



ASX ANNOUNCEMENT

Melbourne, 8 May 2025

HELLOWORLD UPDATES FY25 GUIDANCE

Helloworld Travel Limited (ASX: HLO) today reviewed its FY25 guidance and provided an update on its key markets and product performance.

As part of the FY25 half year results announcement on 26 February 2025, HLO provided full year Underlying EBITDA¹ (UEBITDA) guidance of between \$56 million and \$62 million. At the time, HLO was tracking at the mid-point of this range.

Given the inherent market volatility and economic uncertainty over the second half of FY25, HLO now expects to achieve UEBITDA of between \$52 million and \$56 million, subject to no material adverse change in operating conditions over the remainder of the financial year.

The business continues to invest in its proprietary technologies for ticketing, wholesale and accommodation platforms, revenue-enhancing initiatives, and network retention activities, while simultaneously identifying cost management and productivity opportunities, and automation enhancements.

Recent trading trends

Much has been reported about developments in the United States including volatility and uncertainty around outbound travel. HLO's outbound volumes to the United States are holding with FY25 YTD air sales only marginally down on the previous year, while FY26 total forward booking volumes are experiencing double-digit growth of over 15% as at the end of April. The United States remains HLO's number one destination for land sales with +4% year-on-year (YoY) growth.

In other key outbound markets, medium-haul air sales to Asia and the Pacific are performing well, up circa 4% YoY, while sales to Europe and the UK are only marginally down (<3%) on prior year sales.

Cruise sales continued to grow strongly over the financial year with circa 40% growth across the top 20 destinations and cruise lines.

Overall, HLO has strong forward bookings for calendar year 2026.

In Australia, HLO continues to see strong demand for premium cabins (Premium Economy, Business Class and First Class) on international travel to all major destinations. Total Business Class sales are accounting for 34% of total air sales YTD in FY25, up 7.3% on FY24, while First Class sales, which account for 2.0% of total air sales YTD in FY25 are up 102% in passenger numbers for the 10 months to the end of April 2025, driven by more competitive fares at the pointy end.

Domestically sales are in line with last year.

New Zealand total air sales are down only marginally (2.1% YoY), reflecting a 2.0% drop in ticket numbers and average fares remaining steady compared to the previous year.

Wholesale and Inbound

- Demand for both our inbound services and wholesale businesses continue to grow.
- Sales in our wholesale businesses in AU are up 30% to the end of April, while NZ wholesale is up over 40%.

Network retention

- Over 96% of agents across the HLO networks have re-signed for terms of between one and five years, and we continue to maintain over 2,700 members in our franchise, buying group and travel broker networks in Australia and New Zealand.
- In recent months, experienced HLO franchisees have opened additional outlets in both Australia and New Zealand. Further, over 10 new agencies are set to open in the first half of FY26.

Andrew Burnes, AO, CEO and Managing Director of Helloworld Travel Limited said, "While uncertainty has impacted near-term travel patterns and choice of destination, this is largely timing and is expected to rebound in FY26."

"Our business fundamentals remain strong with bookings into FY26 showing double-digit growth across our key products and markets.

HLO continues to invest in its networks and expansion opportunities.

HLO maintains a strong balance sheet, with no bank debt and surplus cash supporting future business expansion and network investment, while returning surplus cash funds to shareholders via fully franked dividends.

Cuts in interest rates, forecast for the first half of FY26 should see increased demand for leisure travel with the strengthening of AUD and NZD expected to further contribute to increased demand."

Andrew Burnes, AO
Chief Executive Officer and Managing Director

-ENDS-

This announcement has been approved by the Board.

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1. Underlying EBITDA represents Earnings before Interest Expense, Tax, Depreciation and Amortisation (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 Board to assess the financial performance of the Group.

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 systems.
- Helloworld businesses have over 900 staff located in Australia, New Zealand, Fiji and Greece, and over 2,700 members in 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.



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