



webjet group

2025 AGM

Group CEO & Managing Director's Presentation.

28 August 2025

www.webjetgroup.com

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FY25 - a solid result in line with expectations.



Webjet Group Limited

EBITDA

\$39.4m

(FY24: \$39.1m)

Net cash⁽¹⁾

\$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)

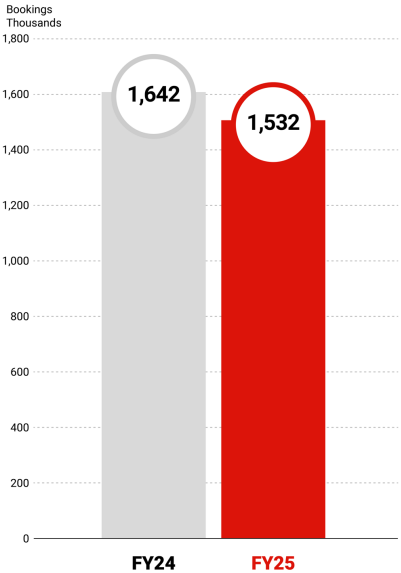
- 2H25 EBITDA \$1.4m (1H25: \$0.2m)
- Restructuring on track to deliver OPEX savings
- Car Bookings down in line with softening domestic flight markets
- Global motorhome category continues to be challenged

1. Excludes \$30.8m of restricted cash

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

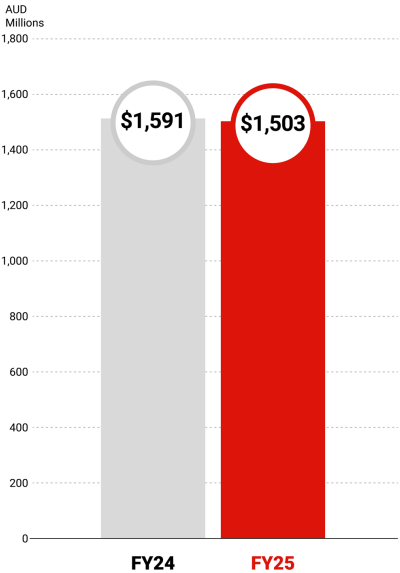
Bookings

1.5
million



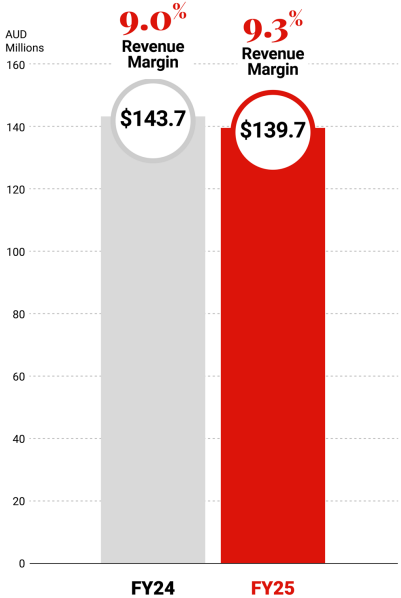
TTV

\$1.5
billion



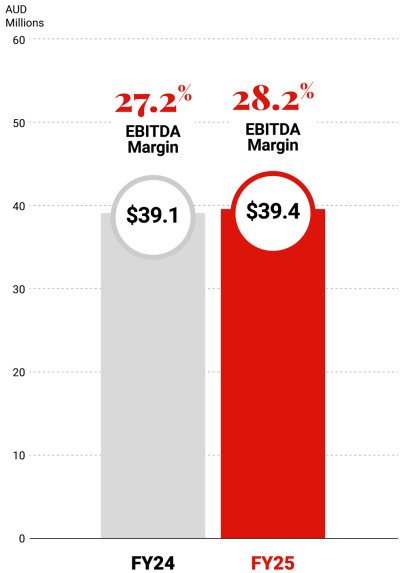
Revenue

\$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.



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Webjet OTA.

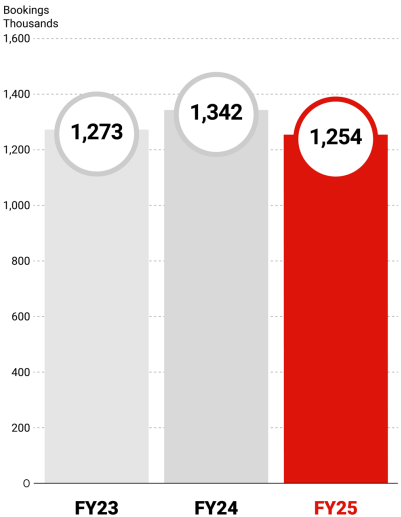
The #1 online travel agent in Australia & New Zealand.



Higher-margin products helping offset soft domestic demand.

Bookings

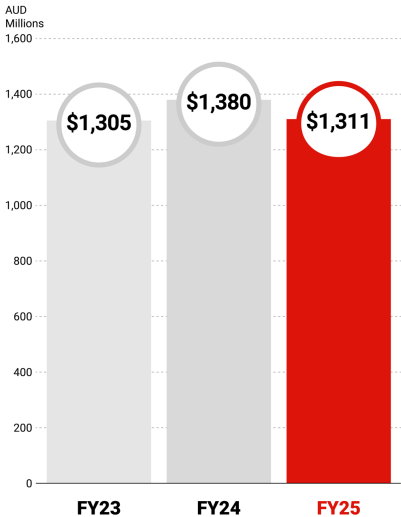
1.3
million



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

TTV

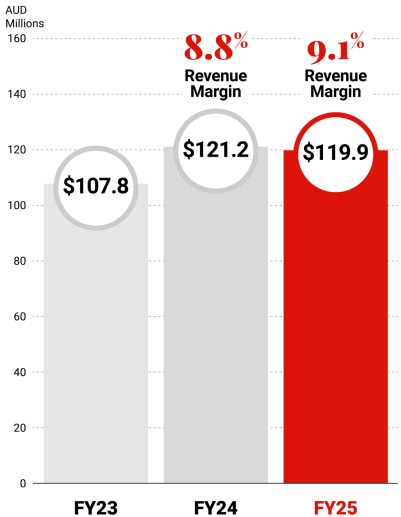
\$1.3
billion



TTV aligned with Bookings

Revenue

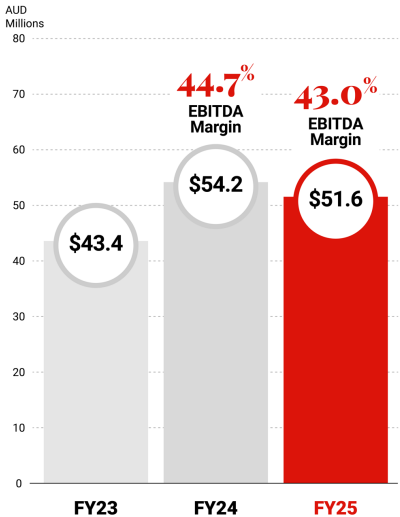
\$119.9
million



Revenue optimisation initiatives helping offset subdued domestic bookings

EBITDA

\$51.6
million



Maintaining world class EBITDA margins

International flights and ancillaries driving higher Revenue per Booking.

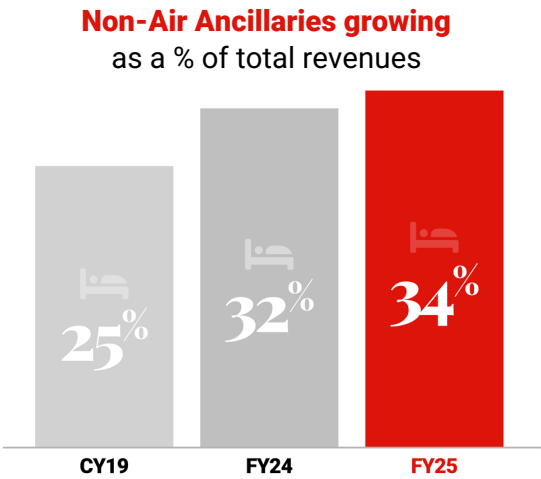
International flight bookings continue to grow.

- International capacity **helping stimulate demand**
- **Webjet Member Program** driving strong engagement and sales
- **Continued roll-out of NDC** providing differentiated content & pricing advantages
- Trip Ninja technology **continues to optimise conversion and increase margins**

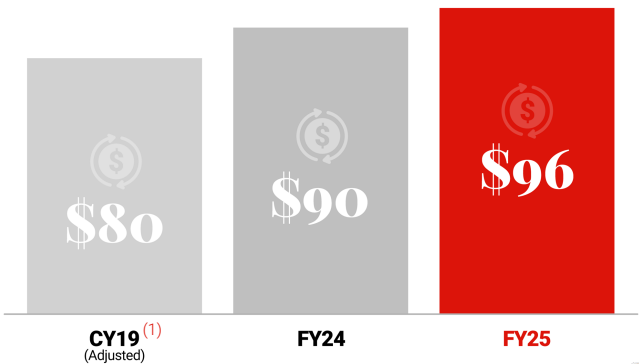


Air and non-air ancillaries are helping diversify revenue streams.

- **Air ancillaries 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)



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Cars & Motorhomes.

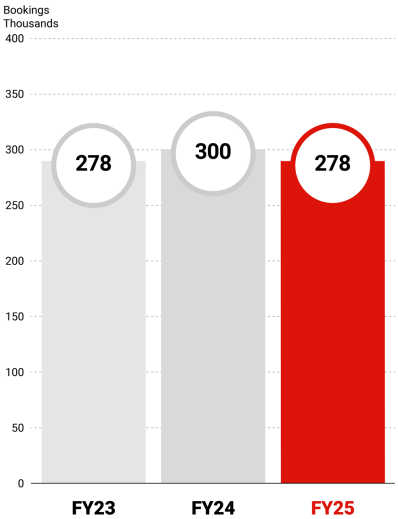
Global car & motorhome rental ecommerce sites (formerly GoSee)

Airport Rentals

Motorhome
republic

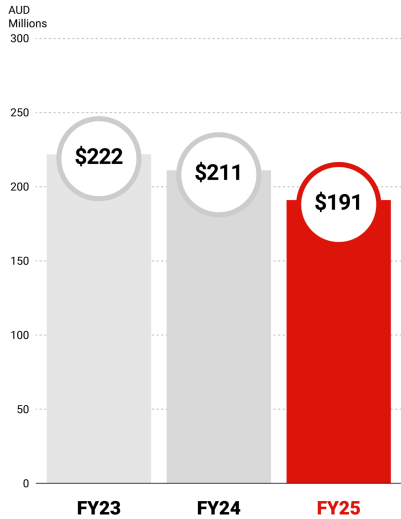
EBITDA reflects 2H25 gains from restructuring.

Bookings
278
thousand



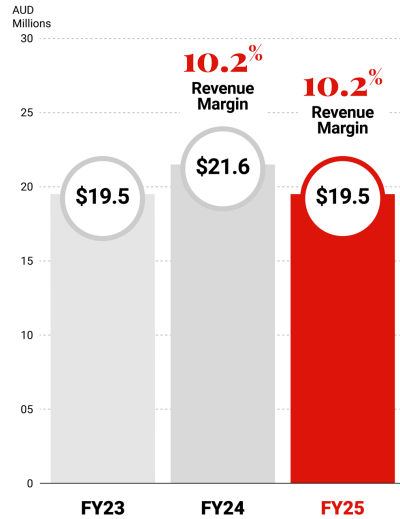
Cars Bookings down in line with softening domestic flights market

TTV
\$191
million



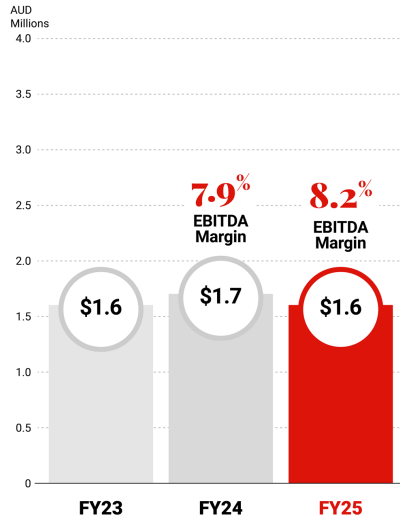
TTV aligned with Bookings and moderating ABV

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

Simplified business now focused on top line growth.

Simplified offering delivering OPEX savings

- **Simplified service offering** focused on profitable bookings
- **Further automating highly manual and non-value-add tasks**
- Reduced headcount to **align cost base to current Bookings and Revenue while providing ability to scale** when inbound long-haul tourism and Motorhome supply improve
- Removed GoSee brand to **consolidate online investment in the better-known Airport Rentals and Motorhome Republic** brands which serve both B2C and B2B markets



Focus now on driving top line growth

- **Airport Rentals and Motorhome Republic brands refreshed** to be more accessible, refined and contemporary
- **Product enhancements introduced** - New functionality to improve customer self-serve booking and amendments. Range of payment improvements introduced
- **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 7 New Zealand airports
(covering 75% of New Zealand's air passenger traffic)



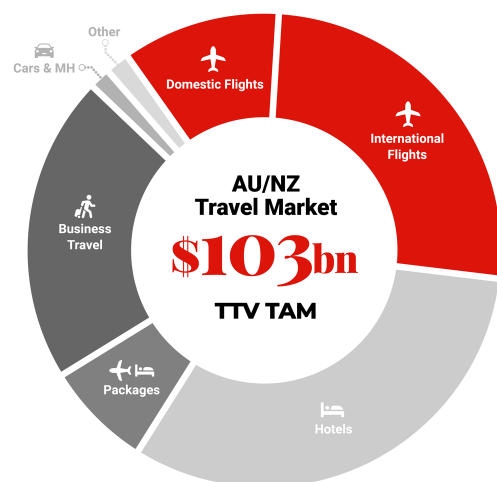


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FY30 Strategic Plan.

www.webjetgroup.com

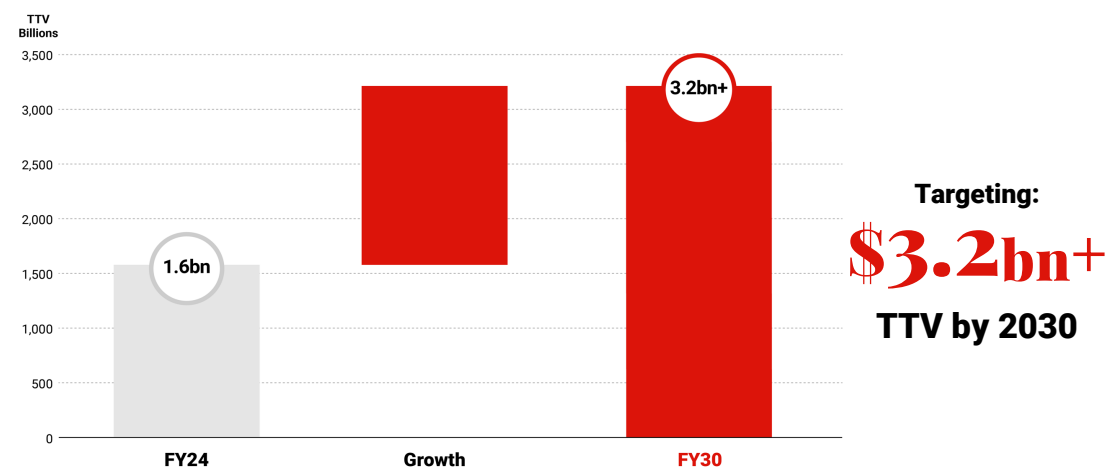
We have a robust plan to double TTV in 5 years.



The opportunity:
**A large
addressable
market**

We see significant growth opportunities...

- The **AU/NZ B2C travel market is large**, but Webjet 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



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 and Motorhome Republic in international markets and with affiliates
- Build and convert Trip Ninja customer pipeline



**Capture more of
the travel wallet**

- Enhance member offers
- Deliver new loyalty strategy and program
- Use new marketing tech to cross-sell air and 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

Four key levers within the strategy.

Big moves	Taking us from...	...to
 Expanding International Flights market share	20% of bookings are international (outbound) ...	... to 25-30% share of bookings, driven by enhanced content and tech and expanded engagement and reach
 An expanded Hotels and Packages offering	A flight-first model where hotels and packages are secondary ...	... to a focused Hotel offering and significantly scaled and tech enhanced Packages product
 A tailored Business Travel offering	Servicing business travellers in an unstructured capacity ...	... to a distinct stand-alone offering to address demand for a seamless digital experience
 Refresh the Brand, deliver the Loyalty opportunity	Iconic brands 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

Accelerating a tailored business travel offering.

AU business travel market

\$22bn
TTV TAM⁽¹⁾
2024

65% of that spent by SMEs ⁽¹⁾

6%
CAGR⁽¹⁾
2024 - 27

30%
of business travellers prefer OTAs for
inventory and digital experience.⁽²⁾

Acquisition of Locomote

- We are acquiring Locomote, an **online-led business travel technology company with a fully developed end-to-end corporate booking platform** encompassing all aspects of business travel
- **Accelerates our FY30 growth strategy and positions Webjet Group to capture a greater share of the business travel market**, which is expected to **deliver significant TTV and EBITDA growth by FY30**
- Locomote will be **rebranded Webjet Business Travel**
- Acquisition is **expected to complete in 2H26⁽³⁾**
- Forecast to contribute positively to FY26 revenue and reduce FY26 Underlying EBITDA by c.\$600-900k

Key strategic benefits

- **Rapid speed-to-market for a Webjet Business Travel offering** enabling prompt delivery of a tailored solution
- **Strategic use of capital** enabling the launch of a Webjet Business Travel offering three years earlier and at a lower cost than building in-house
- **Locomote's established, purpose-built platform** is scalable and digital-first, ideal for customers seeking a transparent and cost-conscious business travel solution
- **Builds internal capabilities fast** – Locomote's team provide established expertise, supplier relationships, operational knowledge, and AI capability within the business travel sector

**Further information is set out in
Webjet Group's ASX Release dated 22 August 2025**

¹⁾ :Source: BITRE Schedule Dynamic Table Report for nonstop Passenger (Air - All) flights from Australia for travel between year ending December 2004 and year ending December 2023. Phocuswright, Australia-New Zealand Market Report 2023-2027. BDA research with 3,500 participants commissioned by Webjet Group 2024. CATO Reveals Key Touring Sector Insights. IBISWorld report, Statista, Oxford Economics: Australian Travel Outbound Spend: Accommodation, 2024

²⁾ Deloitte's 2024 Corporate Travel Study found 30% of business travellers bypass corporate TMCs for OTAs due to better inventory and digital experiences

³⁾ Subject to satisfaction of customary closing conditions

We are on track to roll out our exciting new look and marketing in 2H26.

**We asked
3,500 participants
what they thought
of Webjet to
gain a deeper
understanding
of preferences
and behaviour
to inform our
strategy.**

Revitalising the brand provides an opportunity to:



Build familiarity with our broader suite of products and overall brand affinity. Be more top of mind.



Earn a greater share of customers' booking spend.



Drive profitable growth with high value customer segments.



Become the first choice when planning & booking travel.



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FY26 trading update.

www.webjetgroup.com

Good progress is being made.

Our Strategic Priorities



Be the leading brands in our categories

- Onboarded new senior leaders: **CMO (Webjet Group AU)** and **GM (Webjet Group NZ)**
- **Revitalised brand relaunch on-track** for 2H26



Capture more of the travel wallet

- **Paid seats now live with 30 airlines**, up from 18 in May-25
- Progressing with **Loyalty strategy**, design phase underway
- **New CRM tech** live from Sept-25, enables better cross-sell and is gateway to personalisation



Expand the Total Addressable Market

- **Trip Ninja live on long-haul international return flight searches** since end of Jun-25
- **Focused marketing strengthening Packages**, attracting new-to-Group customers ⁽¹⁾
- **Rapid speed-to-market for Webjet Business Travel** secured
- Secured **key Tour partnerships and exclusive deals**, to go live in 2H26



Operational excellence

- **Restructuring benefits on track** in Cars & Motorhomes
- **NPS for OTA continues to improve**, increasing to 65 in Jul-25
- **Advancing Group AI roadmap** to strengthen category leadership
 - **AI partnerships** with AWS and Microsoft driving **travel innovation** and **improved customer experience and operations** in OTA

¹⁾ 41% of Package bookings from first-time customers during campaign period from 17 July 2025 to 18 August 2025.

FY26 EBITDA expected to be broadly in line with FY25.

Webjet Group FY26 Underlying EBITDA is expected to be broadly in line with FY25

- assuming no further deterioration in trading
- weighted to 2H26
- excluding impact of Locomote acquisition and associated transaction costs

Webjet OTA

- **International bookings continue to grow in line with strategic focus**
- **Domestic bookings remain challenged** – ongoing cost of living pressures and lower capacity than pre pandemic levels are impacting pricing and demand
- Bookings down 7% and TTV down 1% compared to same period last year ⁽¹⁾
 - **International bookings +7%**
 - **Domestic bookings -10%, with August MTD -3%** ⁽²⁾

Cars & Motorhomes

- **Bookings down 7% and TTV down 4%** compared to same period last year ⁽¹⁾
- **ABV is up** helping offset soft market

Note: 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.

1. 1 April 2025 to 18 August 2025 vs 1 April 2024 to 18 August 2024.

2. 1 August 2025 to 18 August 2025 vs 1 August 2024 to 18 August 2024. August marks the first month of like-for-like YoY comparison, as REX entered voluntary administration at the end of July 2024. Webjet OTA was a key seller of REX inventory, with REX representing 5% of Australian domestic capacity as of June 2024 (Source: <https://www.accc.gov.au/system/files/domestic-airline-competition-august-2024-report.pdf>).



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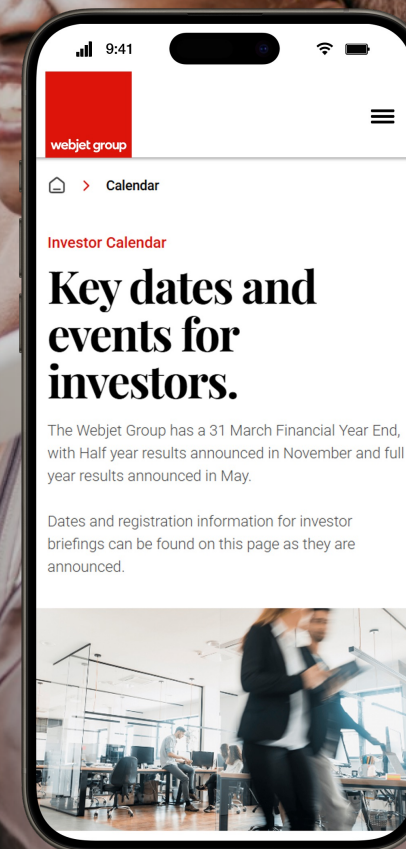
Thank
you.

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**1H26 Results briefing
expected 19 November 2025.**



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



Glossary & abbreviations.

1H25	6 months ending 30 September 2024
2H25	6 months ending 31 March 2025
1H26	6 months ending 30 September 2025
1Q26	3 months ending 30 June 2025
2H26	6 months ending 31 March 2026
FY24	12 months ending 31 March 2024
FY25	12 months ending 31 March 2025
FY26	12 months ending 31 March 2026
FY30	12 months ending 31 March 2030
ABV	Average Booking Value
AU/NZ	Australia & New Zealand
CMO	Chief Marketing Officer
CRM	Customer Relationship Management
MoM	Month on Month
NPS	Net Promoter Score
OTA	Online Travel Agency
PCP	Previous Corresponding Period
TTV	Total Transaction Value
YOY	Year on Year

