



webjet group

2025 AGM

# Group CEO & Managing Director's Presentation.

28 August 2025

[www.webjetgroup.com](http://www.webjetgroup.com)

Personal use only

# Important Notices and Disclaimer.

This presentation is dated 28 August 2025 and has been prepared by Webjet Group Limited ACN 679 116 76 ("Webjet" or "Company")

This presentation contains summary information about Webjet and its associated entities, and their activities current as at the date of this presentation. The information contained in this presentation is for information purposes only and is provided as at the date of this presentation (unless otherwise stated). It should be read in conjunction with Webjet's most recent financial report and other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange ("ASX"), which are available at [www.asx.com.au](http://www.asx.com.au) under the Company's ticker code (ASX:WJL).

## Not investment advice

This presentation is for information purposes only and does not contain all of the information which would be required to be disclosed in a prospectus, product disclosure statement or any other offering document under Australian law or any other law. This presentation is not, and does not constitute, an offer to sell or the solicitation, invitation, or recommendation to purchase any securities (including shares in Webjet) or any other financial product and must not be relied on as such. Neither this presentation nor any of the information contained herein shall form the basis of any contract or commitment to sell or acquire any securities. The information contained in this presentation does not constitute investment or financial product advice (nor taxation, accounting, or legal advice), is not a recommendation to acquire or dispose of Webjet's shares or other securities and is not intended to be used or relied upon as the basis for making an investment decision. In preparing and providing this presentation, Webjet has not considered the investment objectives, financial position or needs of any particular recipients.

## Future performance

This presentation may contain forward-looking statements including statements about Webjet's expectations about the financial and operating performance of its business. Forward looking statements can generally be identified by the use of forward-looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "target" and other similar expressions. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. Forward looking statements involve inherent risks and uncertainties, both general and specific, and there is a risk that such predictions, forecasts, projections, and other forward-looking statements will not be achieved.

Forward looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance and involve known and unknown risks, uncertainty, and other factors, many of which are outside the control of Webjet. The forward-looking statements are based on information available to the Company as at the date of this presentation. Circumstances may change and the contents of this presentation may become outdated as a result. As such, undue reliance should not be placed on any forward-looking statement.

## Past performance

Past performance information given in this presentation is given for illustrative purposes only and is not necessarily a guide to future performance and no representation or warranty is made by any person as to the likelihood of achievement or reasonableness of any forward-looking statements, forecast financial information, future share price performance or other forecast. Nothing contained in this presentation, nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of Webjet.

## Disclaimer

No representation or warranty, express or implied, is made as to the accuracy, reliability, completeness or fairness of the information, opinions and conclusions contained in this presentation. The views expressed in this presentation contain information that has been derived from independent third-party reports, research or surveys or publicly available sources that have not been independently verified by Webjet or its advisers.

To the maximum extent permitted by law, neither Webjet, its related bodies corporate, shareholders or affiliates, nor any of their respective officers, directors, employees, affiliates, agents, or advisers, guarantees or makes any representations or warranties, express or implied, as to or takes responsibility for, the accuracy, reliability, completeness, currency or fairness of the information, opinions and conclusions contained in this presentation.

Webjet does not represent or warrant that this presentation is complete, free from errors, omissions, or misrepresentations or that it contains all material information about Webjet or which a prospective investor or purchaser may require in evaluating a possible investment in Webjet or an acquisition or other dealing in Shares. To the maximum extent permitted by law, Webjet expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any direct, indirect, consequential or contingent loss or damage arising from the use of information contained in this presentation including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions or matters, express or implied, contained in, arising out of or derived from, or for omissions from, this presentation including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

Statements made in this presentation are made only at the date of the presentation. Webjet is under no obligation to update this presentation. The information in this presentation remains subject to change by Webjet without notice to you.

## Acceptance

By attending an investor presentation or briefing, or accepting, accessing, or reviewing this presentation, you acknowledge and agree to the terms set out in this 'Important Notices and Disclaimer'.

# FY25 - a solid result in line with expectations.



## Webjet Group Limited

EBITDA

**\$39.4m**

(FY24: \$39.1m)

Net cash<sup>(1)</sup>

**\$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)

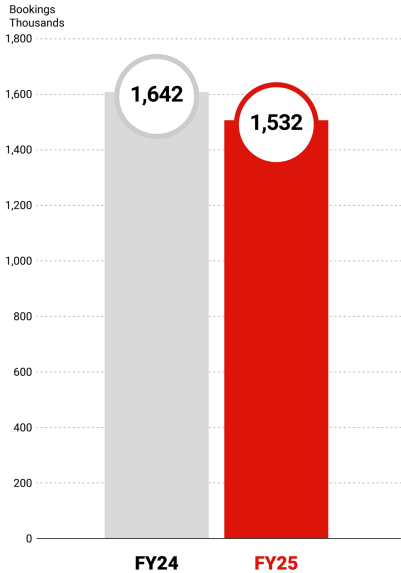
- 2H25 EBITDA \$1.4m (1H25: \$0.2m)
- Restructuring on track to deliver OPEX savings
- Car Bookings down in line with softening domestic flight markets
- Global motorhome category continues to be challenged

1. Excludes \$30.8m of restricted cash

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

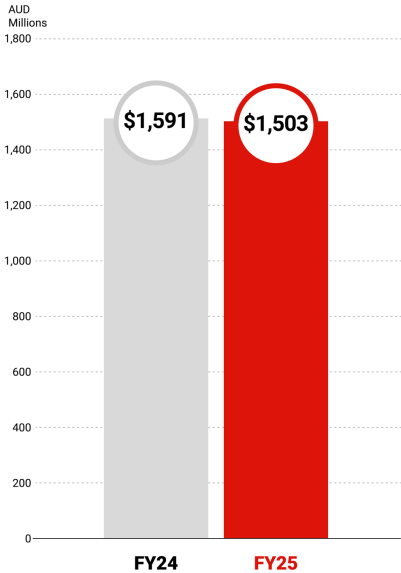
## Bookings

**1.5**  
million



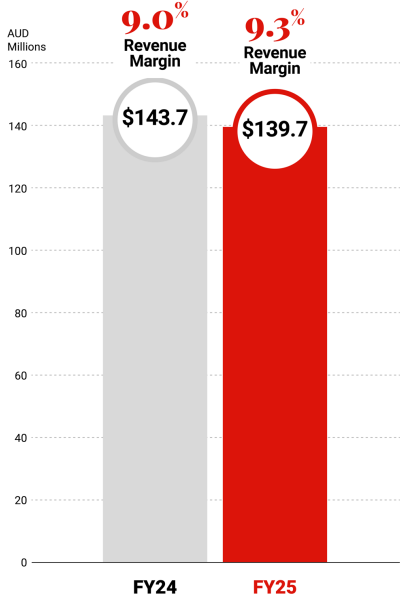
## TTV

**\$1.5**  
billion



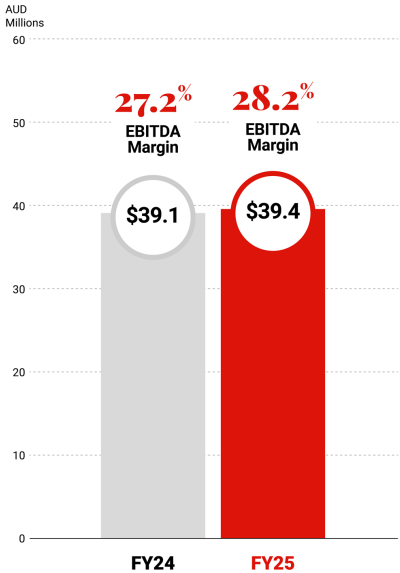
## Revenue

**\$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.

ersonal use only



webjet group

# Webjet OTA.

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



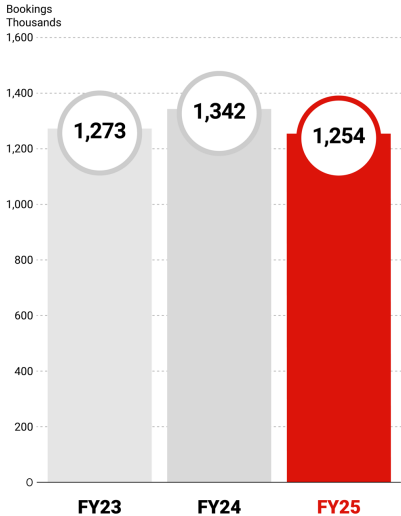
[webjet.com.au](http://webjet.com.au)

ersonal use only

# Higher-margin products helping offset soft domestic demand.

## Bookings

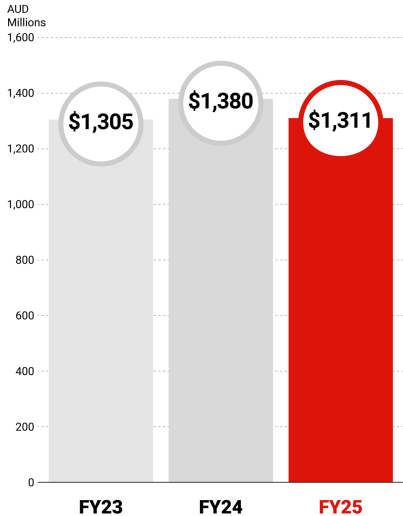
**1.3**  
million



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

## TTV

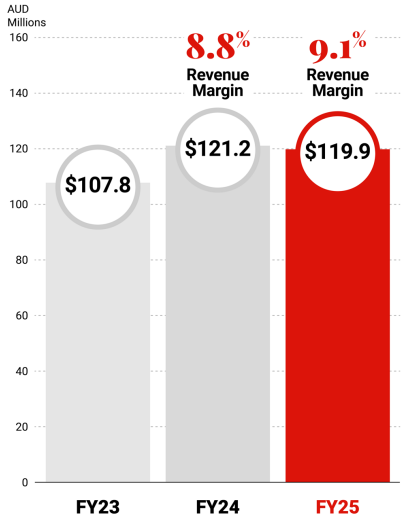
**\$1.3**  
billion



TTV aligned with Bookings

## Revenue

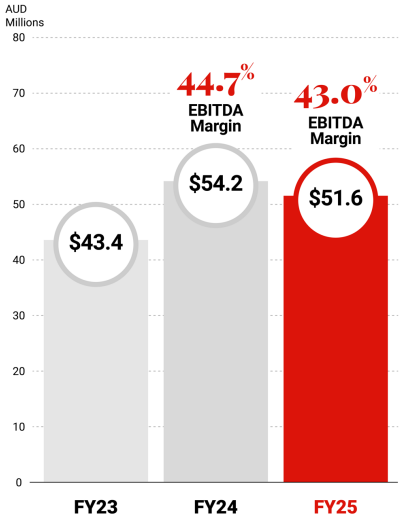
**\$119.9**  
million



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.

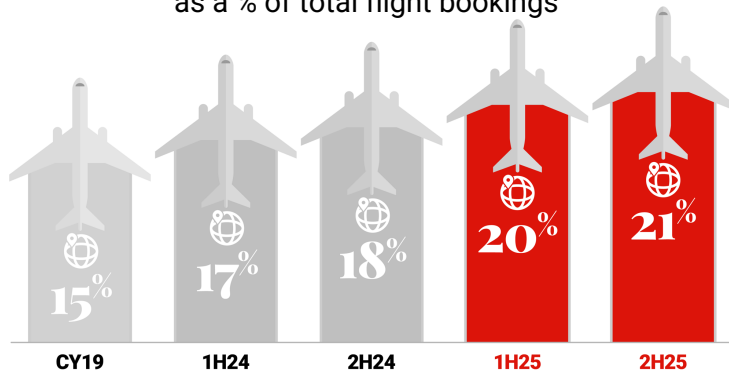
- International capacity **helping stimulate demand**
- **Webjet Member Program** driving strong engagement and sales
- **Continued roll-out of NDC** providing differentiated content & pricing advantages
- Trip Ninja technology **continues to optimise conversion and increase margins**

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

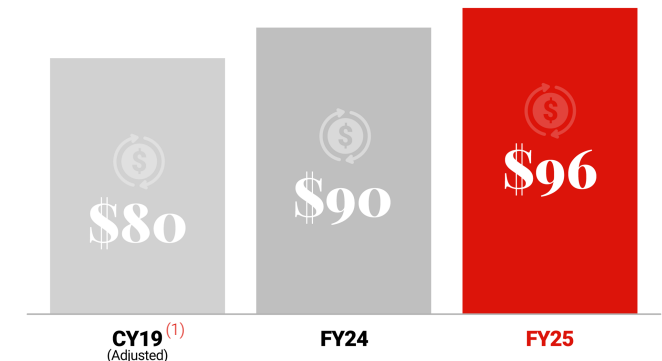
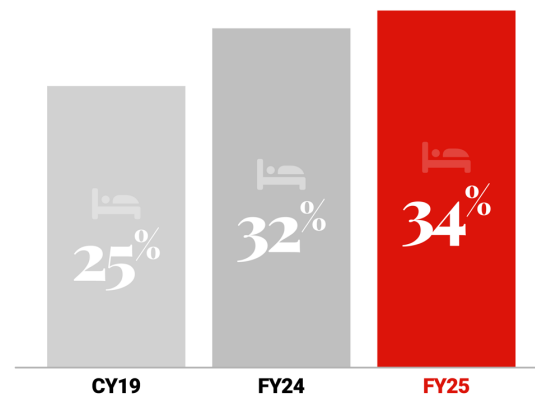
- **Air ancillaries starting to grow** – selling seats for 18 airlines. More airlines under development
- Non-Air ancillary revenue up 5% over FY24 – **expect contributions from Hotels and Packages to increase through our FY30 Strategic Plan**

**Revenue per Booking up 7% over FY24 reflecting focus on revenue optimisation initiatives and higher margin products.**

**International growing**  
as a % of total flight bookings



**Non-Air Ancillaries growing**  
as a % of total revenues



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)



webjet group

# Cars & Motorhomes.

Global car & motorhome rental ecommerce sites (formerly GoSee)

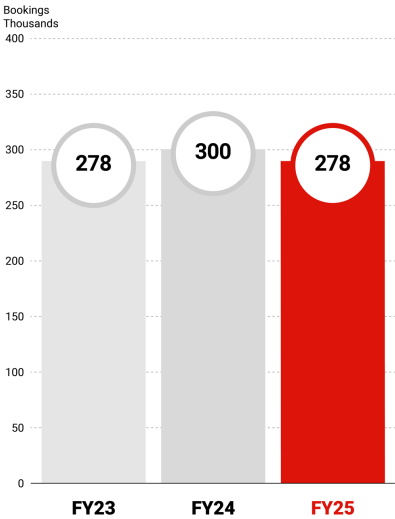
Airport Rentals

Motorhome  
republic

ersonal use only

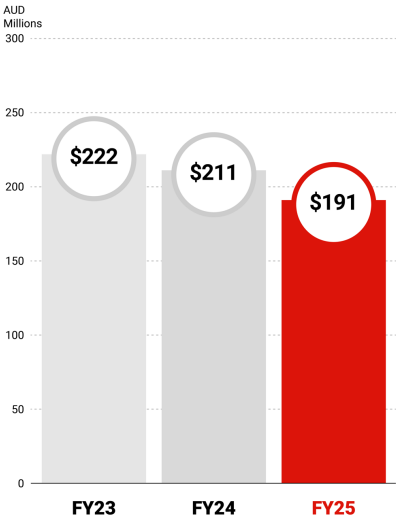
# EBITDA reflects 2H25 gains from restructuring.

**Bookings**  
**278**  
thousand



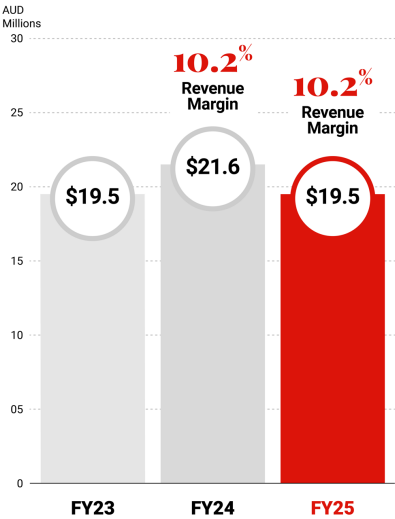
Cars Bookings down in line with softening domestic flights market

**TTV**  
**\$191**  
million



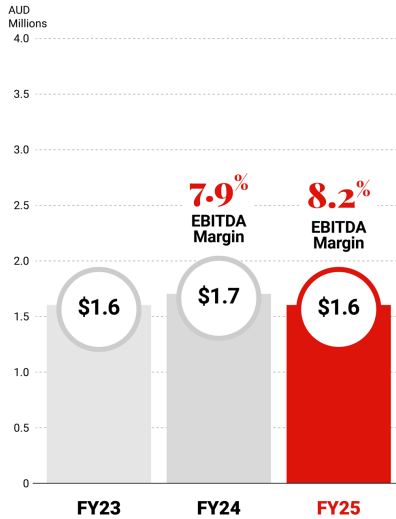
TTV aligned with Bookings and moderating ABV

**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)





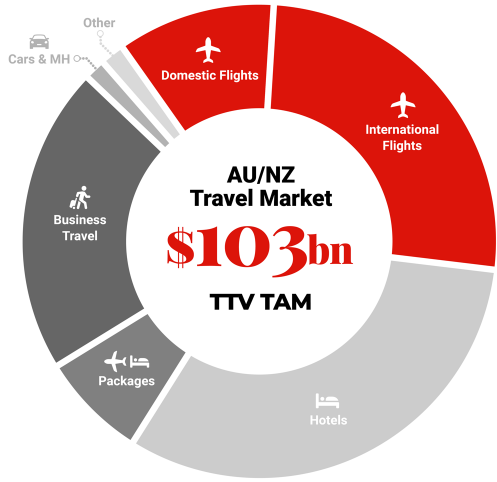
webjet group

# FY30 Strategic Plan.

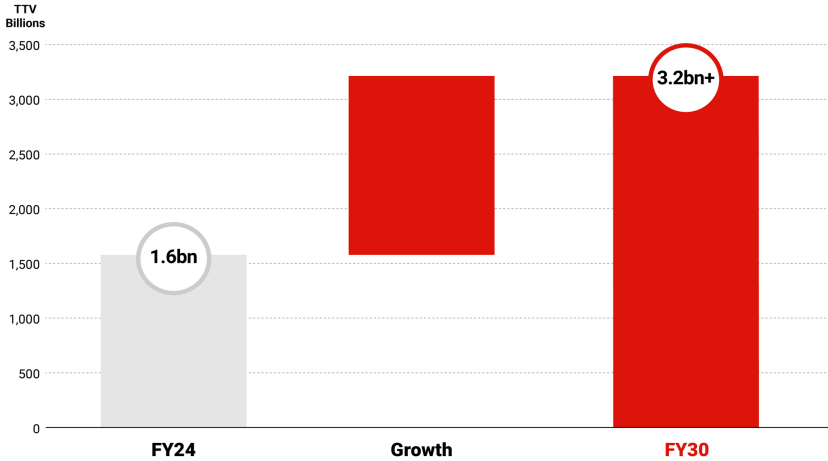
[www.webjetgroup.com](http://www.webjetgroup.com)

ersonal use only

# 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

Note: TAM is Total Addressable Market

# The next horizon: Webjet Group 5yr Growth Strategy.

## Our Vision



**To become the first choice for Australasians to book travel**

## 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

## Our Mission



**To make travel planning easier, bringing more joy to every journey**



**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.

ersonal use only

## 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<sup>(1)</sup>  
2024

**65%** of that spent by SMEs<sup>(1)</sup>

**6%**

CAGR<sup>(1)</sup>  
2024 - 27

**30%**

of business travellers prefer OTAs for inventory and digital experience.<sup>(2)</sup>

## 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**<sup>(3)</sup>
- 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**

<sup>1)</sup> 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 Sector Insights. IBISWorld report, Statista, Oxford Economics: Australian Travel Outbound Spend: Accommodation, 2024

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

<sup>3)</sup> 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.



webjet group

ersonal use only

# FY 26 trading update.

[www.webjetgroup.com](http://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 <sup>(1)</sup>
- **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**

<sup>1)</sup> 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 <sup>(1)</sup>
  - **International bookings +7%**
  - **Domestic bookings -10%, with August MTD -3%** <sup>(2)</sup>

### Cars & Motorhomes

- **Bookings down 7% and TTV down 4%** compared to same period last year <sup>(1)</sup>
- **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>).

webjet group

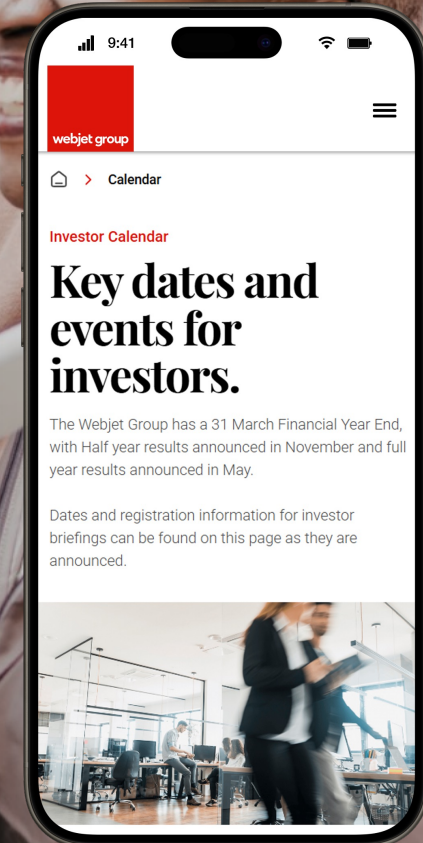
H26 Results briefing  
expected 19 November 2025.



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

Thank  
you.

www.webjetgroup.com



Personal use only

# Glossary & abbreviations.

---

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



ersonal use only