ASX Release

AGM Group CEO & Managing Director Presentation

27 August 2026

Attached for release is a copy of the Group CEO & Managing Director's presentation to be delivered at today's Webjet Group Limited 2026 Annual General Meeting.

This announcement was authorised for release by the Board of Directors.

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2026 AGM

CEO & Managing Director's Presentation

27 August 2026

www.webjetgroup.com

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FY26 - Delivered on strategic priorities and capital management in a challenging macro environment

webjet group

Webjet Group Limited

EBITDA **$28.1m**

Net cash[1] **$93.9m**

- Balanced execution through dynamic and challenging macro conditions
- Executed our capital management plan, with shareholder returns underway

Webjet OTA

EBITDA **$38.7m**

- Dynamic environment - geopolitical uncertainty, elevated domestic airfares and softer consumer confidence
- Bookings down 9%; Revenue flat; EBITDA margin remained strong at 33.6%

Cars & Motorhomes

EBITDA **$4.3m**

- Turnaround program delivering operating leverage and earnings growth
- Cars bookings down 7%, aligned to subdued domestic leisure demand, while Motorhomes bookings down 1%, reflecting 2H26 turnaround

Webjet Business Travel

EBITDA **($0.6m)**

- Completed integration while strengthening the platform for future growth
- Post-acquisition shift to full service, higher-margin direct-to-business contract model

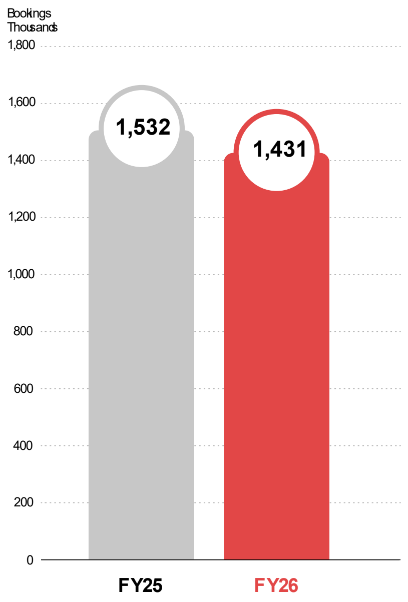
Note: Unless otherwise stated, all references to $ are in AUD, all financials are for Underlying Operations and all comparisons are over the previous corresponding period (pcp). Underlying Operations reflects the core financial performance of Webjet Group, adjusting for the impact of any one-off items and non-cash items such as share-based payments and impairments.
1. Excludes $20.0m of restricted cash.

EBITDA margin compression reflective of trading headwinds & strategic investment

Bookings

1.4

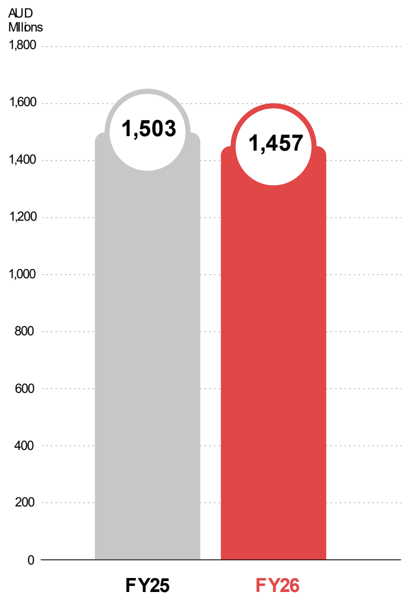
million



TTV

$1.5

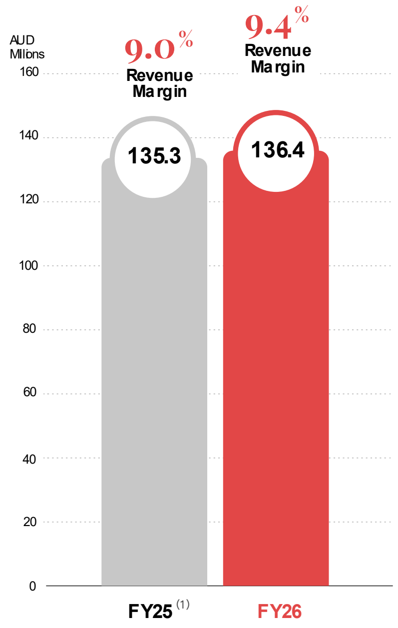
billion



Revenue

$136.4

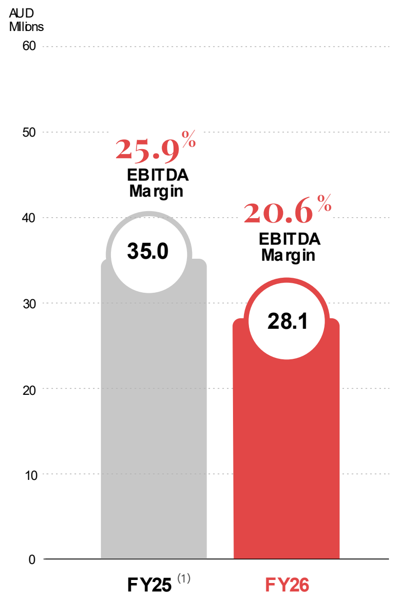
million



EBITDA

$28.1

million



1. FY25 comparative revised for change in accounting policy, resulting in a $4.4m reduction in revenue and EBITDA.

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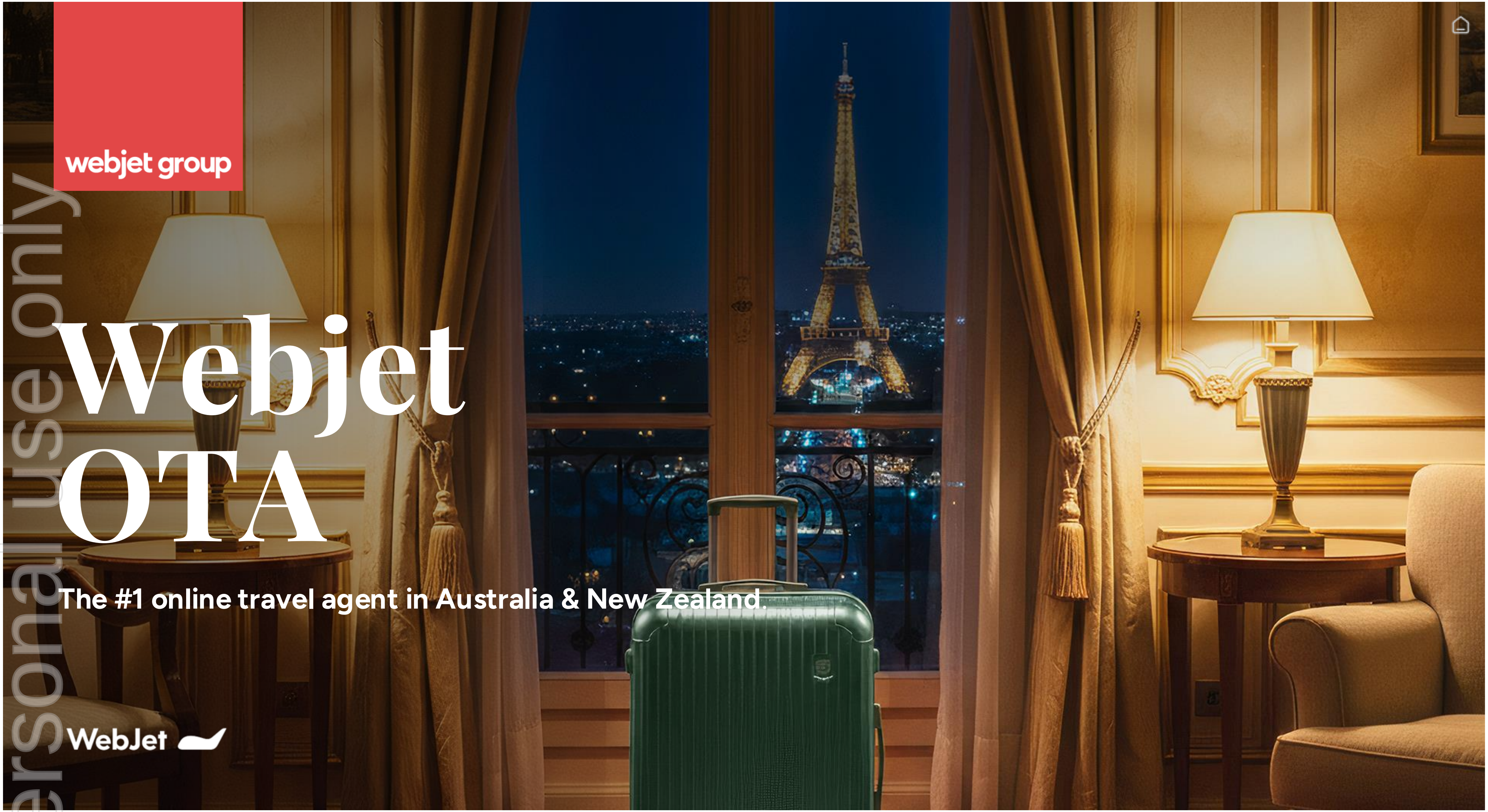
Webjet OTA

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

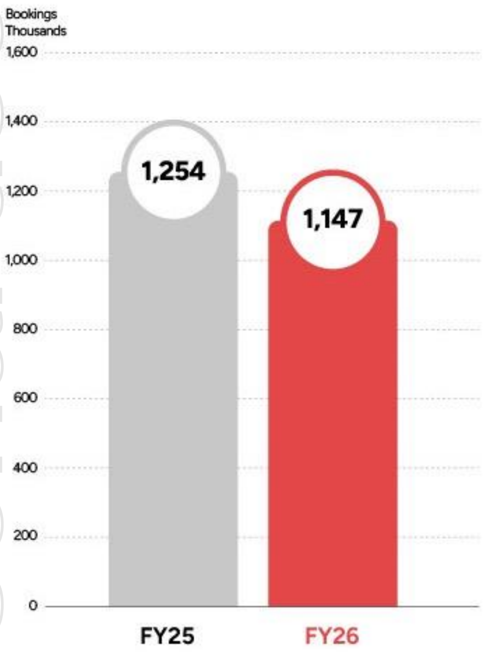
WebJet



Maintaining strong EBITDA margin through investment phase

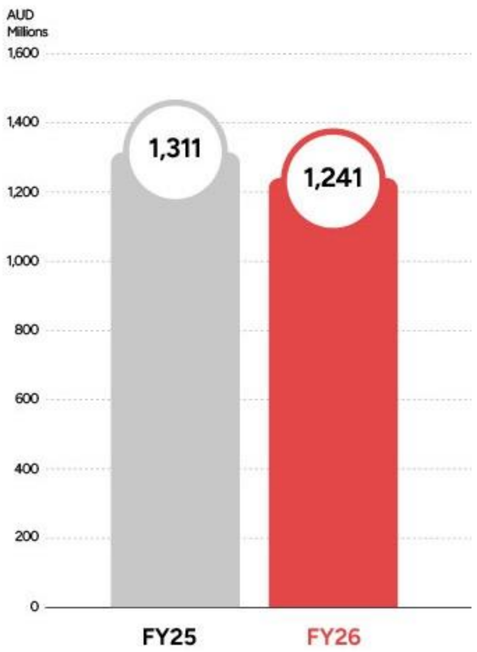
Bookings

1.1 million



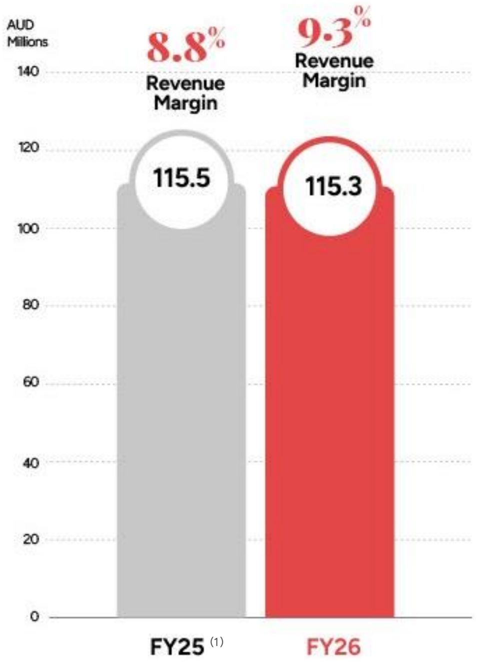
TTV

$1.2 billion



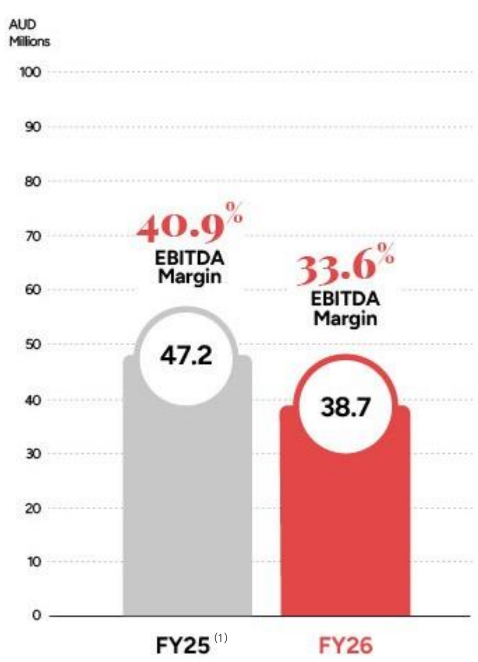
Revenue

$115.3 million



EBITDA

$38.7 million



1. FY25 comparative revised for change in accounting policy, resulting in a $4.4m reduction in revenue and EBITDA.

WebJet

Enhancements in product, customer experience and ancillaries to underpin growth

Continued product expansion

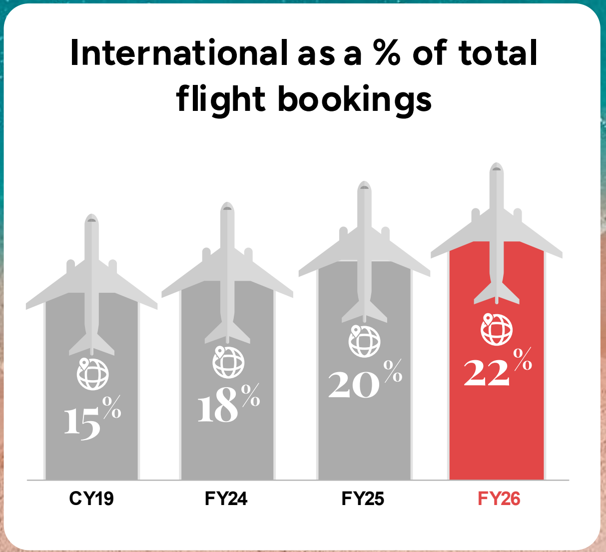
- Sustained focus on international flight growth and expanding content, ahead of LCC **Flights Aggregator** launch in early FY27
- Strong commercial performance in **dynamic package** bookings, up 10% year-on-year since brand relaunch
- Continued **technology enhancements and platform refinements** within hotels & packages

Enhanced customer value proposition

- Launched **predictive AI solution** across all flight searches to deliver competitive pricing for customers
- Implemented a proprietary **machine-learning dynamic pricing engine** across selected long-haul flights
- **Trip Ninja now** integrated into international mix & match
- Leveraged **new CRM platform (Braze)** to enhance on-site and post-booking experience

Improved revenue per booking from ancillary expansion

- Air ancillaries continue to grow with **paid seat selection on 50 airlines,** up from 18 in FY25
- **Paid bags** to be rolled-out across key airline partners in FY27
- **Non-air ancillary revenue** growing as a share of Total Revenue to 33%

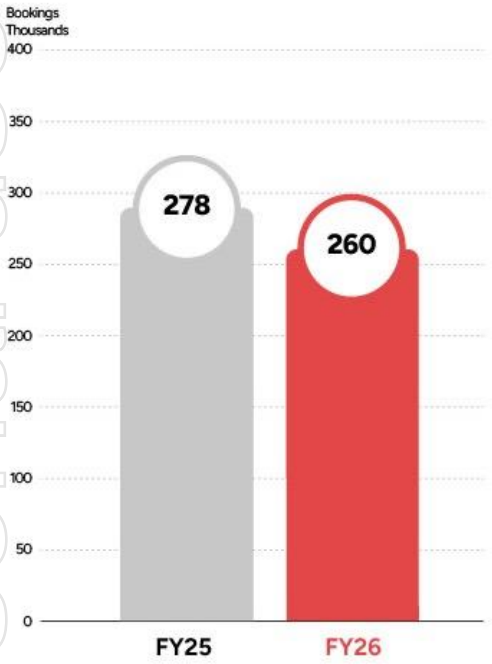



webjet group
Cars &
Motorhomes
Global car & motorhome rental ecommerce sites (formerly GoSee)
Airport Rentals
Motorhome
republic

Turnaround program delivering operational leverage and substantial earnings growth

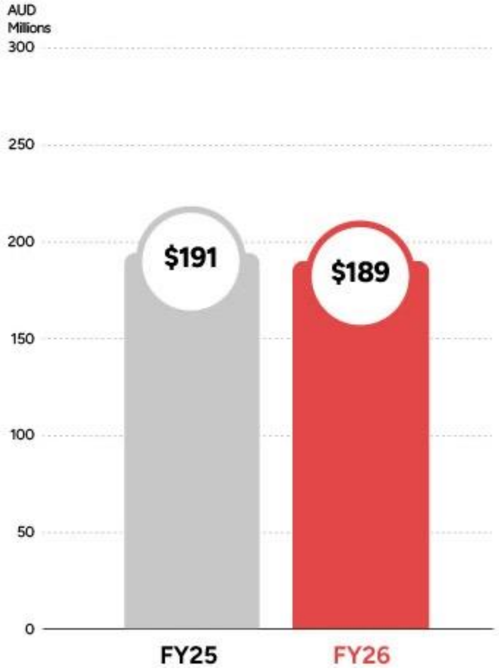
Bookings

260
thousand



TTV

$189
million



Revenue

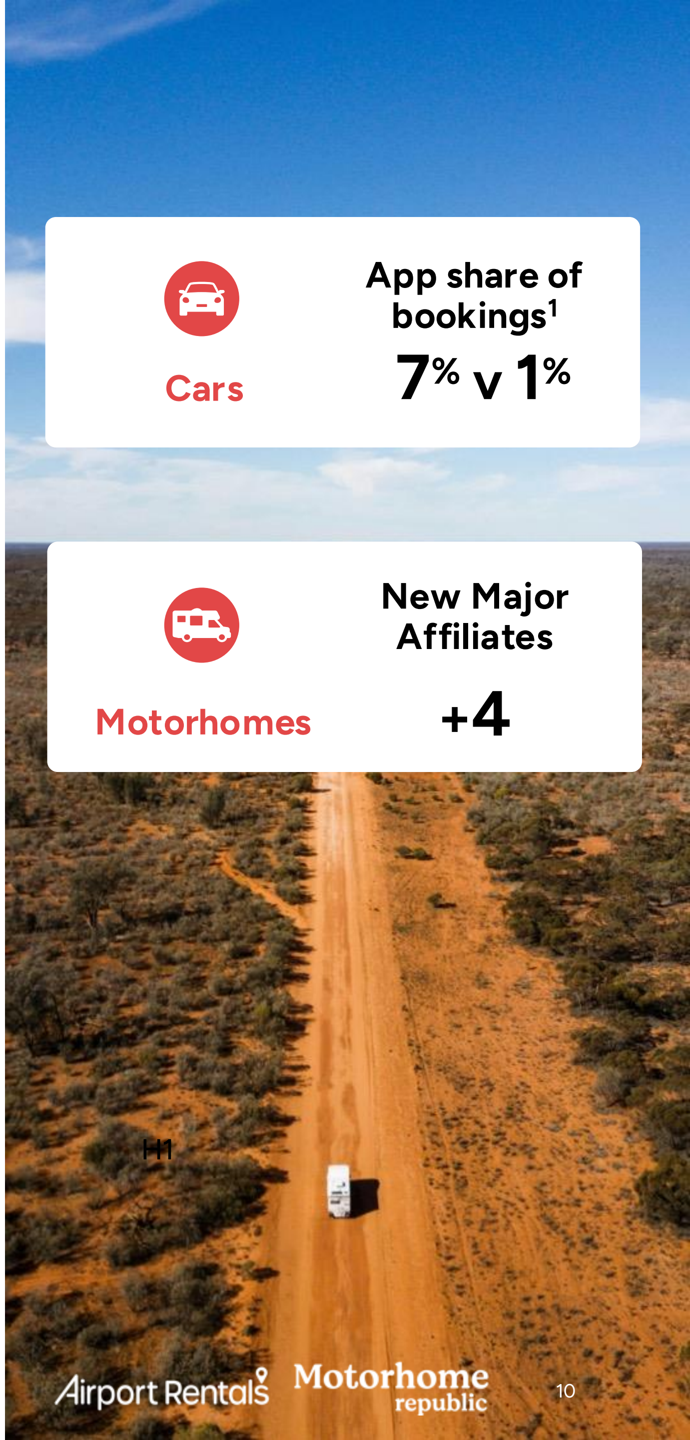
$19.5
million

EBITDA

$4.3
million

Building scale through customer, brand and platform investment

Product & customer experience	Brand awareness & customer acquisition	Scale & diversification
Cars		
• Increased **automation** with 24/7 chatbot • **New App** hard launched in Feb-26 to drive mobile first engagement • Increased **payment options**	• Launched in-App **exclusive discounts** in Feb-26 • Improved **visibility / targeting** in direct channels • Optimised **Google Ads**	• **Expanded meta-affiliate** network with new partners • **Launched AI functionality** on imagery & interactions • Sponsored placements on **booking journey**
Motorhomes		
• Improved modern platform **experience** • Invested in **payment options** & personalised **communication**	• Improved **promotional & sales strategy** • Invested in **brand & content** • Optimised **Google Ads**	• **Diversified portfolio** with global expansion • **Strategic global partnership** with new suppliers • **Expanded major affiliate network** in key geographic markets



Cars

App share of bookings[1]

7% v 1%

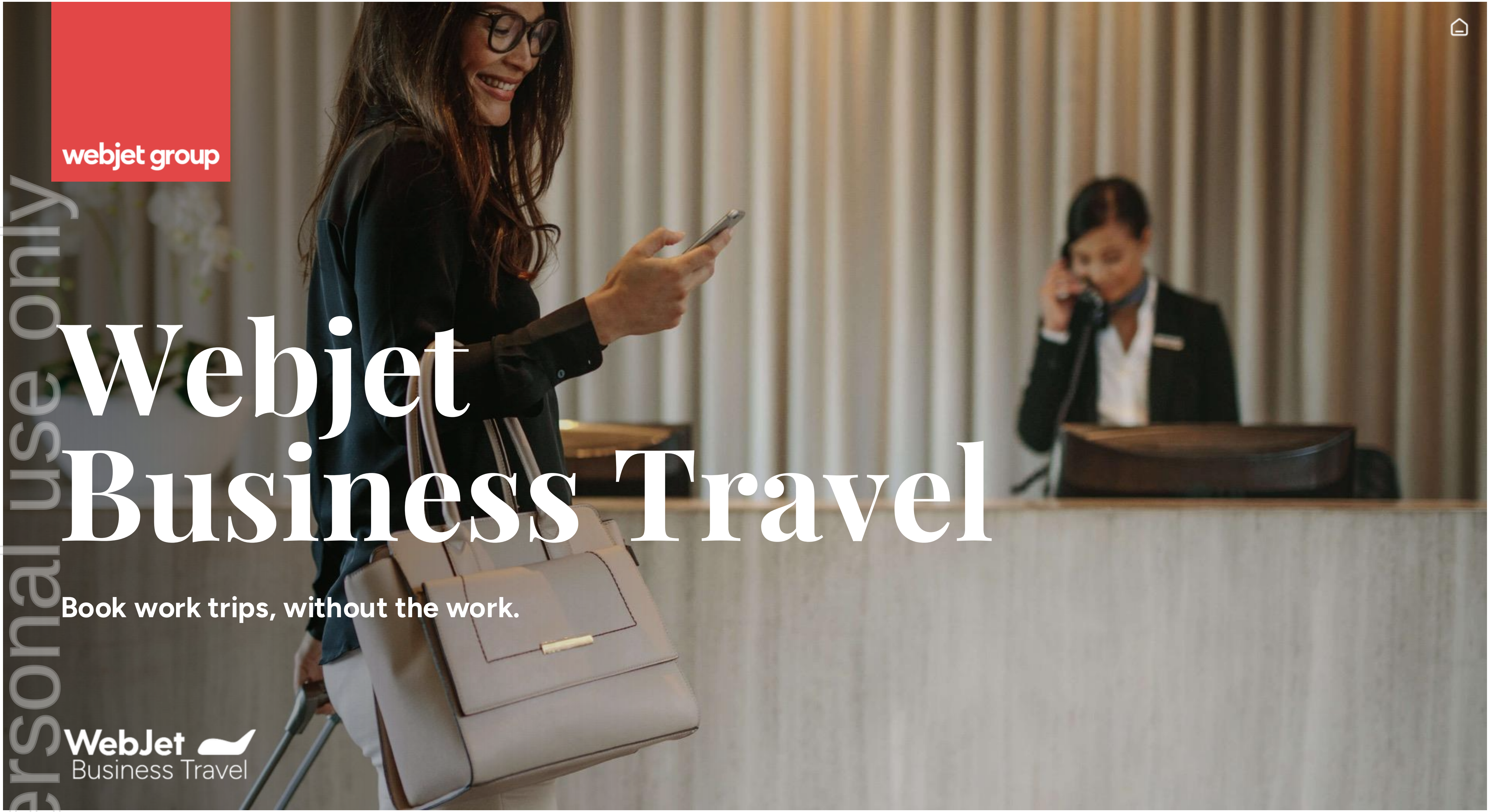
Motorhomes

New Major Affiliates

+4

1. App share of new bookings post launch Feb-26-Mar-26 compared to Feb-25-Mar-25
2. Affiliate partner volumes since expansion compared to pcp – 2H26 v 2H25

Airport Rentals | Motorhome republic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Webjet Business Travel
Book work trips, without the work.
WebJet Business Travel

Successful first 6 months

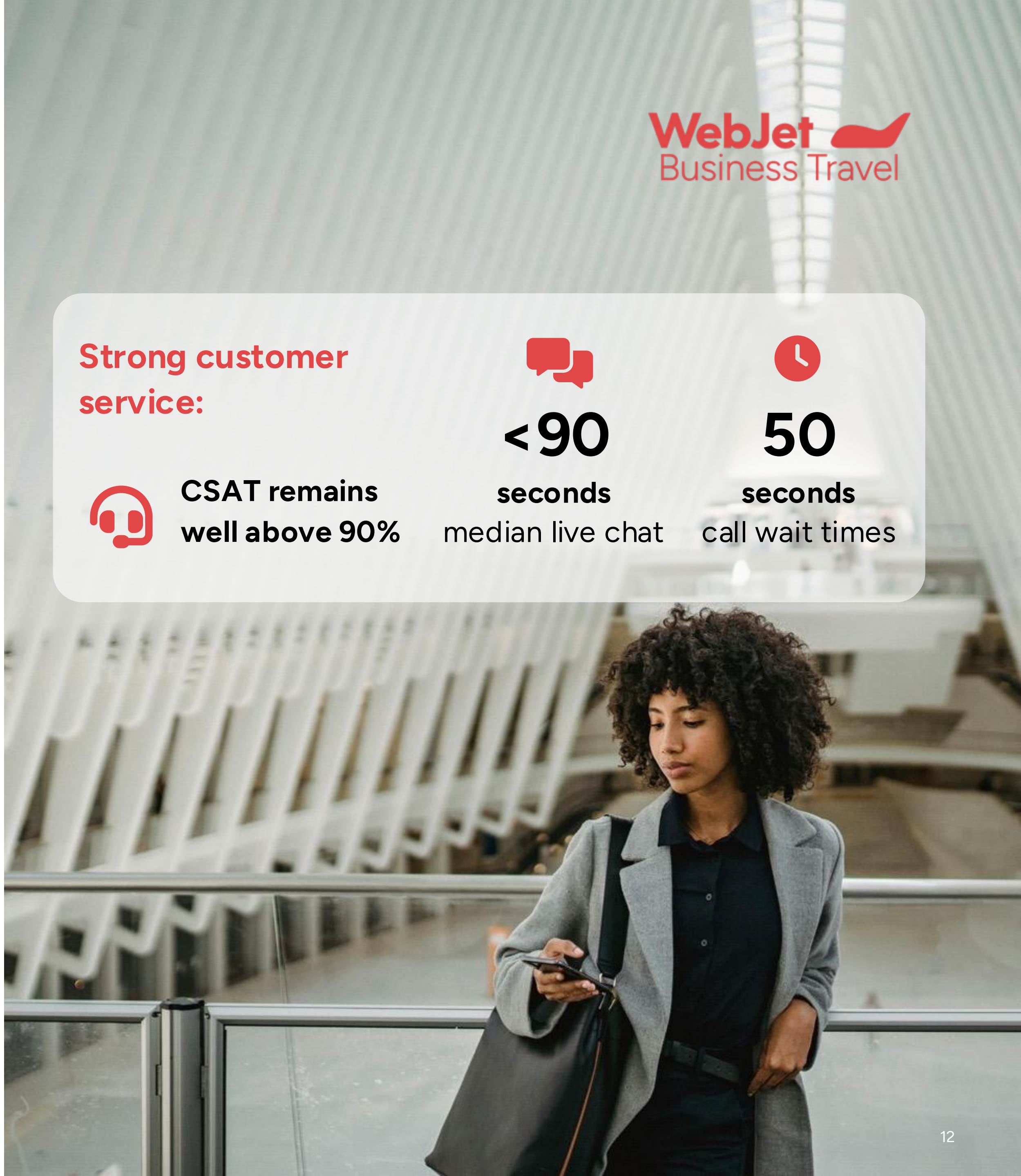
- Completed transaction, rebranded and integrated to Group
- Increased sales force, more to come to leverage current market opportunity
- Launched marketing to leverage Webjet brand and reach
- Market leading, digitally-led solution continuing to evolve, with >90 new product features enabled in first 6 months
- Used AI for rapid product development, launching scalable self sign-up tool in FY27

Results 2H26 vs 2H25:

+271%	**+255%**	**+102%**
in sales pipeline (130 deals)	deals won & in implementation (71 new deals)	annual TTV won & in implementation ($15m[1])

FY27 will be an investment year to drive top-line growth and fully realise synergies

1. Customer quoted annualised spend targets

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Group Update
FY27 Outlook
WebJet
Airport Rentals
Motorhome republic
tripninja
WebJet Business Travel

FY27 Update

Given the current period of transition and ongoing macroeconomic uncertainty, the Company does not consider it appropriate to provide specific FY27 earnings guidance at this time. Further commentary on FY27 trading and outlook will be provided with the Group's 1H27 results in November.

As previously disclosed, FY27 earnings are also expected to be materially impacted by lower airline commissions, changes to RBA surcharging regulations and lower variable revenue streams.

While the operating environment remains challenged, FY27 trading performance has improved since our previous update. As at 18 August 2026, compared to the pcp[1]:

FY27 Trading update		Previous update[2] *1 Apr – 17 May*	Recent trading *August MTD*[3]	FY27 YTD *1 Apr – 18 Aug*
Webjet OTA	Bookings	▼ 12%	▼ 7%	▼ 11%
	TTV	▼ 15%	▲ 1%	▼ 8%
Cars & Motorhomes	Bookings	▼ 5%	▲ 8%	▼ 5%
	TTV[4]	▼ 5%	▲ 8%	Flat
Webjet Business Travel *(Direct-to-Business)*	Bookings	▲ c.20%	▲ c.30%	▲ c.25%
	TTV	▲ c.20%	▲ c.30%	▲ c.25%

[1] 1 April 2026 to 18 August 2026 vs 1 April 2025 to 18 August 2025
[2] As disclosed in the FY26 Results Release lodged with the ASX on 20 May 2026
[3] 1 August 2026 to 18 August 2026 vs 1 August 2025 to 18 August 2025
[4] Based on constant currency

FY27 Outlook

Observations

Trusted, recognised brands

Valuable customer and transaction data

Strong customer and partner relationships

Deep travel expertise

Focus areas

Strengthen the core
Improve core air performance, with a focus on international air, conversion, economics and profitable bookings

Grow higher-value revenue
Grow packages, hotels and ancillary products to increase customer value, and grow higher-value revenue

Lift execution pace and consistency
Clear priorities, stronger accountability, faster decision-making and disciplined investment

Webjet OTA

Advancing ancillary growth opportunities through new partnerships

Cars and Motorhomes

Increase in 'Cars' app booking share driving profitability

Webjet Business Travel

42%
more customers went live on the platform
compared to prior corresponding period

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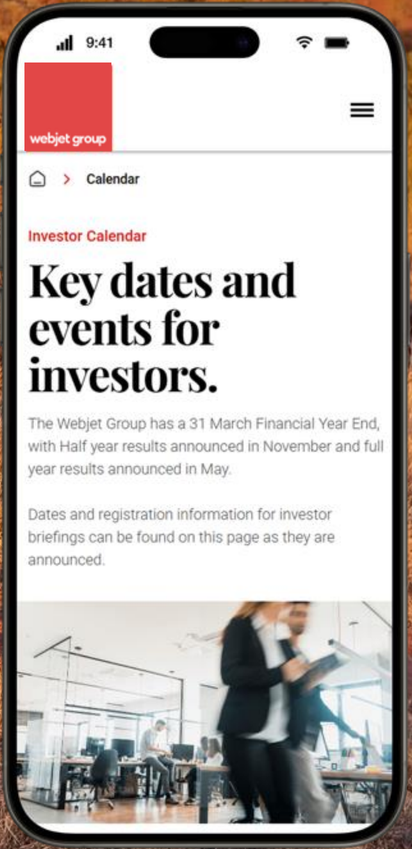
1H27 Results briefing expected 18 November 2026

All event information can be found on the Calendar page of our Investor Centre website

Thank you



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Glossary & abbreviations

1H25	6 months ended 30 September 2025
2H25	6 months ended 31 March 2025
1H26	6 months ending 30 September 2025
2H26	6 months ending 31 March 2026
FY25	12 months ended 31 March 2025
FY26	12 months ending 31 March 2026
FY27	12 months ending 31 March 2027
ABV	Average Booking Value
ACCC	Australian Competition and Consumer Commission
AI	Artificial Intelligence
AWS	Amazon Web Services
BSP	Billing and Settlement Plan for IATA airline payments
CAPEX	Capital Expenditure
CAC	Customer Acquisition Cost
CPA	Cost Per Acquisition
CPC	Cost Per Click
CRM	Customer Relationship Management
EBITDA	Earnings before interest, taxation, depreciation and amortisation
LCC	Low-Cost Carrier
NDC	New Distribution Capability
NPAT	Net Profit after Tax
NPS	Net Promoter Score
OPEX	Operating Expenses
OTA	Online Travel Agency
PCP	Prior Corresponding Period
ROI	Return on Investment
SME	Small Medium Enterprise
TTV	Total Transaction Value