



webjet group

Investor Briefing

# FY25 Results.





21 May 2025

[www.webjetgroup.com](http://www.webjetgroup.com)



# Contents.

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- Group Performance - Key Metrics
- Business Unit Updates
  -  Webjet OTA
  -   Cars & Motorhomes (formerly GoSee)
  -  Trip Ninja
- Financial Summary
- Our Plan to FY30
- FY26 Trading Update







# Demerger of **Webjet Group Limited (WJL)** from Web Travel Group implemented 30 September 2024



## Webjet OTA

The #1 online travel agent  
in Australia & New Zealand

## Cars & Motorhomes (formerly GoSee)

Global car & motorhome rental  
ecommerce sites

## Trip Ninja

Providing complex travel  
itinerary automation technology

Webjet Group has elected to adopt predecessor accounting to ensure continuity and comparability in its financial reporting. Webjet Group has also elected to present previous corresponding period financial information as if it had always operated independently. Consequently, the comparative numbers are only representative in nature.

**Unless otherwise stated, all financials in this presentation are for Underlying Operations** and all comparisons are over the previous corresponding period (pcp). Underlying Operations reflects the core financial performance of Webjet Group, adjusting for the impact of any one-off or non-recurring items, non-cash items such as impairments and share-based payments and pro forma adjustments disclosed in the Demerger Booklet. These adjustments are made to provide a clearer and more consistent view of Webjet Group's ongoing financial performance. Underlying Operations are non-IFRS measures and not subject to audit procedures. This presentation should be read in conjunction with the Financial Report for the year ended 31 March 2025.

# A solid result in line with expectations.



## Webjet Group Limited

**EBITDA**

**\$39.4m**

(FY24: \$39.1m)

**Net cash<sup>(1)</sup>**

**\$118.1m**

As at 31 Mar-25

- Corporate overheads down reflecting ongoing transition to a standalone operating structure
- Continued growth in free cash flow generation
- Strategic plan developed to deliver growth to FY30



## Webjet OTA

**EBITDA**

**\$51.6m**

(FY24: \$54.2m)

- Higher margin products helping offset subdued domestic Bookings environment: Bookings down 7%; Revenue down 1%; EBITDA margin 43%
- International bookings up 11%, accounting for 21% of Flight Bookings in 2H25 (2H24: 18%); non-air Ancillaries 34% of Revenue (FY24: 32%)



## Cars & Motorhomes (formerly GoSee)

**EBITDA**

**\$1.6m**

(FY24: \$1.7m)

- 2H25 EBITDA \$1.4m (1H25: \$0.2m)
- Restructuring on track to deliver OPEX savings
- Car Bookings down in line with softening domestic flight markets
- Global motorhome category continues to be challenged

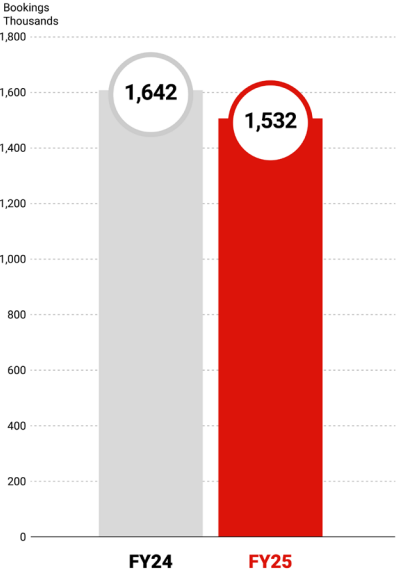
1. Excludes \$30.8m of restricted cash



# Group Metrics - Margins up; EBITDA in line with FY24.

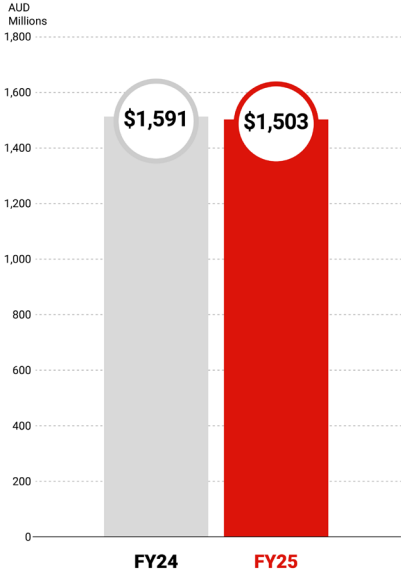
## Bookings

**1.5**  
million



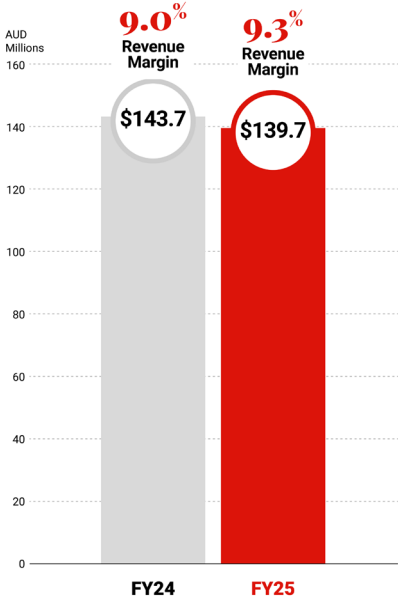
## TTV

**\$1.5**  
billion



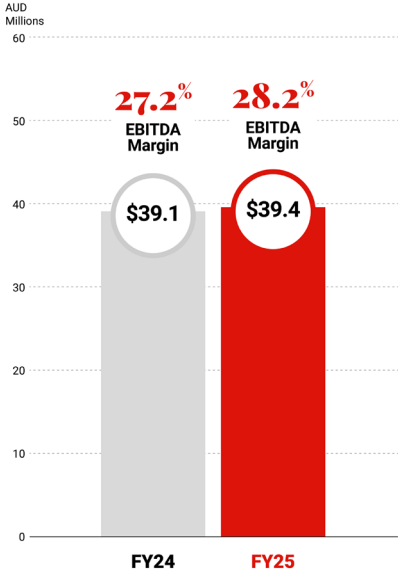
## Revenue

**\$139.7**  
million



## EBITDA

**\$39.4**  
million



Note:

- All references to \$ are in AUD unless otherwise noted.
- FY24 comparative is for Underlying Operations and representative in nature only.



# We have progressed our FY25 strategic priorities.



## Customer Acquisition.

- **Webjet OTA brand refresh** underway
- **Airport Rentals and Motorhome Republic brands refreshed**
- **Signed 25 new affiliates** to extend Airport Rentals and Motorhome Republic reach **see page 15**
- Webjet OTA **launched on TikTok**
- **New Martech platform** selected and migration underway
- **Trip Ninja** signed 3 new customers **see page 17**



## Revenue Optimisation.

- **Launched Webjet OTA Member Only Offers** in AU/NZ with 18 campaigns completed since Sep-24
  - Q4 FY25 saw member bookings grow 8% YOY
- **Enhanced First Party Data capabilities** underway to enable greater segmentation and personalisation
- **Increasing sale of higher margin ancillaries** on Webjet OTA **see page 10**
  - Paid seat ancillary sales now live for 18 airlines (up from 1 in FY24)



## International Share Growth.

- **International bookings** on Webjet OTA **increasing see page 10**
- Trip Ninja technology applied across all multi stop trip searches and will **go live on return long haul international flight searches from June 2025**
- **Continued rollout of NDC airlines**



## Operational Excellence.

- **Customer Operations transformation plan well advanced** and delivering benefits through AI powered assistance **see page 11**
- **In-house frontline Call Centre** established in Manila for Webjet OTA, delivering materially better customer metrics at lower cost per contact **see page 11**
- **New VoC tech partner appointed**, delivering actionable insights based on consumer feedback **see page 11**
- **Cars and Motorhomes operational review** delivering cost savings **see page 14**





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# Webjet OTA.

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

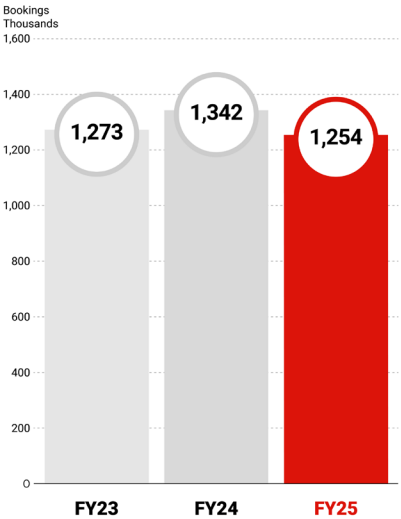




# Higher-margin products helping offset soft domestic demand.

## Bookings

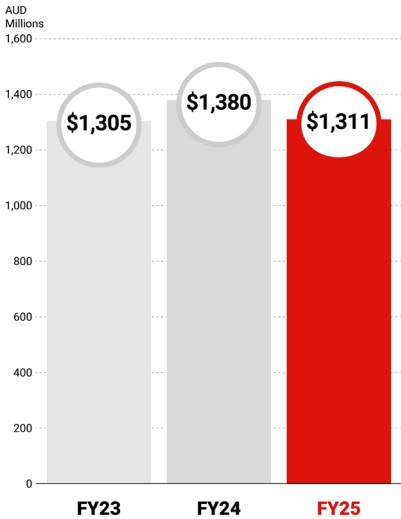
**1.3**  
million



Driven by subdued domestic leisure market and REX going into voluntary administration

## TTV

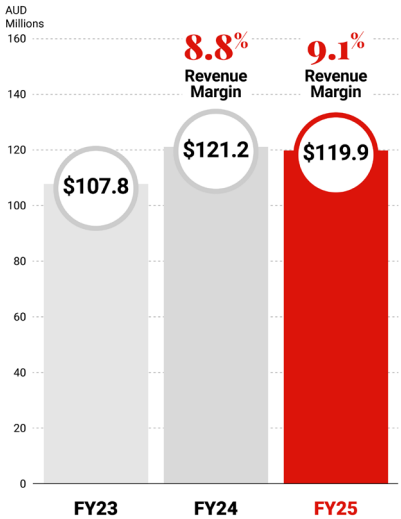
**\$1.3**  
billion



TTV aligned with Bookings

## Revenue

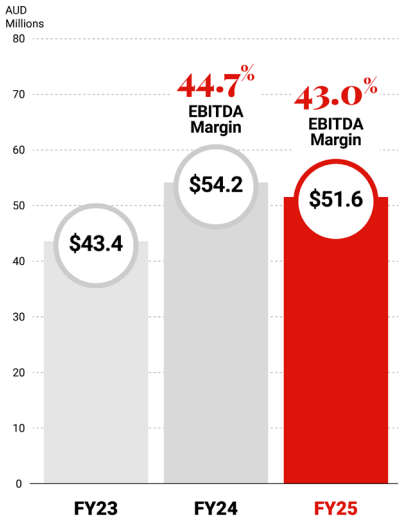
**\$119.9**  
million



Revenue optimisation initiatives helping offset subdued domestic bookings

## EBITDA

**\$51.6**  
million



Maintaining world class EBITDA margins

# EBITDA reflects subdued domestic Bookings and higher Expenses.

Webjet OTA	FY25	FY24	Change
Bookings	1,254k	1,342k	(7%)
Average Booking Value	\$1,046	\$1,028	+2%
TTV	\$1,311m	\$1,380m	(5%)
Revenue	\$119.9m	\$121.2m	(1%)
Expenses	\$68.3m	\$67.0m	+2%
EBITDA	\$51.6m	\$54.2m	(5%)
Revenue / TTV Margin	9.1%	8.8%	+30bps
EBITDA Margin	43.0%	44.7%	(170bps)

- **FY25 Bookings down 7% compared to FY24 reflecting softening of domestic flights market**
  - **International Bookings up 11%** compared to FY24 in line with continued focus on growing this higher margin segment. International Bookings and TTV are now ahead of pre-pandemic levels
  - **Domestic Bookings down 9%** reflecting cost of living pressures and leisure airline REX entering voluntary administration in July 2024 and ceasing bookings for domestic services between major cities (REX accounted for 5% of Australian domestic capacity as at June 2024 <sup>(1)</sup> and Webjet OTA was a key seller of REX inventory)
- **FY25 Revenue down 1% as higher margin ancillary products and international flight bookings help offset softening domestic flights market**
- **FY25 Expenses up 2%** - reflects targeted spend on promotional activity to support international flights strategy, CPI-linked staff cost increases, and increased marketing spend consistent with growth strategy. Demerger-related dissynergies also began to flow through in 2H25.
- **FY25 EBITDA down 5%** - reflecting subdued domestic flight bookings and higher costs. EBITDA margin remains very strong at 43%

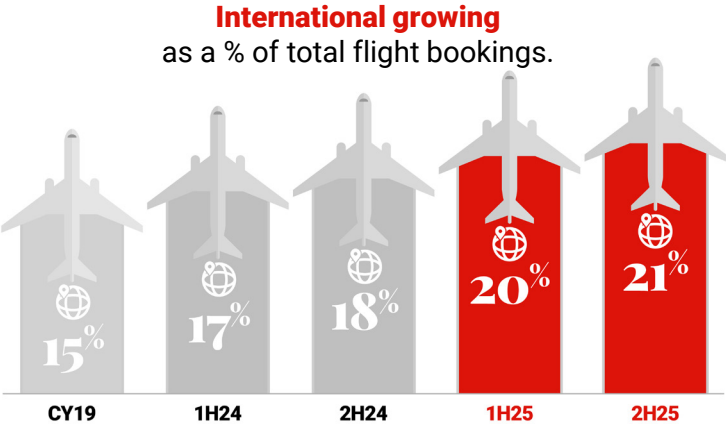
1. Source: <https://www.accc.gov.au/system/files/domestic-airline-competition-august-2024-report.pdf>.



# International flights and ancillaries driving higher Revenue per Booking.

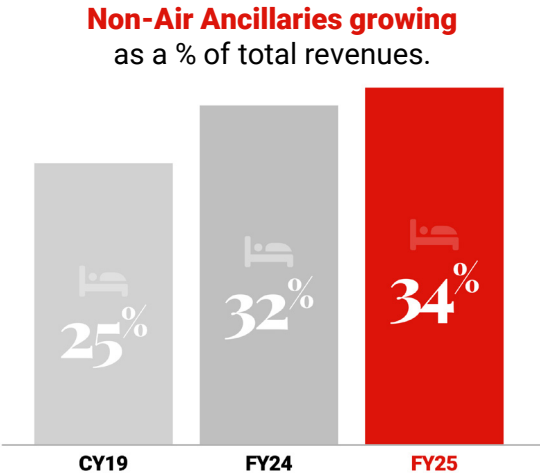
## International flight bookings continue to grow.

- International supply growing as capacity enters the market **helping stimulate demand.**
- **Webjet Member Program** - 18 campaigns launched since Sep-24, driving strong engagement and sales.
- **Continued roll-out of NDC** for international airlines is providing differentiated content & pricing advantages.
- Trip Ninja technology applied across all multi stop trip searches and **continues to optimise conversion and increase margins.**

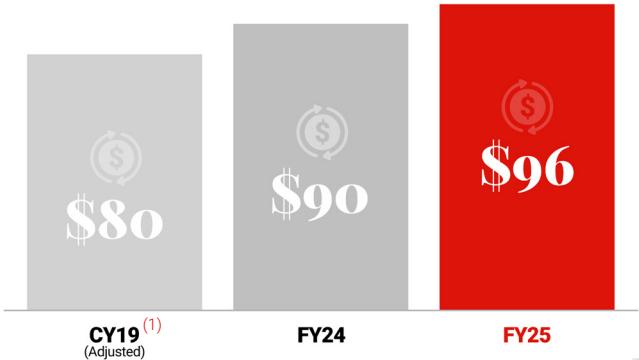


## Air and non-air ancillaries are helping diversify revenue streams.

- Air ancillaries are starting to grow – selling seats for 18 airlines. More airlines under development.
- Non-Air ancillary revenue up 5% over FY24 – expect contributions from Hotels and Packages to increase through our FY30 Strategic Plan.



## Revenue per Booking up 7% over FY24 reflecting focus on revenue optimisation initiatives and higher margin products.



1. CY19 (Adjusted) shows Revenue per Booking on a comparable basis to current operating environment and excludes commission and overrides on international air fares that are no longer paid by airlines (c.\$12 million in CY19) and Revenue from Exclusives business that was closed during FY20 (\$14.1m in CY19)

# Customer Service continues transformation.

## Building on FY24 to become a modern, data and customer-led service function.

- **Sustained momentum** by optimising platform capabilities, streamlining workflows, and embedding AWS Connect foundation across Voice, Chat, Case Management and Email
- **Efforts focused on three strategic pillars:**
  1. Platform Excellence (AWS Connect) – Completion of migration and rollout of new productivity enablers
  2. People & Talent – Embedding new structures and developing in-house Call Centre capabilities in Manila
  3. Operational Discipline – Back-to-basics performance management and tighter cost control
- **AI powered assistance** expediting issue resolution– improving UX, agent training, speed and quality
- Webjet OTA **awarded *Leading Online Travel Agency*** in Australia and Oceania at the 2024 World Travel Awards and received accolades at the 2025 Stevie Awards for Sales & Customer Service

## Measurable improvements across cost, service and experience.

- **Operational enhancements reducing contacts by 24% over FY24** – better case resolution, reduced repeat contacts, better UX and improved triaging reducing the need to contact us
- **Cost per call and cost per chat down 10% and 15% respectively on FY24** – financial discipline and effective operational management, stronger first contact resolution and renegotiated commercials
- **Notable gains in customer satisfaction**

**+8 percentage points**

**First Contact Resolution<sup>1</sup>**

Driven by focused resolution tracking, updated scripting and training, and onboarding of Manila in- house team

**+5 percentage points**

**Agent Satisfaction<sup>1</sup>**

**+12 percentage points**

**Net Promoter Score**

More touchpoints; improved response volume & feedback quality

<sup>1</sup>. First Contact Resolution (FCR) and Agent Satisfaction (CSAT) are the core post contact performance indicators.





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# Cars & Motorhomes.

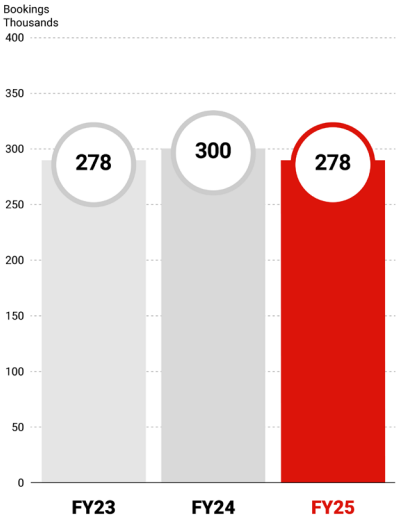
Global car & motorhome rental ecommerce sites (formerly GoSee)

Airport Rentals

Motorhome  
republic

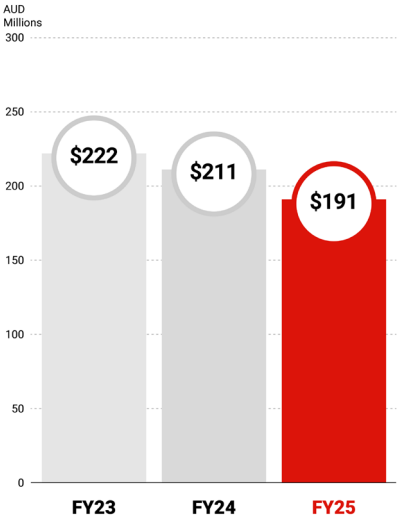
# EBITDA reflects 2H25 gains from restructuring.

**Bookings**  
**278**  
thousand



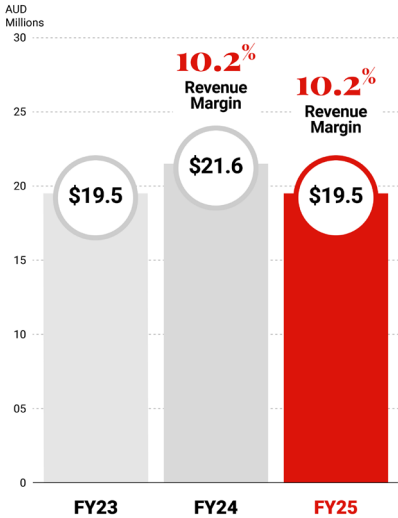
Cars Bookings down in line with softening domestic flights market

**TTV**  
**\$191**  
million



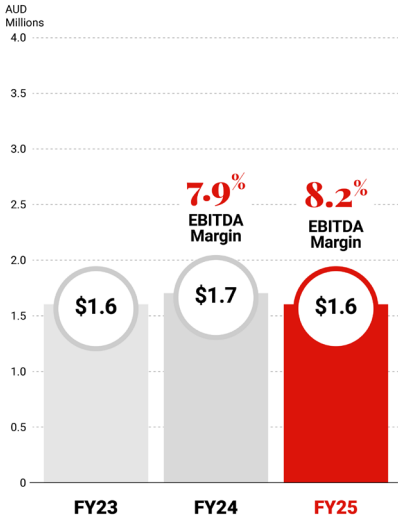
TTV aligned with Bookings and moderating ABV

**Revenue**  
**\$19.5**  
million



Revenue in line with TTV; margins stable

**EBITDA**  
**\$1.6**  
million



2H25 EBITDA up \$1.4m on 1H25 reflecting restructuring gains



# Bookings down in line with softening domestic demand, restructure driving lower Expenses.

Cars & Motorhomes (formerly GoSee)	FY25	FY24	Change
Bookings	278k	300k	(7%)
Average Booking Value	\$688	\$703	(2%)
TTV	\$191m	\$211m	(9%)
Revenue	\$19.5m	\$21.6m	(10%)
Expenses	\$17.9m	\$19.9m	(10%)
EBITDA	\$1.6m	\$1.7m	(6%)
Revenue / TTV Margin	10.2%	10.2%	-
EBITDA Margin	8.2%	7.9%	+30bps

- **FY25 Bookings down 7% compared to FY24, largely reflecting lower booking volumes for Cars**
  - **Cars Bookings highly correlated to domestic flights** in Australia and New Zealand
  - **Motorhomes remains impacted** by lack of inbound long-haul tourism and high pricing
- **FY25 Revenue down in line with lower Car Bookings and lower ABV**
- **FY25 Expenses down 10%** reflecting simplification and restructuring that began in 2H25
  - Simplified service offering, automating highly manual and non-value-add tasks, and reduced headcount
- **2H25 EBITDA was \$1.4 million (1H25: \$0.2 million)** reflecting impact of restructuring coming through

# Simplified business now focused on top line growth

- **Airport Rentals and Motorhome Republic brands refreshed** to be more accessible, refined and contemporary
  - Defined core USPs, alignment with Webjet Group brand, Price Beat Promise, and new content and channel strategy
  - Prompted brand awareness for Motorhome Republic in Australia up 1% since Sep-24 (monitored competitors down 6% over same period)
- **Affiliate and supplier network growth**
  - Affiliates are a key source of Revenue. Onboarded 25 new Cars and Motorhome affiliate partners
  - Airport Rentals provides co-branded car booking websites for airports covering 75% of New Zealand's air passenger traffic
- **Product enhancements introduced**
  - New functionality to improve customer self-serve booking and amendments. Both Cars and Motorhomes saw improvements in 2H25.
  - Range of payment improvements introduced

**Airport Rentals provides co-branded car booking websites for 7 New Zealand airports.**





A photograph of three diverse travelers (two men and one woman) standing in front of a building with arched windows. They are all smiling and looking at a large map held by the woman in the center. The man on the left is wearing a striped shirt and a bucket hat. The man on the right is wearing a light blue shirt. The woman in the center is wearing a red shirt. A red square logo with the text 'webjet group' is in the top left corner.

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# Trip Ninja.

Complex travel itinerary automation for travel intermediaries

tripninja

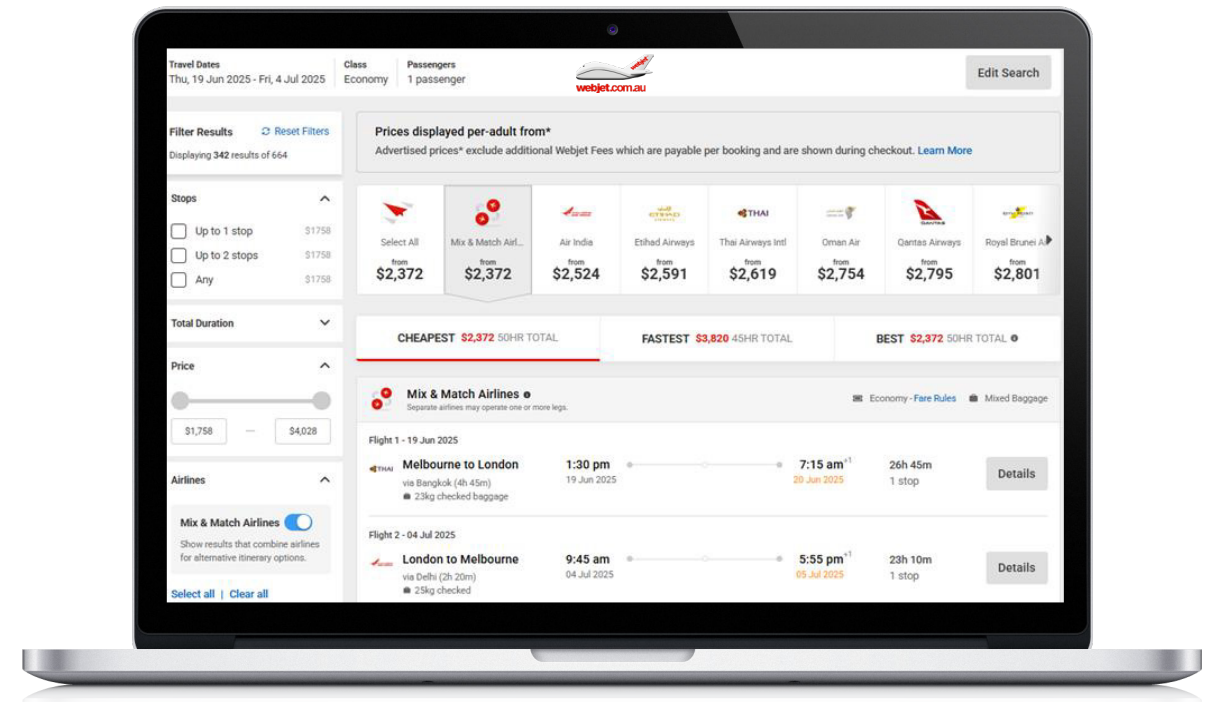


# New customers signed.

## Delivering more unique content for Webjet OTA.

- **Growing the customer pipeline across more travel intermediaries globally**
  - Signed 3 new third-parties to use Trip Ninja technology, bringing Trip Ninja's customers to a total of 6
  - Rebuilt sales and marketing strategy and rolling out new digital assets, product positioning and sales collateral
- **Continuing to develop the technology offering to solve complex flight-related challenges**
  - Introducing a new intelligence and analytics platform designed to uncover hidden opportunities in flight retailing
- **Delivering more unique content for Webjet OTA**
  - Trip Ninja technology already applied across all multi-stop trip searches, or 10% of our international fare searches
  - Soon to be integrated on all return searches for long-haul international fares. This will deliver unique content that is not easily comparable

**Webjet's long-haul international return flight searches will now have mix'n'match content powered by Trip Ninja delivering unique itineraries at great prices.**





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# FY25 Financial Summary.

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# FY25 - Financial Summary.

Webjet Group Limited	See Note	Statutory Result		Underlying Operations	
		FY25	FY24	FY25	FY24
Bookings		1,532k	1,642k	1,532k	1,642k
TTV		\$1,503m	\$1,591m	\$1,503m	\$1,591m
Revenue	1	\$139.7m	\$149.7m	\$139.7m	\$143.7m
Expenses		(\$89.3m)	(\$90.2m)	(\$89.3m)	(\$90.2m)
Corporate overheads	2	(\$11.0m)	(\$11.8m)	(\$11.0m)	(\$14.4m)
Non-recurring items	3	-	(\$3.3m)	-	-
Share-based payments expense	4	(\$4.0m)	(\$4.6m)	-	-
Non-operating expenses	5	(\$14.1m)	-	-	-
<b>EBITDA</b>		<b>\$21.3m</b>	<b>\$39.8m</b>	<b>\$39.4m</b>	<b>\$39.1m</b>
Depreciation & amortisation	6	(\$11.3m)	(\$7.0m)	(\$11.3m)	(\$10.9m)
Impairment expense	7	-	(\$28.3m)	-	-
<b>EBIT</b>		<b>\$10.0m</b>	<b>\$4.5m</b>	<b>\$28.1m</b>	<b>\$28.2m</b>
Net interest & finance costs	8	\$1.7m	(\$1.6m)	\$1.7m	(\$2.9m)
<b>EBT</b>		<b>\$11.7m</b>	<b>\$2.9m</b>	<b>\$29.8m</b>	<b>\$25.3m</b>
Tax expense		(\$6.6m)	(\$13.5m)	(\$8.9m)	(\$7.6m)
<b>NPAT</b>		<b>\$5.1m</b>	<b>(\$10.6m)</b>	<b>\$20.9m</b>	<b>\$17.7m</b>
Revenue / TTV margin		9.3%	9.4%	9.3%	9.0%
EBITDA margin		15.2%	26.6%	28.2%	27.2%
EPS		1.3 cents	(2.7 cents)	5.3 cents	4.5 cents
Effective tax rate		56.4%	465.5%	30.0%	30.0%

## Note

- Revenue** excludes interest income. Revenue in FY24 Statutory Result includes a \$6.0m adjustment not applicable to the Underlying Operations of Webjet Group
- Corporate overheads** in FY24 Underlying Operations includes a pro forma adjustment for an additional \$2.6m of corporate costs<sup>(1)</sup>
- Non-recurring items** represent amounts in FY24 Statutory Result not applicable to the Underlying Operations of Webjet Group
- Share-based payments expense** is excluded in Underlying Operations to provide a better understanding of financial performance. FY25 expense reflects acceleration of Webjet Limited FY23 and FY24 performance rights as a result of the demerger and Webjet Group FY25 performance rights
- Non-operating expenses** are excluded in Underlying Operations to provide a better understanding of financial performance (refer slide 20 for details)
- Depreciation & amortisation** in FY24 Underlying Operations includes a pro forma adjustment for an additional \$3.9m amortisation expense applicable to Webjet Group
- Impairment expense** in FY24 Statutory Result relates to impairment of Cars & Motorhomes goodwill
- Net interest & finance costs** in FY24 Underlying Operations includes a pro forma adjustment for an additional \$1.3m interest expense applicable to Webjet Group pre-demerger

Underlying EBITDA reconciliation	See Note	FY25	FY24
<b>Statutory EBITDA</b>		<b>\$21.3m</b>	<b>\$39.8m</b>
Revenue	1	-	(\$6.0m)
Corporate overheads	2	-	(\$2.6m)
Non-recurring items	3	-	\$3.3m
Share-based payments expense	4	\$4.0m	\$4.6m
Non-operating expenses	5	\$14.1m	-
<b>Underlying EBITDA</b>		<b>\$39.4m</b>	<b>\$39.1m</b>

1. Represents \$2.6m per annum additional corporate costs disclosed in section 2.6.3 of the Demerger Booklet. These costs include the corporate functions required to support Webjet Group as a standalone listed entity, the cost of maintaining a board of directors, company secretarial costs, ASX listing fees, share registry costs, insurance and other incremental costs.

# FY25 - Technology, Corporate & Non-operating.

Technology & Corporate overheads	FY25	FY24	Change
Trip Ninja EBITDA	(\$2.8m)	(\$2.4m)	(17%)
Corporate overheads	(\$11.0m)	(\$14.4m)	(24%)

Non-operating expenses	FY25	FY24
Litigation settlement & associated legal fees	\$10.7m	-
Restructuring costs	\$3.4m	-
<b>Total non-operating expenses</b>	<b>\$14.1m</b>	<b>-</b>

## Trip Ninja continuing to expand and develop its technology offering

- 2H25 performance in line with 1H25, reflecting inflationary impacts and higher headcount-related costs

## Corporate overheads reflect transition to a standalone business

- FY24 shows pro forma Corporate overheads applicable to Webjet Group as if it had always operated independently consistent with the Demerger Booklet<sup>(1)</sup>
- FY25 Corporate overheads lower due to the absence of short-term incentives and full impact of demerger dissynergies yet to be realised
- FY26 Corporate overheads expected to be c.\$13 million, reflecting demerger dissynergies and new staff to support growth strategy

## Non-operating expenses

- FY25 includes an accrual for proposed ACCC penalty (subject to final Court orders) and associated legal representation fees
- Restructuring costs relate to establishing the strategic direction of Webjet Group including consulting fees, redundancy costs, and one-off staff payments associated with the demerger

1. Includes \$2.6m per annum additional corporate costs disclosed in section 2.6.3 of the Demerger Booklet. These costs include the corporate functions required to support Webjet Group as a standalone listed entity, the cost of maintaining a board of directors, company secretarial costs, ASX listing fees, share registry costs, insurance and other incremental costs.

# FY25 - Balance Sheet.

A\$m	Mar-25	Mar-24
Cash & cash equivalents <sup>(1)</sup>	148.9	100.3
Trade receivables & Other assets	16.4	17.6
Non-current assets	78.7	75.8
<b>Total Assets</b>	<b>244.0</b>	<b>193.7</b>
Trade payables & Other liabilities	70.4	67.4
Other current liabilities	21.1	16.3
Non-current liabilities	5.6	75.6
<b>Total Liabilities</b>	<b>97.1</b>	<b>159.3</b>
<b>Total Equity</b>	<b>146.9</b>	<b>34.4</b>
<b>Net cash</b> <sup>(2)</sup>	<b>118.1</b>	<b>57.4</b>
<b>Current ratio</b>	<b>1.8</b>	<b>1.4</b>

## Cash & cash equivalents

- Increase reflects 2H25 trading and cash received from the demerger allocation
- Net cash of \$118.1 million, up from \$57.4 million at Mar-24

## Trade payables & Other liabilities

- Trade payables of \$54.7 million with \$15.7 million accrued expenses and other payables
- Includes \$9.1 million for proposed ACCC penalty (subject to final Court orders)

## Other current liabilities

- Increase driven by tax provision for 2H25 earnings

## Non-current liabilities

- Reduction reflects transfer of related party loan balances following the demerger
- Business remains debt-free and is fully funded to execute on our strategic growth initiatives and any inorganic growth opportunities

1. Includes \$30.8m of restricted cash (Mar-24: \$42.9m)

2. Net cash excludes restricted cash.



# FY25 - Cash Flow.

A\$m	FY25	FY24
Statutory EBITDA	21.3	39.8
Change in working capital	(7.4)	(4.7)
Non-cash items	4.0	4.6
Income tax	(0.2)	(0.1)
Net interest & finance costs	1.7	(1.6)
<b>Cash Flow from Operating Activities</b>	<b>19.4</b>	<b>38.0</b>
Capital expenditure	(13.3)	(12.1)
Dividends received	0.3	0.2
<b>Cash Flow from Investing Activities</b>	<b>(13.0)</b>	<b>(11.9)</b>
Demerger cash allocation	43.0	-
Settlement of related party loans	-	(1.5)
Lease liability payments	(0.8)	(1.1)
<b>Cash Flow from Financing Activities</b>	<b>42.2</b>	<b>(2.6)</b>
<b>Net Increase in Cash</b>	<b>48.6</b>	<b>23.5</b>

## Cash from Operations

- Working capital impacted by demerger accounting adjustments
- Operating cash conversion expected to be circa 100% from FY26 onwards

## Investing

- CAPEX investment relates to development of travel bookings systems and software to support growth initiatives

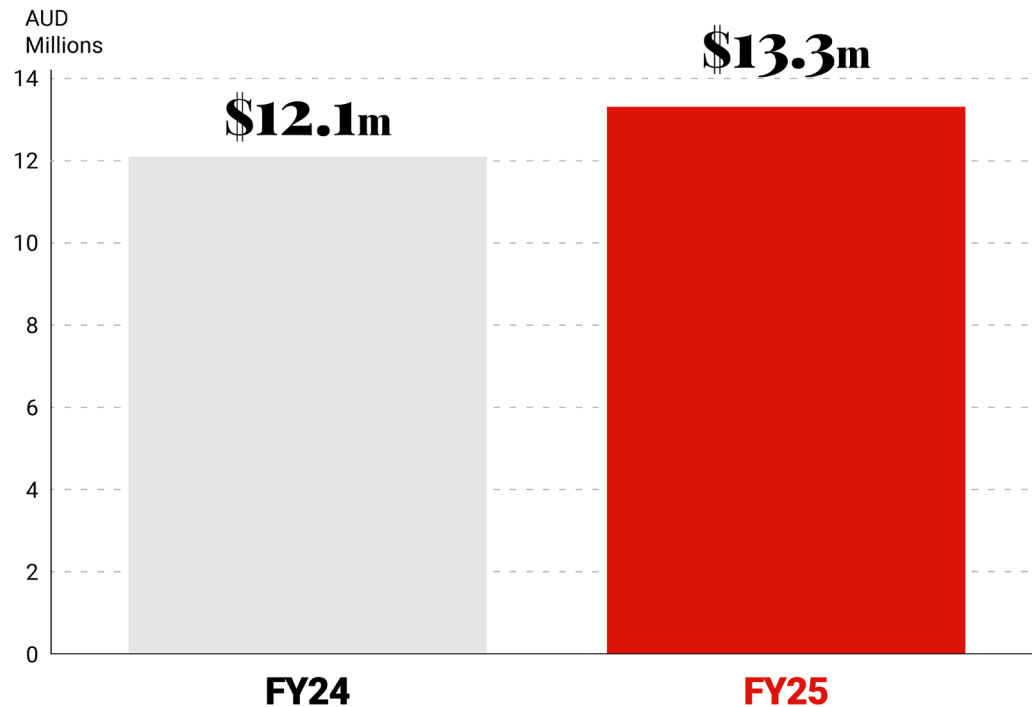
## Financing

- Demerger cash allocation to maximise the opportunity for Webjet Group to succeed as an independent entity post-demerger

## Capital management

- No dividend has been declared for FY25 due to lack of available franking credits
- Dividends anticipated from FY26

# FY25 - CAPEX Summary.



## FY25

- Increase reflects continued investment to accelerate growth initiatives
- **Webjet OTA** - enhancements to support increased customer engagement and retention, international bookings growth and product innovations
- **Cars & Motorhomes** - focused on simplifying operations, enabling new payment options, and modernising technology platforms to unlock enhanced customer experiences
- **Trip Ninja** - Focused on developing its technology offering

## FY26

- FY26 will also include additional anticipated investment of c.\$5 million relating to strategic growth initiatives

# Capital management.

## Share buy-back

An on-market buy-back was intended to be announced as part of our FY25 results.

Given the recent receipt and subsequent rejection of the non-binding indication of interest from BGH Capital, the Board has determined to defer the implementation of any capital management initiatives.

We are committed to returning surplus capital to shareholders and **intend to do an on-market buy-back when the circumstances permit.**

## A disciplined capital management approach enabling strength, flexibility and long-term value creation.

### Maintain financial resilience and flexibility

- Retaining financial flexibility to respond to dynamic market and operating conditions
- Ongoing assessment of optimal capital allocation across strategic investment opportunities, dividends and buy-backs



### Growth-focused investment and M&A strategy

- Continued investment to advance Webjet Group's core business and strategic growth agenda
- Pursuing disciplined M&A to expand capabilities, increase scale and support strategic growth priorities



### Shareholder returns

- Committed to sustainable ordinary dividends from Nov-25, targeting payout ratio of 40–60% of underlying Net Profit After Tax (NPAT)<sup>(1)</sup>
- Actively assessing opportunities to efficiently return excess capital

1. Subject to available franking credits and discretion of the Board, having regard to business performance, prevailing market conditions, and other relevant factors at the time.





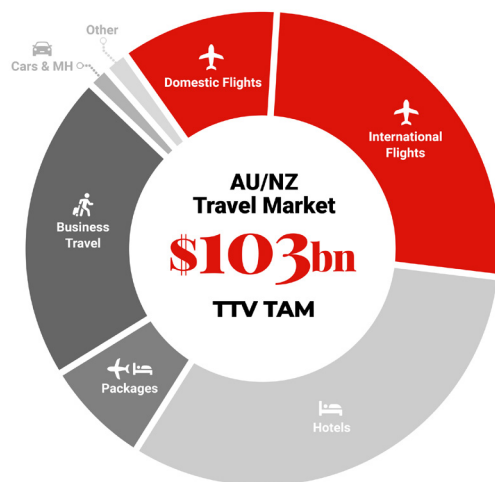
webjet group

Group Update

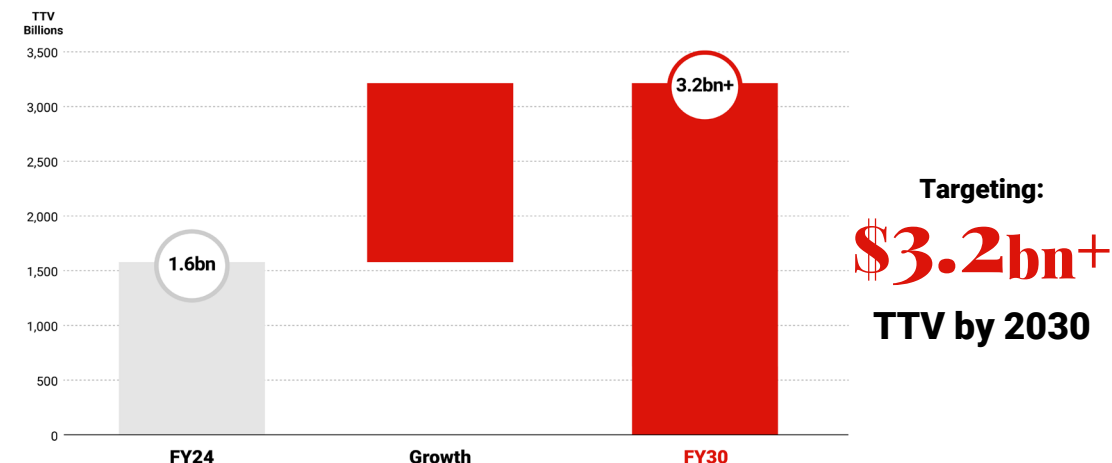
# FY30 Strategic Plan.

[www.webjetgroup.com](http://www.webjetgroup.com)

# We have a robust plan to double TTV in 5 years.



The opportunity:  
**A large  
addressable  
market**  
and a robust plan  
to deliver growth.







## We see significant growth opportunities...

- The **AU/NZ B2C travel market is large** but Webjet Group is currently a domestic flight-led business.
- We completed a rigorous and substantive review to **identify avenues where we can deliver significant growth by FY30** through greater investment and focus.

## Our Strategic Priorities...

1. **Revitalise the iconic Webjet brand** to take us to the next horizon.
2. **Expand our TAM** – through adjacencies identified in our deep dive.
3. **Capturing more of the travel wallet** – through a new loyalty program, ancillary products and enhanced member offers.
4. **Optimising our core business** – domestic flights, Motorhomes and Cars.
5. **Operational excellence**, always.

# We have detailed plans centred around several big moves to deliver new and profitable growth.

Our big moves	Taking us from...	...to
 <b>Expanding International Flights market share</b>	20% of bookings are international (outbound) ...	... to 25-30% share of bookings, driven by enhanced content and tech and expanded engagement and reach
 <b>An expanded Hotels and Packages offering</b>	A flight-first model where hotels and packages are secondary ...	... to a focused Hotel offering and significantly scaled and tech enhanced Packages product
 <b>A tailored Business Travel offering</b>	Servicing business travellers in an unstructured capacity ...	... to a distinct stand-alone offering to address demand for a seamless digital experience
 <b>Refresh the Brand, deliver the Loyalty opportunity</b>	Iconic brand in need of a refresh with basic member sign up and functionality ...	... to revitalised brands with a deeply value-adding experience that compels members to make Webjet, Airport Rentals or Motorhome Republic their first choice for booking travel



# The next horizon: Webjet Group 5yr Growth Strategy.

## Our Vision



**To become the first choice  
for Australasians to book travel**

## Our Mission



**To make travel planning easier,  
bringing more joy to every journey**

## Our Strategic Priorities



**Be the leading brands  
in our categories**

- Refresh Webjet OTA brand
- Invest in marketing for all brands
- Revitalise Airport Rentals & Motorhome Republic in international markets & with affiliates
- Build and convert Trip Ninja customer pipeline



**Capture more of  
the travel wallet**

- Enhance member offers
- Deliver new loyalty strategy & program
- Use new marketing tech to enhance cross-sell air & non-air ancillaries to OTA customers



**Expand the Total  
Addressable Market**

- Grow OTA market share of outbound international flights
- Enhance hotel offering
- Expand packages offering
- Scale a new business travel offering



**Operational excellence**

- Enable growth by building transformation capability
- Continue investment in innovation, AI & tech development to automate & simplify
- Ensure healthy employee engagement
- Deliver shareholder value, ensure financial strength & flexibility always

The logo for webjet group, featuring the text "webjet group" in white lowercase letters on a red rectangular background.

webjet group

Group Update

# FY26 Outlook.

[www.webjetgroup.com](http://www.webjetgroup.com)





# Strong progress being made against our FY30 strategy.

## Our Strategic Priorities



### Be the leading brands in our categories

- **CMO** onboarded
- **Revitalised brand relaunch on track** for 2H26.
- Market highly responsive to **tactical campaigns**



### Capture more of the travel wallet

- **Direct channels +9%** YOY across both cars & motorhomes for first 6 weeks
- Progressing with **Loyalty** strategy development
- **Hotels & Packages** benefiting from focused marketing:
  - Member sign-ups for hotel deals up significantly, boosting loyalty and bookings
  - 28% of package bookings from first-time customers



### Expand the Total Addressable Market

- **International now 23% of flight bookings**; Trip Ninja to go live on long haul international return flight searches in June
- Launch of new holiday **Packages and Tours** partnering with external providers to occur with brand relaunch



### Operational excellence

- **Restructuring benefits on track** in Cars & Motorhomes



# FY26 Outlook.

**FY26 Underlying EBITDA<sup>(1)</sup> expected to be broadly in line with FY25, assuming no further deterioration in trading.**

## Webjet OTA

- Trading for the first 6 weeks of FY26 is soft, while noting comparison to prior period is impacted given the timing of Easter and Anzac in Apr-25
  - International bookings +5% YOY;
  - Domestic bookings -11% YOY (loss of REX sales will continue to loop till July)

## Cars & Motorhomes

- Trading for the first 6 weeks of FY26 in line with expectations

## Investing for growth

- **FY26 investment of up to \$15m to support our FY30 Strategic Plan**
  - c.\$10m OPEX (includes c.\$6m brand relaunch)
  - c.\$5m CAPEX relating to development costs
- **FY26 Underlying EBITDA<sup>(1)</sup> expected to be broadly in line with FY25:**
  - weighted to second half
  - assuming no further deterioration in trading
  - we remain cautious amid ongoing macro-economic and US challenges
- **Dividends on track for FY26**
- **Buy-back when circumstances permit**

<sup>1)</sup> Underlying EBITDA reflects the core financial performance of Webjet Group, adjusting for the impact of any one-off or non-recurring items, and non-cash items such as impairments and share-based payments.



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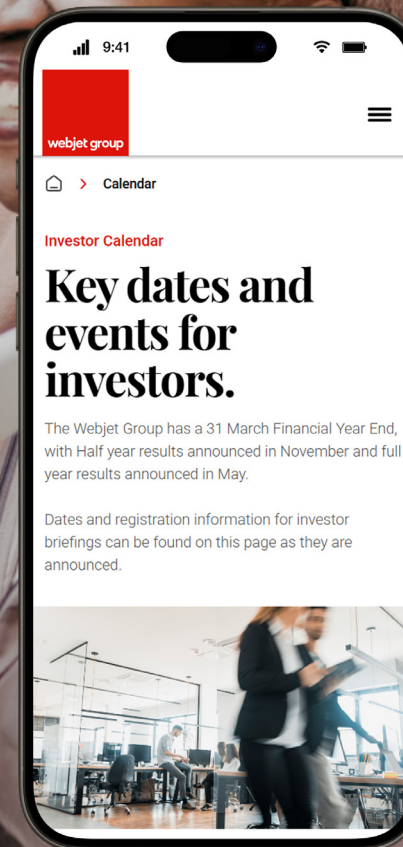
# Questions.

www.webjetgroup.com

A further trading update  
will be provided at the AGM  
on 28 August 2025.



All event information can be found on the  
Calendar page of our [Investor Centre](#) website







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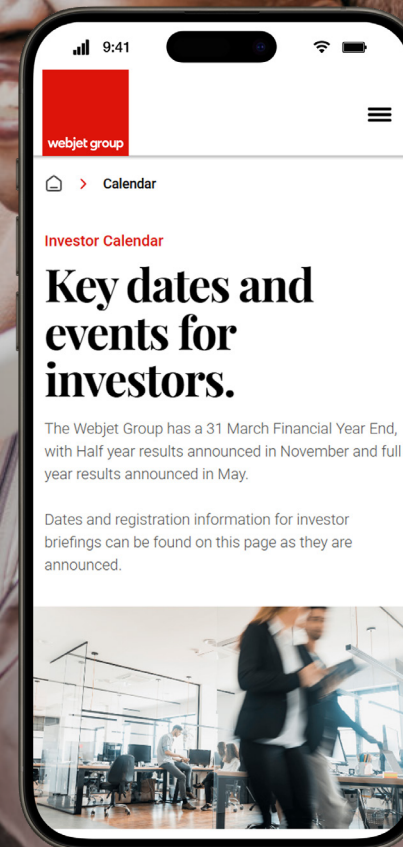
# Thank you.

www.webjetgroup.com

A further trading update  
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# Glossary & abbreviations.

<b>CY19</b>	12 months ending 31 December 2019 (i.e. pre-pandemic) - unaudited
<b>1H25</b>	6 months ending 30 September 2024
<b>2H25</b>	6 months ending 31 March 2025
<b>FY24</b>	12 months ending 31 March 2024
<b>FY25</b>	12 months ending 31 March 2025
<b>FY26</b>	12 months ending 31 March 2026
<b>FY30</b>	12 months ending 31 March 2030
<b>ABV</b>	Average Booking Value
<b>AU/NZ</b>	Australia & New Zealand
<b>B2C</b>	Business to Consumer
<b>B2B</b>	Business to Business
<b>CAPEX</b>	Capital Expenditure
<b>Demerger Booklet</b>	Webjet Limited Demerger booklet published 8 August 2024
<b>MarTech</b>	Marketing Technology
<b>NDC</b>	New Distribution Capability
<b>OPEX</b>	Operating Expenses
<b>OTA</b>	Online Travel Agency
<b>PCP</b>	Previous Corresponding Period
<b>TAM</b>	Total Addressable Market
<b>TTV</b>	Total Transaction Value
<b>USP</b>	Unique Selling Proposition
<b>UX</b>	User Experience
<b>YOY</b>	Year on year





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