



ASX ANNOUNCEMENT

Melbourne, 28 July 2025

HELLOWORLD UPDATES FY25 GUIDANCE

Helloworld Travel Limited (ASX: HLO) today updated its FY25 guidance.

As part of the 31 December 2024 Half Year results announcement on 26 February 2025, HLO provided full year Underlying EBITDA⁽¹⁾ (UEBITDA) guidance of between \$56 million and \$62 million. At the time, HLO was tracking at the mid-point of this range.

Subsequently, HLO provided an update to this guidance, stating that we expect UEBITDA for the full year of between \$52 million and \$56 million, subject to no material adverse change in operating conditions over the remainder of the financial year.

As a result of various factors, Helloworld is providing a further update to our guidance, and we now expect UEBITDA of between \$58.0 million and \$62.0 million. Helloworld's results for FY25 remain subject to audit.

Recent trading results

HLO's passenger TTV⁽²⁾ has declined year-on-year due to marginally lower customer numbers, changes in destination mix from higher spending long-haul trips to more mid-haul destinations including Japan, Bali, Thailand and Fiji, and lower airfares (including a decline in average airfares in premium classes); however, margins have improved slightly, costs have been well managed, and we have booked a gain on revaluation of HLO's Webjet Group Limited (ASX: WJL) shareholding.

Cruise sales continue to grow strongly, and our Ready Rooms business is up 110% on the previous corresponding period (pcp).

HLO has strong forward bookings for the remainder of the 2025 calendar year and well into 2026.

Network Retention

Helloworld Travel network agents continue to experience high demand for leisure and business travel in Australia and New Zealand.

At the same time, HLO has re-signed over 96% of its agents including First Travel Group agents in New Zealand, part of the broader ETG network.

HLO subsidiaries and investments including Express Travel Group, MTA and Phil Hoffmann Travel have performed very well over the year.

HLO will release its results on 26 August 2025.

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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.
2. Total Transaction Value (TTV) does not represent revenue in accordance with Australian Accounting Standards. TTV represents the price at which travel products and services have been sold across the Group, as agents for various airlines and other service providers, plus revenue from other sources. The Group's revenue is, therefore, derived from TTV. TTV does not represent the Group's cash inflows as some transactions are settled directly between the customer and the supplier.

Andrew Burnes, AO
 Chief Executive Officer and Managing Director

-ENDS-

This announcement is approved by the Board.

About Helloworld Travel Limited

- Helloworld Travel Limited (ASX: HLO) is a leading Australian & 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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