared to 19.8 cents in the prior year.
- The revenue margin for the year improved to 4.9%, up 0.1% on the prior corresponding period.
- Total Transaction Value (TTV) for the full year was \$3.8 billion, compared to \$4.2 billion in FY24. The \$0.4 billion, or 8.6%, decrease on the prior year was due to challenging economic conditions in Australia and New Zealand, agency closures and transfers, changes in destination mix from long-haul trips to more short and mid-haul destinations, and lower average airfares. This was offset, in part, by strong growth in our Wholesale and Inbound businesses in Australia and New Zealand.
- Revenue and other income of \$192.8 million was down \$18.3 million or 8.7% on the FY24 result of \$211.1 million.
- Operating costs, before significant items, declined on the prior year, with a continuing strong focus on cost control.
- Share of profits of equity accounted investments for FY25 was \$5.1 million, up \$0.3m or 6.0% on the prior year. Helloworld holds investments in MTA (50%), Phil Hoffmann Travel (40%), and Australiareiser Group (34%).
- A fair value gain of \$5.0 million resulted from the revaluation of Helloworld's holding of Webjet Group Limited (ASX: WJL) shares. The 30 June 2025 closing share price of WJL was 90 cents per share.
- Depreciation and amortisation was down 17.9% to \$13.7 million in FY25. The reduction was due to certain technology assets and equipment becoming fully amortised or depreciated.
- Underlying EBITDA for FY25 was \$60.6 million, compared to \$66.3 million in the prior year. The underlying EBITDA margin for the year was 31.4%. The underlying EBITDA margin for FY24 was 31.9%.

Business highlights

Retail

- The stability and strength of our network remains foundational to our success; providing a reliable platform for growth and innovation. Achieved a 96% re-sign rate across our Helloworld Branded and Associate networks. 98% of members across the YOU Travel & Cruise brand and the First Travel Group Independent network successfully re-signed.
- Digital solutions, including AI, playing a key role in system developments across the Retail business, enabling greater efficiencies in agency operations and improved customer experiences.
- Helloworld's Loyalty Share Program for agents rolled out in Australia and New Zealand in the first half, and was well received by agents.
- The Helloworld Travel Academy continues to grow with over 12,000 attendees through its programs since it was launched in 2022.
- In recent months, experienced Helloworld franchisees have opened additional outlets in both Australia and New Zealand. 15 new stores are planned to open in FY26.

Wholesale

- VIVA Holidays were again awarded the National Tourism Industry Award (NTIA) for the 'Most Outstanding Wholesaler' for the second year running. VIVA Holidays is nominated again for 2025.
- New luxury brand, VIVA Gold, was launched in December 2024 with a dedicated luxury product range to meet the demands at the top end of the luxury travel market.
- Strong growth in travel to the USA defied market trends, with land volumes more than doubling year-on-year, making it the top-performing international destination.

Cruise

- Wholesale cruise sales continue to grow, up 27% in FY25 across our dedicated cruise brands in AU and NZ; including strong growth for luxury and expedition cruising.
- A new brand, Signature Collection by Cruiseco, was launched in market.
- Cruiseco relaunched genuine air and cruise package holidays, delivering value led complete cruise holidays with a focus on short to medium haul destinations.
- Cruiseco and Creative Cruising were nominated for six (6) National Travel Industry Awards for 2025 (to be announced in October 2025).

Inbound

- FY25 performance was strong across Inbound with growth of 4% year on year.
- Growth across both Group and FIT markets. The value of each trip booked increased as people sought high end accommodation and experiences.
- Inbound airline capacity continues to improve with extra competition facilitating lower airfares. Our region was also assisted with favourable exchange rates from our key source markets offering good value in comparison to many other destinations.
- With clients in 30 countries around the world, the Helloworld and ATS Inbound brands work closely with over 200 agent partners globally and approximately 4,000 supplier partners in Australia, New Zealand and the South Pacific.

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Marketing activity

- Helloworld continues to undertake major campaigns for our various networks in partnership with international and domestic tourism bodies and our commercial air, cruise, land and destination partners.
- Ongoing NewsCorp Platinum partnership in place, plus partnerships with all major media in Australia and New Zealand.
- Marketing plans for the remainder of calendar year 2025 and into 2026 with strong partner activity locked in.

Technology

- Helloworld Travel continues to provide leading technology solutions across our business divisions and networks.
- Air ticketing systems, Air Tickets and Express Tickets, remain at the forefront of ticketing and consolidation systems with additional enhancements to the SmartSuite of technologies including SmartNDC and SmartRefunds. Air Tickets was awarded the National Tourism Industry Award (NTIA) for 'Innovation in Travel Services' for SmartRefunds in 2024.
- Helloworld's flagship retail mid-office platform, Resworld, continues to deliver strong operational efficiencies for agents and digital enablement across our agency networks in Australia and New Zealand. Recent enhancements are designed to further streamline workflows, reduce manual processes, and support scalable growth.
- Helloworld's wholesale hotel booking platform, ReadyRooms, continues to experience a rapid increase in users and also sales. The user experience and depth of product is providing agents with a great tool to help design their clients' holidays at very competitive rates. ReadyRooms currently features over 300,000 hotels, activities and transfers, providing travel agents with a cutting-edge booking portal and grew 110% year on year in FY25.

Liquidity and funding

- As at 30 June 2025, the Group held total cash of \$79.4 million compared with \$161.9 million at 30 June 2024. The lower total cash balance at 30 June 2025 reflects an additional BSP payment in FY25 (\$40.0 million), increased tax payments (\$19.2 million) and Helloworld's acquisition of shares in Webjet Group Limited (ASX: WJL) (\$48.5 million).
- The Company held 59.48 million shares in WJL valued at \$53.5 million and 150,121 shares in ASX listed Corporate Travel Management (ASX: CTD) valued at \$2.1 million at 30 June 2025.
- Further, Helloworld has no external bank debt at balance date.

Dividend

- The Board has declared that the Company will pay a fully franked interim dividend of 6.0 cents per share. The dividend is to be paid on 16 September 2025 with a record date of 2 September 2025. This follows an 8.0 cents per share dividend that was paid on 26 March 2025.

Outlook

- Continued strong focus on cost control positions Helloworld for sustainable profit growth and long-term resilience. This disciplined approach continues to underpin our financial strategy and operational planning.
- Strong forward bookings for the remainder of the 2025 calendar year and well into 2026. Air bookings for departure in FY26, up 11% pcp.
- Ongoing investment in people, technology, and infrastructure supports long-term capability and performance.
- Significant investment in advertising and marketing activities will continue, reinforcing brand awareness and driving qualified leads to our agent and broker network. These efforts are central to maintaining our market visibility and supporting business growth.

- Retail growth planning is guided by geographical data, targeting key metropolitan areas and expanding our reach in regional markets. 15 new stores planned for opening in FY26. We remain committed to agency succession planning, with future ownership pathways and training programs in place to support the next generation of business leaders.
- Our dedication to technological advancement remains a key priority, with continued emphasis on automation, artificial intelligence, and innovation. These initiatives are designed to keep the company at the forefront of industry developments.
- We anticipate providing guidance prior to the HLO Annual General Meeting (October 2025).

This announcement has been approved by the Board.

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About Helloworld Travel Limited

Helloworld Travel Limited (ASX: HLO) is a leading Australian and New Zealand travel distribution company, comprising retail leisure travel and business travel networks, travel broker networks, destination management services (inbound), air ticket consolidation, tourism transport operations, wholesale travel services, including event packaging and online operations, all supported by world class proprietary and non-proprietary distribution systems.

Helloworld businesses have over 900 personnel located in Australia, New Zealand, Fiji and Greece, and over 2,600 members of its travel agency and broker networks in Australia and New Zealand.

Helloworld Travel is a proud sponsor of the School of St Jude in Tanzania, Ollie's Echo, The Danii Foundation, and My Room Children's Cancer Charity.



Contact

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