



WEBJET LIMITED
ABN 68 002 013 612

WEBJET RESPONDS TO ZUJI AND EXPEDIA

4 SEPTEMBER 2009

Webjet today indicated in response to announcements from Zuji and Expedia regarding the elimination of online booking fees, that it has absolutely no intention of following.

Commenting, Managing Director David Clarke said "Webjet has for many years now delivered a substantial set of product values for which we have charged appropriate commercial fees and have done so in an environment where many airline online sites have not charged fees. In that context the Zuji and Expedia move is nothing new.

Our extensive customer surveys entirely support our fee structure and actually constitute a consumer reason for doing business with Webjet because we offer an absence of product bias and critically sophisticated capabilities to combine and match all major airlines in a manner which delivers unchallenged consumer value.

Consumers are highly intelligent, understand the total purchase price is ultimately what matters in association with breadth of choice and critically service. It is for those reasons that Webjet is the fastest growing seller of air tickets online to the extent that in the financial year just finished our TTV growth was 17% and as was reported to the stock exchange recently our rate of growth has in fact accelerated in the last two months against a background where the industry as a whole has been in negative growth

In the case of Zuji and Expedia, it is interesting to note that neither are able to offer all domestic airlines in Australia unlike Webjet which provides all domestic carriers.

It is also pertinent to point out that booking fees account for only 58% of our gross income and with the forthcoming launch of "Stay Then Pay" the spectrum of our product range is likely to take on a further dynamic dimension.

As always, Webjet is determined to remain unchallenged market leader as a consequence of our brand position, our unparalleled technology offering to consumers and the delivery of top quality service which we are confident will continue to drive our profitable growth".

David Clarke
Managing Director, Webjet Limited

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Webjet - Australia's Multi Award Winning Online Travel Service <http://www.webjet.com.au/Aboutus/Awards.html>