

Webjet Limited

Investor Presentation

FY23 Results.

24 May 2023

WebBeds

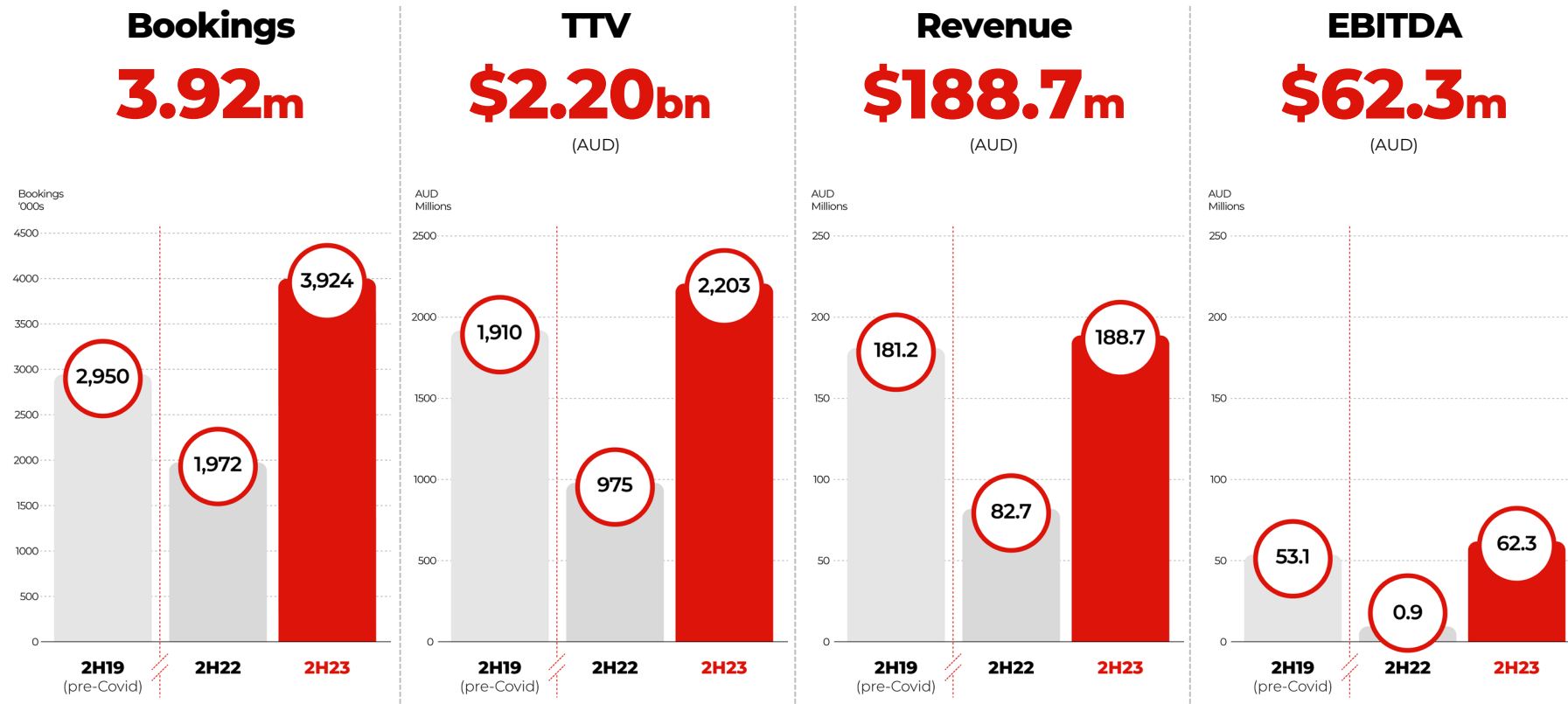


GoSee

Group Bookings, TTV, Revenue and EBITDA all exceeding pre-pandemic levels in 2H23.

2H23 - Key Metrics.

2H23



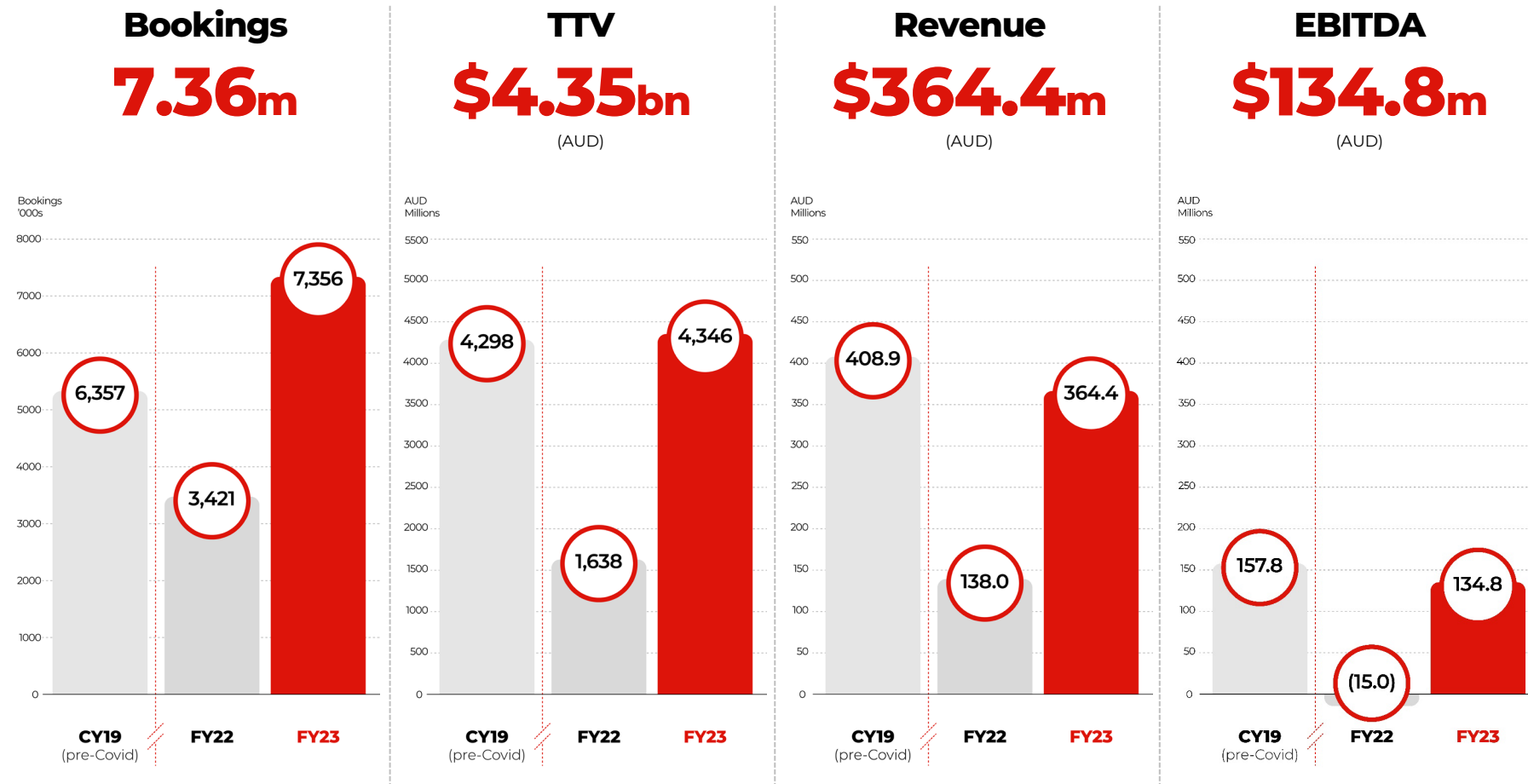
NOTE: Unless otherwise stated, in this document all financials are for Underlying Operations and all comparisons are over the previous corresponding period (pcp). **CY19 (pre-Covid)** and **pre-pandemic** refers to the 12 months ending 31 December 2019 (ie pre-Covid) restated to align to 31 March year end, ie 1H19 being April 2019 to September 2019 and 2H19 being October 2019 to December 2019 plus January 2019 to March 2019.

- **WebBeds:** Ahead of pre-pandemic levels on all metrics in 2H23
- **Webjet OTA:** 2H23 TTV at pre-pandemic levels; maintained domestic market share while growing international
- **GoSee:** EBITDA continues to improve

Group Bookings
and **TTV** above
pre-pandemic
levels for
full year.

FY23 - Key Metrics.

FY23



\$150m EBITDA
turnaround
from FY22.

FY23 - Highlights.

EBITDA

\$134.8m

\$139.8 million
on constant
currency basis

Total Cash

⊕ \$514m

Strong cash balance
post repayment of
\$86m bank debt

Bookings

⬆ 16%

Webjet Limited Group
bookings **ahead of**
pre-pandemic levels

WebBeds: \$117.1 million EBITDA

- Transformation strategy delivering to plan
- **Bookings, TTV, Revenue, EBITDA all ahead of pre-pandemic levels**
- **EBITDA 22% ahead of pre-pandemic levels; EBITDA margins 49.5%** (pre-pandemic: 42.4%)

Webjet OTA: \$43.4 million EBITDA

- **Flights market share up 59%** since the pandemic began ⁽¹⁾
- **EBITDA margin 40.3%** (pre-pandemic: 40.7%)
- Return to pre-pandemic profitability will be driven by return of international airline capacity to 2019 levels

GoSee: \$1.6 million EBITDA

- **\$4.6 million EBITDA improvement over FY22**; profitability continues to be impacted by lack of inbound tourism and supply chain issues impacting largest markets
- **Investing in people and technology** to pursue growth

¹⁾ See page 13 for details

Webjet Limited

Travel Brands Update

WebBeds.

B2B Marketplace Serving the Global Travel Trade

WebBeds

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WebBeds
Product Offering:

430,000+

hotels worldwide

16,000+

destinations

190+

countries

62,000+

directly contracted

chain properties

100+

contracted

properties

100+

contracted

properties

WebBeds Americas

WebBeds Europe

WebBeds MEA

We

**WebBeds
Global Footprint.**



1,500+
people



50+
languages



120+
cities



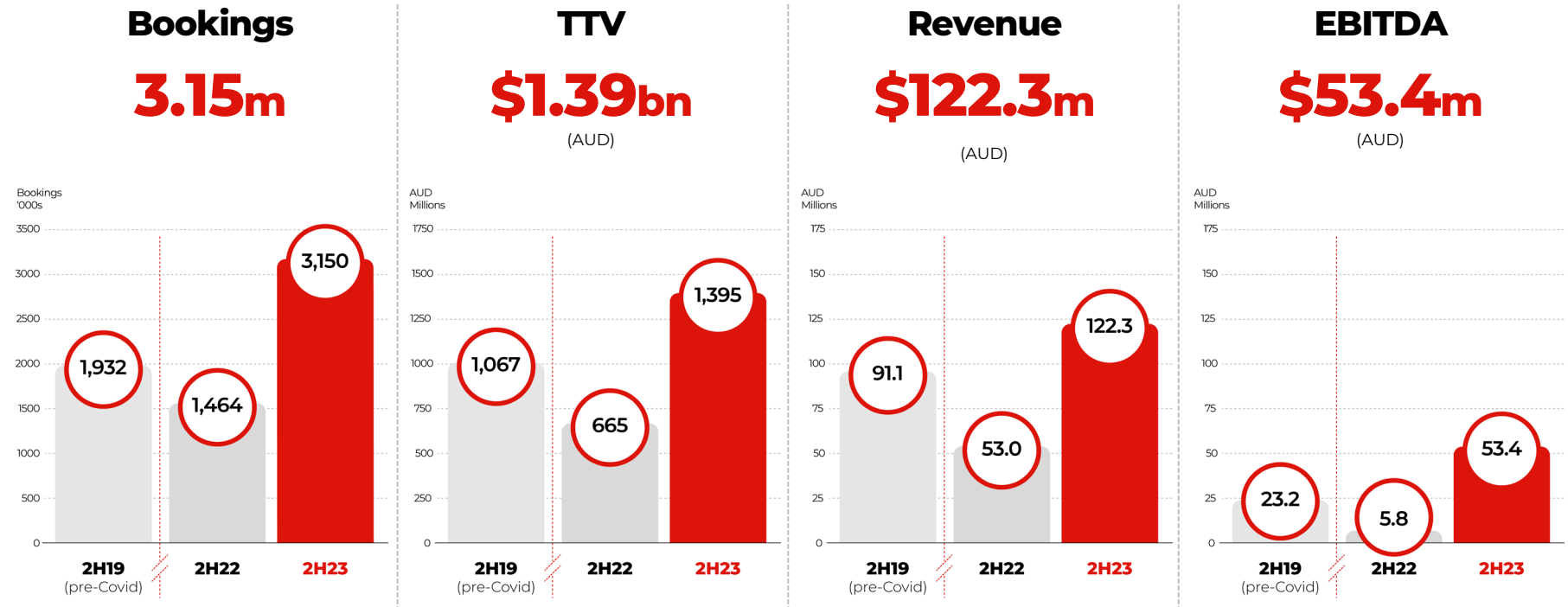
50+
countries

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Significant
market share
gains.

2H23 - WebBeds.

2H23



- **Bookings 63% ahead** of pre-pandemic levels – **result of executing our transformation initiatives** including broader client mix **and accelerating organic growth**, particularly in North America and APAC.
- **TTV 31% ahead** of pre-pandemic levels – **lower Average Booking Values** due to changing business mix.
- **Revenue 34% ahead** of pre-pandemic levels – reflecting **strength of business model**.
- **EBITDA 130% ahead** of pre-pandemic levels – **market share growth and scalability** coming through.

WebBeds

All key metrics ahead of pre-pandemic levels.

EBITDA up 22%.

FY23 - WebBeds.

WebBeds	1H23	2H23	FY23	CY19	Change	FY22
Bookings ('000s)	2,655	3,150	5,805	4,274	↑ 36%	2,551
Average Booking Value	\$536	\$443	\$485	\$605	↓ 20%	\$432
TTV	\$1,423m	\$1,395m	\$2,818m	\$2,588m	↑ 9%	\$1,101m
Revenue	\$114.4m	\$122.3m	\$236.7m	\$226.9m	↑ 4%	\$85.6m
Expenses	\$50.7m	\$68.9m	\$119.6m	\$130.6m	↓ 8%	\$90.2m
EBITDA	\$63.7m	\$53.4m	\$117.1m	\$96.3m	↑ 22%	(\$4.6m)
Revenue / TTV Margin	8.0%	8.8%	8.4%	8.8%	↓ 37bps	7.8%
EBITDA / TTV Margin	4.5%	3.8%	4.2%	3.7%	↑ 43bps	nm
EBITDA Margin	55.7%	43.7%	49.5%	42.4%	↑ 704bps	nm

- **All key metrics ahead of pre-pandemic levels** – Bookings (up 36%), TTV (up 9%), Revenue (up 4%) and EBITDA (up 22%)
- **Expenses continue to be lower than pre-pandemic levels** reflecting the fact we are now **50% more efficient** on Booking/FTE basis ⁽¹⁾
 - 2H23 Expenses reflect significantly higher volumes (Bookings up 63%) and growing Merchant of Record (MoR) business
- **FY23 EBITDA 22% ahead of pre-pandemic levels** with several key markets still to fully reopen
- **Continue to deliver best-in-class margins** - FY23 EBITDA margin 49.5%, ahead of pre-pandemic
- **Moving beyond 8/3/5 ⁽²⁾** - Post pandemic, a number of attractive highly profitable market opportunities are now open to us. We believe we can deliver significantly greater profit by pursuing some of these opportunities rather than being confined to a strict 8/3/5 profitability target.

1) Total Bookings divided by FTEs comparing FY23 to CY19

2) 8% Revenue/TTV and 3% Costs/TTV to deliver 5% EBITDA/TTV

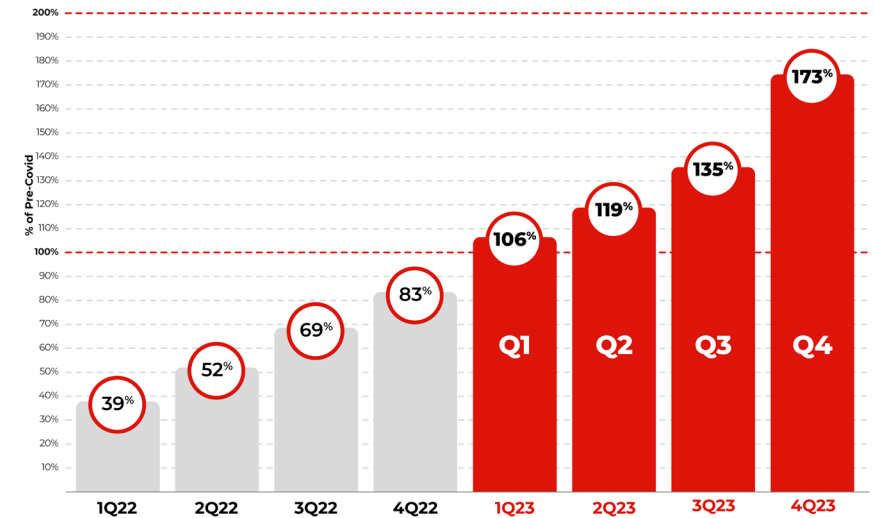
WebBeds

Outperforming the market with strong organic growth, and momentum is accelerating.

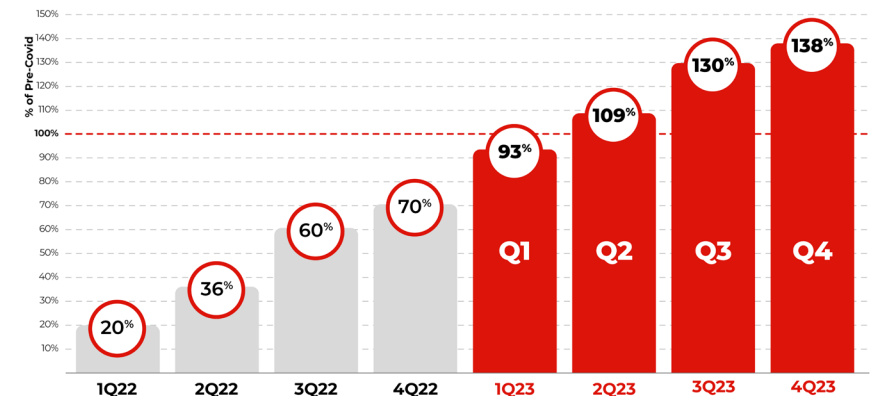
FY23 - Trading.

- **Growth accelerating.** Significant organic growth and new client wins
 - **North America:** Maturing MoR solution driving spike in 4Q23 bookings; >50% TTV from new clients; market-specific technology rolled out
 - **APAC:** last region to reopen but momentum picking up quickly ; new client wins and higher share of wallet in 4Q23
 - **Europe:** >10% TTV from new clients; strong domestic growth in key markets
 - **MEA:** lower volumes reflecting tighter credit policies
- **Significantly outperforming the market since May-22**
 - IATA calculates the **global air passenger market has yet to return to pre-pandemic levels, averaging 75.7% for FY23** ⁽²⁾
 - In contrast, **WebBeds bookings have been ahead of pre-pandemic levels since May-22** and continue to improve

Bookings - % of Pre-Covid ⁽¹⁾



TTV - % of Pre-Covid ⁽¹⁾



¹⁾ Shows Bookings and TTV (based on EURO functional currency) as % of comparable period in 2019 – ie 1Q22 shows April 2021 to June 2021 vs April 2019 to June 2019. Bookings exclude UHI.

²⁾ Source: <https://www.iata.org/en/iata-repository/publications/economic-reports/air-passenger-market-analysis2/>

WebBeds

**Transformation
Strategy** is
delivering
to plan.

We have transformed WebBeds.

Initiatives & Focus	Delivery
 Rethinking How We Do Business	- Expanded domestic offerings in all regions Increased North American market penetration – TTV now 3x pre-pandemic Serving new markets – B2C, Merchant of Record Differentiating our offering – ROOMDEX
 Streamlining Technology	- Transitioned to single technology platform - Significant higher search capacity and lower response times Increasing conversions while providing ability to scale
 Increased Leverage of Data Analytics	- Gaining better insights into customer preferences - Rolling out AI, robotics, machine learning – multiple streams underway
 Sharpened Focus on Cost Reduction	Now 50% more efficient on Booking/FTE basis ⁽¹⁾
 Refinement of Risk Management Processes	Managed risk exposure to protect cash Tightened risk and credit processes

1) Total bookings divided by FTE's comparing FY23 to CY19

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Travel Brands Update

Webjet OTA.

Australia & New Zealand



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**Choose airlines
based on your
schedule,
not theirs.**



DIY fly webjet.com.au



webjet.com.au

EBITDA margins over 40%.

FY23 - Webjet OTA.

Webjet OTA	1H23	2H23	FY23
Bookings ('000s)	641	632	1,273
Average Booking Value	\$957	\$1,094	\$1,025
TTV	\$614m	\$691m	\$1,305m
Revenue	\$51.8m	\$56.0m	\$107.8m
Expenses	\$30.4m	\$34.0m	\$64.4m
EBITDA	\$21.4m	\$22.0m	\$43.4m
Revenue / TTV Margin	8.4%	8.1%	8.3%
EBITDA / TTV Margin	3.5%	3.2%	3.3%
EBITDA Margin	41.3%	39.3%	40.3%

CY19	Change	FY22
1,575	↓ 19%	662
\$890	↑ 15%	\$647
\$1,402m	↓ 7%	\$428m
\$151.1m	↓ 29%	\$41.9m
\$89.7m	↓ 28%	\$32.5m
\$61.5m	↓ 29%	\$9.4m
10.8%	↓ 252bps	9.8%
4.4%	↓ 106bps	2.2%
40.7%	↓ 41bps	22.5%

- **FY23 Bookings at 81% of pre-pandemic levels:** strong rebound in international as capacity starts to return although high ticket prices and capacity constraints continue to subdue overall bookings. Booking numbers do not include the significant number of bookings made using flight credits.
- **FY23 Revenue/TTV margins primarily reflect higher ABV** driven by limited capacity.
- **Ongoing brand strength enabling more focused marketing campaigns** - marketing costs continue to be 1.5% TTV (pre-pandemic: 2%). Scalable cost base and focus on higher margin products helping offset lower commission on international fares.
- **FY23 EBITDA at 71% of pre-pandemic levels, reflecting reduced international capacity** and loss of overrides/ commission on international. **FY23 EBITDA margins over 40%**, despite inflationary wage pressures and expanded Operations team ⁽¹⁾.

1) All Temporary customer service staff increases were in offshore locations.



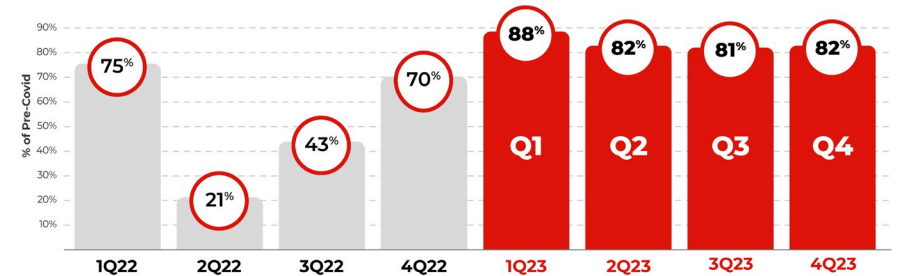
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Strong rebound in International.

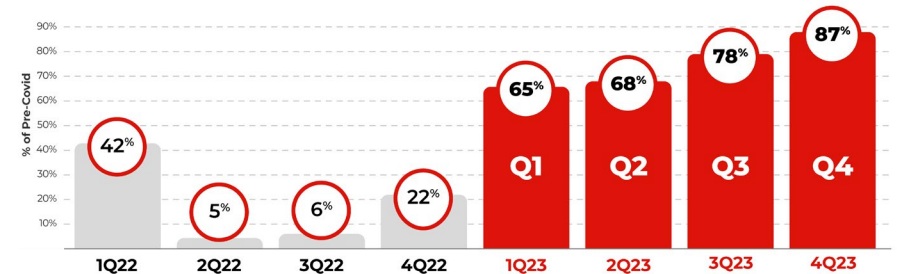
FY23 - Trading.

- **Flight bookings continue to remain muted**
 - Significant demand but airline capacity yet to return to pre-pandemic levels
 - Ticket pricing continues to be significantly higher than pre-pandemic levels, impacting demand
- **Domestic bookings**
 - Capacity reductions and widespread flight cancellations impacted domestic bookings from 2Q23
- **International bookings**
 - 2H23 Bookings reflect increasing capacity coming into the market – although capacity remains well below pre-pandemic levels
- **Flight booking data does not include bookings made using flight credits**
 - We estimate a further 10-15% of bookings were made in FY23 using flight credits that are not included in flight booking numbers. Credits will continue throughout FY24 as many have been extended
 - Credits and cancellations created significant operational impact, with customer contacts per booking nearly 3x higher than pre-pandemic

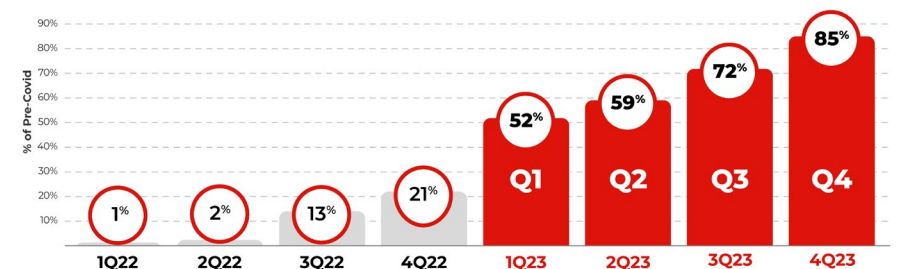
Domestic Flight Bookings - % of Pre-Covid ⁽¹⁾



Trans Tasman Flight Bookings - % of Pre-Covid ⁽¹⁾



International Flight Bookings - % of Pre-Covid ⁽¹⁾



¹⁾ Shows Flight Bookings as % of comparable period in 2019 – ie 1Q22 shows April 2021 to June 2021 vs April 2019 to June 2019. Note: Flight Bookings data does not include bookings made using flight credits.



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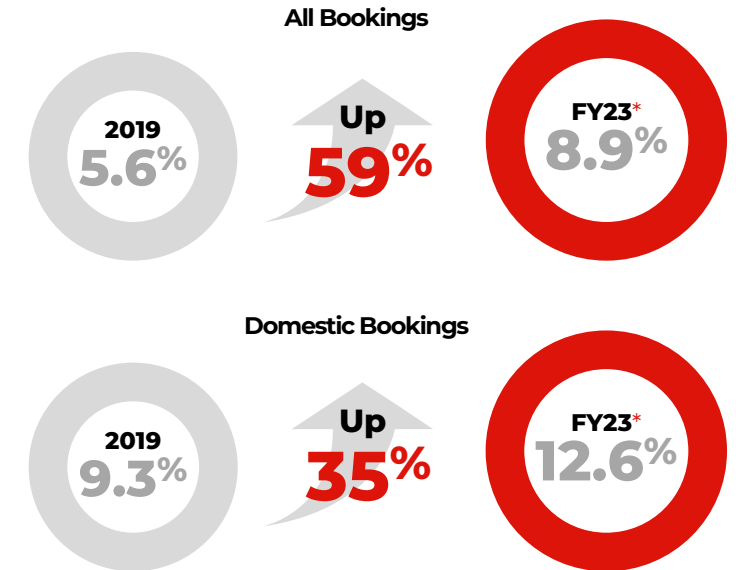
Brand strength outperforming the market.

Significant international runway.

- **Extending our lead as the #1 OTA** - significant market share gains since the pandemic began
- **Significant international runway to deliver market share growth**
 - Capacity remains well below pre-pandemic levels
 - Reduction of airline commissions has reduced the number of competitors in the market
- **Trip Ninja is a key building block to continuing international growth**
- Went live in Oct-22 and is delivering real price advantages for customers booking multi-stop international itineraries
 - Searches on 3-segment international trips using Trip Ninja FareStructure generated **better fares than GDS in 67% of trips and decreased the average fare by 30%** ⁽³⁾
 - Trip Ninja now being rolled out across all international and domestic multi-stop trips
 - Future enhancement for multi-city dynamic packaging and virtual interlining capability will continue to build out the international value proposition

Webjet OTA Average Market Share

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



Significant market share gains, noting flights credit transactions are not included in market share data⁽²⁾

* FY23 based on GDS bookings from 1 April 2022 to 31 March 2023. 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.

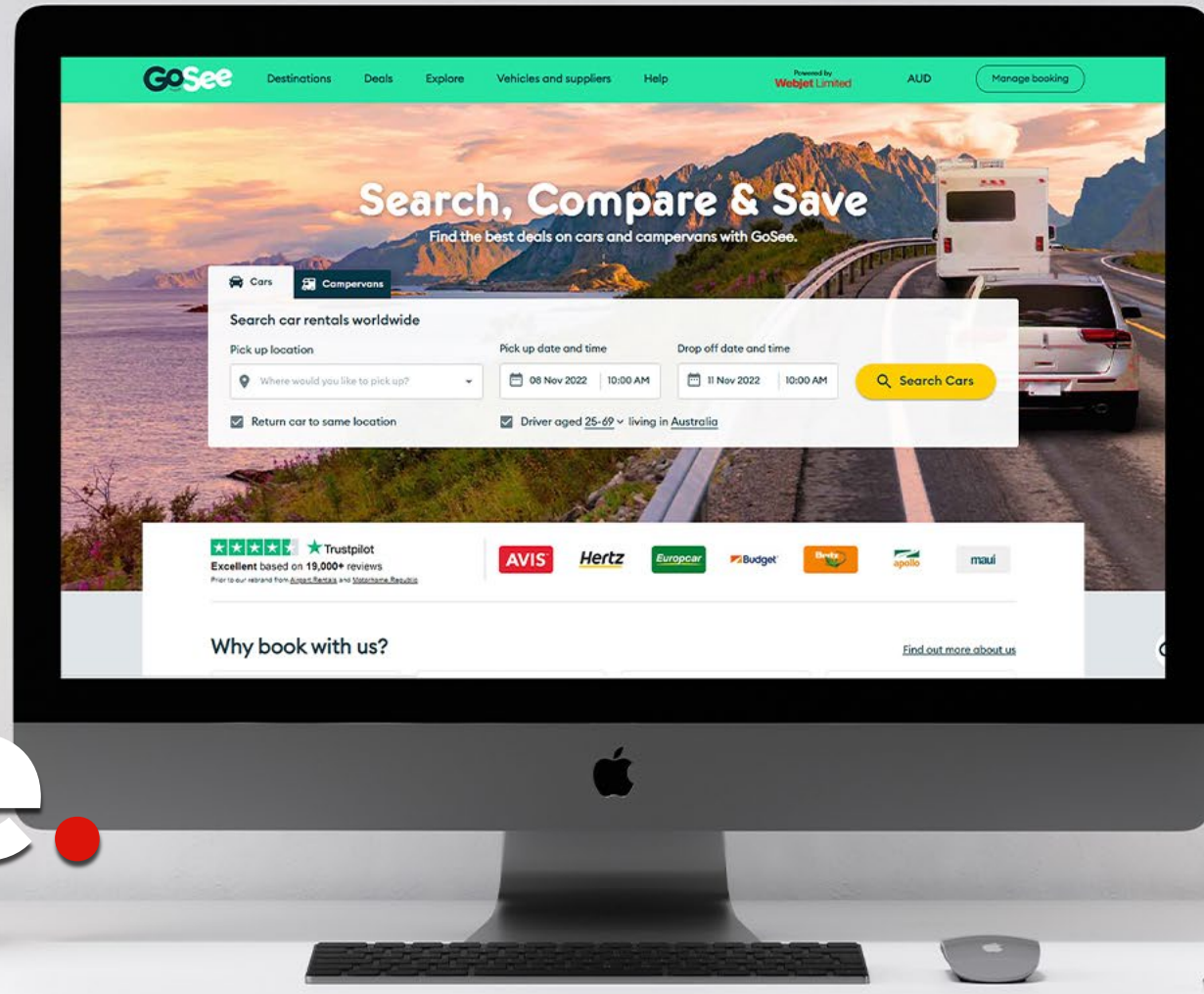
⁽³⁾ Based on 3-segment international trips. Phased roll out now completed to include all (ie 4+ segment) international and domestic multi-stop trips. Results are expected to be even more positive for 4+ segment trips.

Webjet Limited

Travel Brands Update

GoSee.

GoSee





EBITDA
continues to
improve despite
inbound tourism
and supply
chain
challenges.

FY23 - GoSee.

GoSee	1H23	2H23	FY23	CY19	Change	FY22
Bookings ('000s)	136	142	278	508	↓ 45%	208
Average Booking Value	\$776	\$824	\$800	\$608	↑ 32%	\$522
TTV	\$105m	\$117m	\$222m	\$309m	↓ 28%	\$108m
Revenue	\$9.5m	\$10.0m	\$19.5m	\$30.8m	↓ 37%	\$10.5m
Expenses	\$8.9m	\$9.0m	\$17.9m	\$18.2m	↓ 1%	\$13.6m
EBITDA	\$0.6m	\$1.0m	\$1.6m	\$12.7m	↓ 87%	(\$3.0m)
Revenue / TTV Margin	9.0%	8.5%	8.8%	10.0%	↓ 121bps	9.7%
EBITDA / TTV Margin	0.6%	0.9%	0.7%	4.1%	↓ 338bps	nm
EBITDA Margin	6.3%	10.0%	8.2%	41.1%	↓ 3,287bps	nm

- **Bookings, TTV and Revenue all up significantly over FY22 but remain below pre-pandemic levels.** FY23 Booking volumes at 55% of pre-pandemic levels, reflecting lack of inbound tourism into largest markets of Australia and New Zealand, as well as lack of supply (particularly Motorhomes) into major markets.
- FY23 Expenses reflect **investment in staff to help transform the business**; key focus on enhancing capabilities across the business.
- **EBITDA continues to improve:** FY23 saw a \$4.6 million improvement over FY22. Profitability is highly linked to return of inbound tourism, and international capacity remains constrained.
- **Focus on strategic priorities to ensure well placed to deliver growth** as soon as inbound tourism returns and supply levels are restored.

Webjet Limited

Group Update

FY23 Financial Summary.

WebBeds



GoSee

Return to profitability,
c.\$100m NPAT
turnaround from
FY22.

FY23 - Financial Summary.

Webjet Limited Group	Statutory Result		Underlying Operations ⁽¹⁾	
	FY23	FY22	FY23	FY22
TTV	\$4,345.5m	\$1,638.0m	\$4,345.5m	\$1,638.0m
Revenue ⁽²⁾	\$364.4m	\$138.0m	\$364.4m	\$138.0m
Operating expenses ⁽³⁾	(\$229.6m)	(\$153.0m)	(\$229.6m)	(\$153.0m)
Non-operating expenses	(\$12.2m)	(\$18.2m)	-	-
Share based payment expenses	(\$7.6m)	(\$9.6m)	-	-
EBITDA	\$115.0m	(\$42.8m)	\$134.8m	(\$15.0m)
Depreciation and amortisation	(\$44.5m)	(\$25.4m)	(\$44.5m)	(\$25.4m)
Acquisition amortisation (AA) ⁽⁴⁾	(\$30.0m)	(\$18.0m)	-	-
Net interest costs	(\$21.7m)	(\$18.7m)	(\$9.5m)	(\$7.1m)
PBT	\$18.8m	(\$104.9m)	\$80.8m	(\$47.5m)
Income tax (expense) / benefit ⁽⁵⁾	(\$4.3m)	\$23.3m	(\$10.9m)	\$12.5m
NPAT	\$14.5m	(\$81.6m)	\$69.9m	(\$35.0m)
NPAT (before AA)	\$44.5m	(\$63.6m)	\$69.9m	(\$35.0m)
EPS (before AA)	11.7 cents	(16.8 cents)	18.3 cents	(9.2 cents)
EPS	3.8 cents	(21.5 cents)	18.3 cents	(9.2 cents)
Diluted EPS ⁽⁶⁾	3.8 cents	(21.5 cents)	17.2 cents	(9.2 cents)
Effective Tax Rate (excl AA)	8.8%	26.8%	13.5%	26.3%
Effective Tax Rate	22.9%	22.2%	13.5%	26.3%

• Depreciation and Amortisation (D&A)

- Rationalisation of technology platforms and implementation of new ERP/mid office solutions has resulted in a revision of useful lives and D&A acceleration of legacy platform. Refer to note 4.7 of the financial statements.
- FY24 outlook for D&A at c.\$30 million and AA c.\$15 million

¹⁾ Underlying Operations – excludes non-operating expenses (refer to slide 20 for detail), Share Based Payment expenses, Acquisition Amortisation and Convertible Notes interest.

²⁾ Excludes interest income

³⁾ Includes share of net loss from associates

⁴⁾ Acquisition Amortisation - includes charges relating to amortisation of intangibles acquired through acquisition and impairment charge on an associate

⁵⁾ FY22 has been restated for the deferred tax liability impact related to the equity component of the convertible note. Refer to note 4.8 in the financial statements for more information.

⁶⁾ Diluted EPS includes the impact of employee share grants and the convertible bond

Strong cash contribution from profit and working capital delivering \$138m cash surplus.

FY23 - Cash position.

FY23

Positive average monthly cash flow

c.\$12m

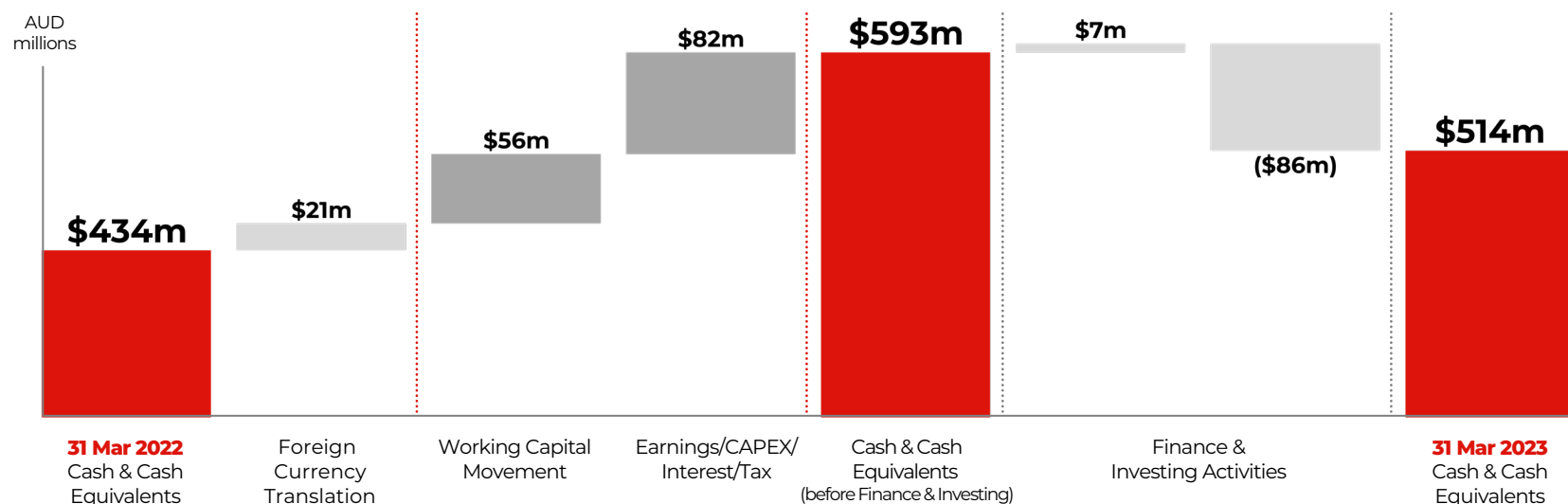
Average cash surplus per month

↓ \$86m

Debt repayment

↑ \$80m

Cash up on March 2022



- **Strong cash contribution from trading profit coupled with positive working capital delivering cash surplus of c.\$12 million/month** (FY22: \$4 million/month)
- **Finance activity reflects primarily the repayment of \$86 million** term debt (since converted to revolving credit facility (RCF) that remains undrawn). RCF commitment has been extended from November 2023 to April 2024.
- **Covenant Waiver Period ended 6 months ahead of schedule** - Group returned to normal bank covenant testing with no minimum liquidity requirements from November 2022 (was April 2023).

FY23 reflects recovery in Group activity and increased compliance costs.

FY23 - Corporate costs.

EBITDA (A\$)	1H23	2H23	FY23	CY19	Change	FY22
B2B EBITDA	\$63.7m	\$53.4m	\$117.1m	\$96.3m	↑ 22%	(\$4.6m)
B2C EBITDA ⁽¹⁾	\$22.0m	\$23.0m	\$45.0m	\$74.1m	↓ 39%	\$6.4m
Technology Investments	(\$2.5m)	(\$1.9m)	(\$4.4m)	-	nm	(\$1.2m)
Corporate costs	(\$10.7m)	(\$12.2m)	(\$22.9m)	(\$12.7m)	↑ 81%	(\$15.6m)
Total EBITDA	\$72.5m	\$62.3m	\$134.8m	\$157.8m	↓ 15%	(\$15.0m)

- **Corporate costs reflect recovery in group activity and increased compliance costs**
 - FY23 increase reflects recovery in group activity after years of low volumes.
 - Current year includes STIs for the first time in 3 years, as well as increased investment in group technology and security.
 - Compliance costs continue to increase primarily due to materially higher insurance premiums as well as material increases in audit.
 - FY24 costs expected to be c. \$25 million. Going forward expected to grow at CPI.
- **Technology investments** shows consolidation of P&L performance of Trip Ninja and investment in ROOMDEX.

1) B2C is Webjet OTA and GoSee combined

ERP transformation complete.
Non-operating expenses to be nil in FY24.

FY23 - Summary of non-operating expenses.

A\$m	FY23	FY22
Non-cash items		
Impairment of Online Republic brand	-	14.0
Fair value loss on embedded derivatives (i.e. Convertible Note)	-	0.2
Reduction in future liability to purchase remaining portion of Umrah Holidays International	-	(4.9)
Total non-cash items	-	9.3
Cash items		
Restructure costs	-	2.5
Government wage subsidies received	-	(2.4)
ERP system implementation costs	12.2	8.8
Total cash items	12.2	8.9
Total non-operating expenses included in Statutory EBITDA	12.2	18.2

ERP system implementations are now complete

- **WebBeds** - Phase 1 went live early 2022 and Phase 2 in early 2023. ERP rollout is key to delivering further cost efficiencies as booking volumes recover and exceed pre-pandemic levels.
- **B2C** - ERP/mid office replacement to provide scalable booking platforms. Webjet OTA went live in June 2022 and GoSee in late 2022.
- **Corporate** - group financial reporting system replacement completed in 2023.
- **All systems have now been replaced.** FY24 focus will be on leveraging the investment to produce scalable benefits.

Focus on strengthening the Balance Sheet as recovery accelerates.

FY23 - Balance Sheet.

A\$m	Mar-23	Sep-22	Mar-22 ⁽³⁾
Cash & cash equivalents ⁽¹⁾	513.9	503.9	433.7
Trade receivables & Other assets	205.0	236.4	120.3
Non-current assets	869.3	852.0	851.8
Total Assets	1,588.2	1,592.3	1,405.8
Trade & Other payables	433.7	482.3	276.8
Other current liabilities	67.2	70.9	58.5
Borrowings	235.5	228.4	308.2
Other non-current liabilities	17.6	19.5	23.9
Total Liabilities	754.0	801.1	667.4
Total Equity	834.2	791.2	738.4
Net debt ⁽²⁾	(239.1)	(247.8)	(101.3)
Current ratio	1.4	1.3	1.7

Cash and Equivalents

- Cash increase during the year driven by material recovery in trading profit and working capital benefits whilst also paying down \$86 million of term debt

Trade Receivables and Other Assets

- Continued strong recovery in B2B TTV driving increase in trade receivables. These are managed in-line with enhanced credit policy with debtor days materially lower than pandemic (down 30%)

Trade and Other Payables

- Increase in line with B2B TTV growth. Payment terms consistent with pre-pandemic.
- Trade payables \$366.3 million with \$67.4 million accrued expenses and other payables

Other Current Liabilities

- Increase driven primarily from growth in B2B Merchant of Record activity.

Borrowings

- Reflects repayment of \$86 million term debt (since converted to revolving credit facility (RCF) that remains undrawn). RCF commitment has been extended from Nov-23 to Apr-24.
- Remaining borrowings represent the convertible note.

1) Includes \$39.3m of restricted cash
 2) Excludes restricted cash
 3) Mar-22 has been restated for the deferred tax liability impact related to the equity component of the convertible note. Refer to note 4.8 in the financial statements for more information.

Significant cash generation driven by earnings growth and working capital benefit.

FY23 - Cash Flow.

A\$m	FY23	FY22
Statutory EBITDA ⁽¹⁾	115.0	(42.8)
Change in working capital & non-cash items	65.7	122.4
Income tax paid	-	(0.3)
Net interest paid	(4.4)	(7.8)
Cash Flow from Operating Activities	176.3	71.5
Capital expenditure	(34.1)	(21.4)
(Acquisitions) / disposals	-	(27.1)
Dividends received	0.1	0.1
Cash Flow from Investing Activities	(34.0)	(48.4)
New Equity / (raising costs paid)	5.2	4.6
Net proceeds / (repayment) of borrowings	(84.2)	164.8
Lease principal repayments	(4.5)	(3.3)
Payment of dividends	-	(12.2)
Cash Flow from Financing Activities	(83.5)	153.9
FX movement on cash balances	21.4	(4.3)
Net Increase / (Decrease) in Cash	80.2	172.7

Cash from Operations

- Earnings recovery contributing to strong FY23 cash generation
- Continued growth in B2B TTV driving positive working capital benefit in FY23
- Continued discipline on collections

Investing

- CAPEX investment underpinning foundations for the recovery
- FY22 acquisitions represent 100% interest in Trip Ninja and 49% interest in ROOMDEX

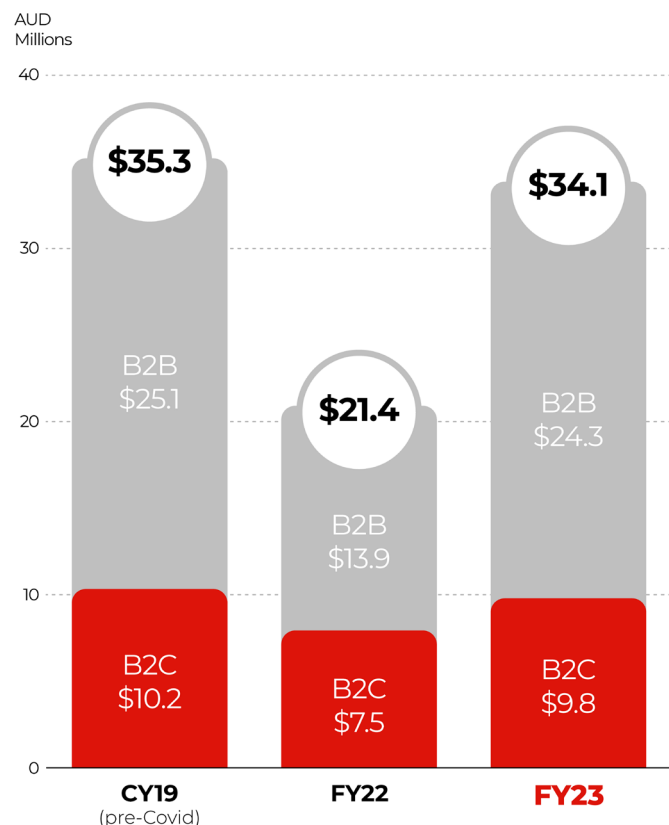
Financing

- Repayment of \$86 million debt (was term debt due Nov-23; now converted to revolving credit facility committed to Apr-24)
- No final dividend declared for FY23

1) Includes share of net loss from associates and other income

Investment supporting cost efficiencies as volumes recover and delivering scalable growth.

FY23 - CAPEX Summary.



FY23 CAPEX

- **B2B** continues to invest in foundations for platform unification and operational technology improvements. Along with the one-off expensed ERP investment, this investment will create scalable foundations for an efficient end-to-end operating model as volumes continue to grow.
- **B2C** is investing in enhancements to support increased customer engagement, payment options and product innovations.
- Increased spend driven by the acceleration of investment in platform efficiencies

FY24 CAPEX

- Expected to be c.\$39 million. Both B2B and B2C will expand on foundational investments to improve efficiencies, as well as new offices as staff numbers return.

Webjet Limited

Group update

FY24 Outlook.

WebBeds



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Webjet Group strong start to FY24.

FY24 Outlook.

WebBeds

As at 19 May 2023, **TTV is up more than 40%** and **Bookings are up more than 35%** compared to the same period in FY23



As at 19 May 2023, **TTV is up more than 30%** and **Bookings are up more than 10%** compared to the same period in FY23

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As at 19 May 2023, **TTV is up more than 5%** and **Bookings are up more than 15%** compared to the same period in FY23

A further trading update will be provided at the **AGM on 31 August 2023.**

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Thank you.

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