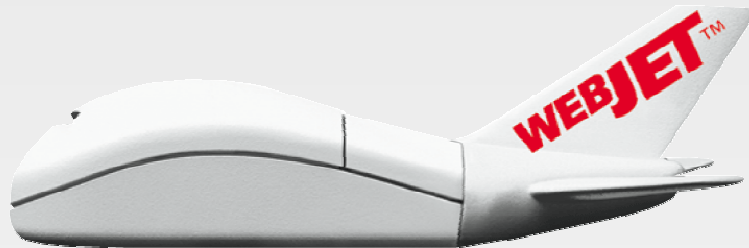


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# 2007 Full Year Results Presentation



Thursday 2 August 2007  
Friday 3 August 2007

## Webjet Limited

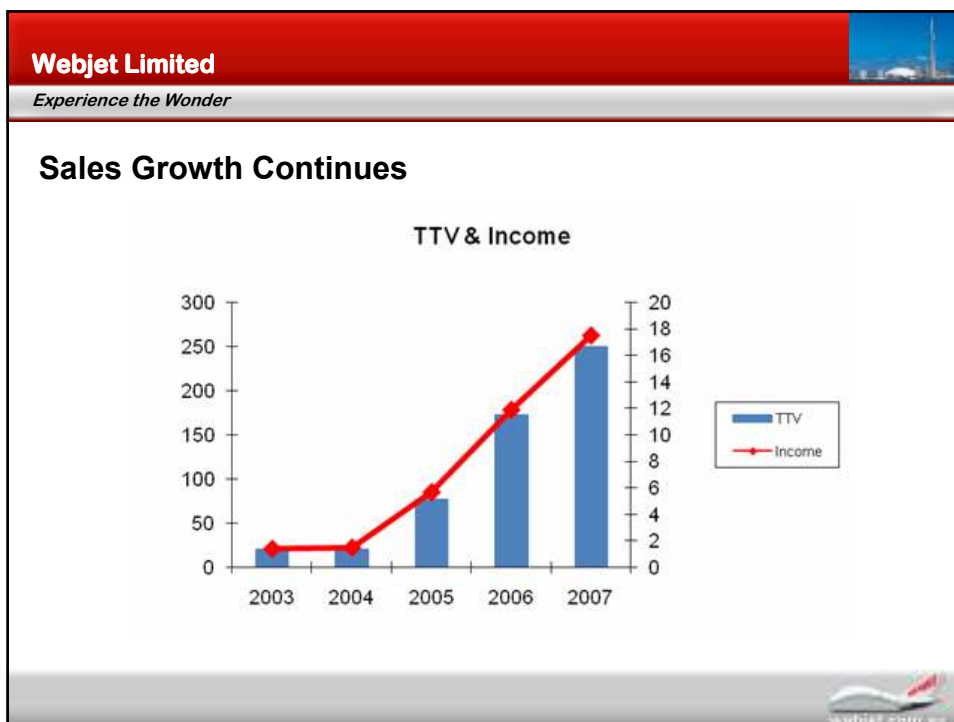
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### 2007 Full Year Results

- Continued Sales Growth
- Second Half v First Half Comparison
- NPAT and Cash Position
- Margins and Cost Trends
- Industry Background
- Webjet Strengths
- Capital Management Initiatives
- Business Generators and Outlook
- 2008 What If ?



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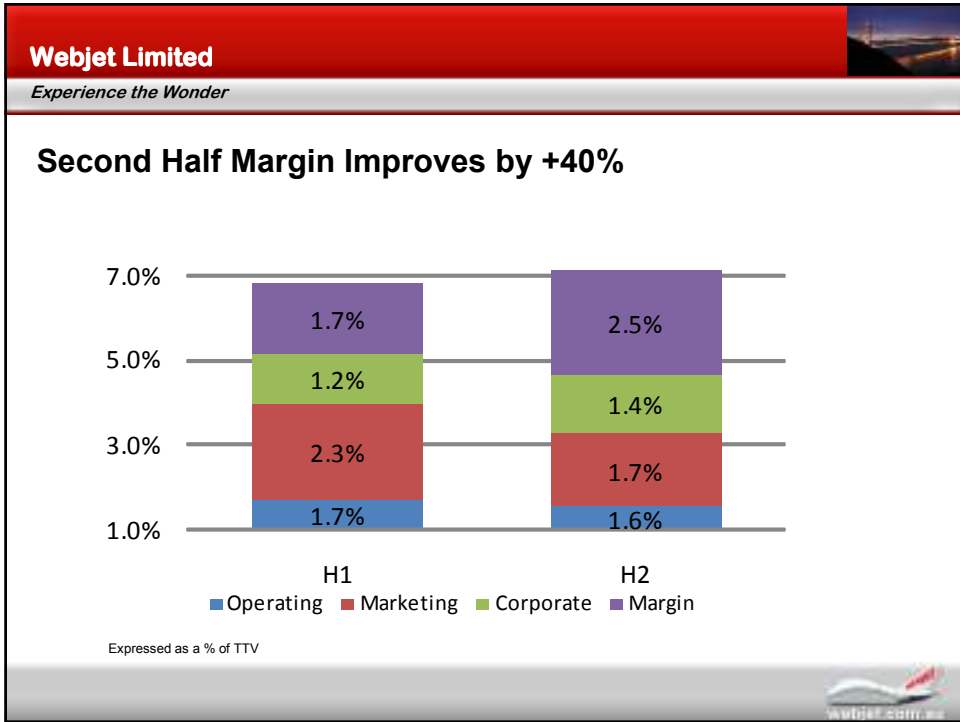
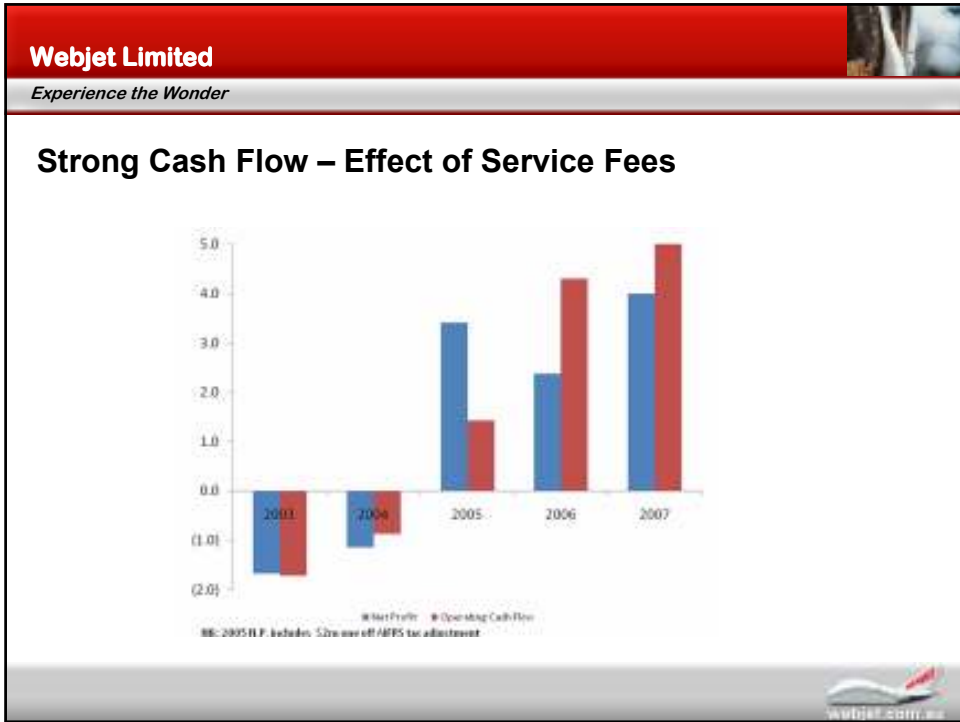
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### All Indicators Up – Second Half v First Half

		1H	2H		FY
TTV	\$m	117	133	↑	250
Income		8.0	9.4	↑	17.4
Total Costs		6.0	6.2	↑	12.3
EBITDA		1.3	2.4	↑	3.7
EBIT		1.3	2.4	↑	3.7
Interest		0.8	0.8		1.6
PBT		2.1	3.2	↑	5.3
Net Profit	\$m	1.1	2.9	↑	4.0
Income/TTV	%	6.9	7.1	↑	7.0
Costs/TTV %		5.2	4.7	↓	4.9
EBITDA/Income	%	15.8	25.6	↑	21.1

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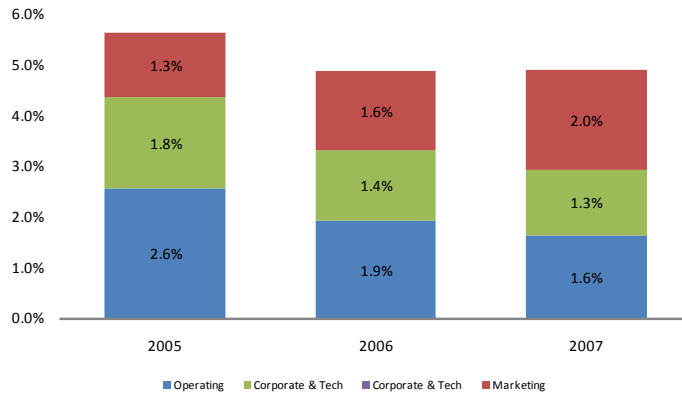


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### Costs Continue to Compress, Despite Marketing Increase



Expressed as a % of TTV

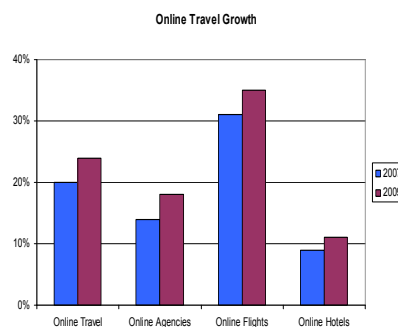


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### Industry Background

- Online travel largest e-commerce category
- Online is the fastest growing segment of travel industry
- Online growth expected to be strong
  - Next 2 years (Aust/NZ)
  - Online Share 20% to 24%
  - Online Agencies 14% to 18%
  - Flights 31% to 35%
  - Hotels 9% to 11%



Source Phocuswright 2007



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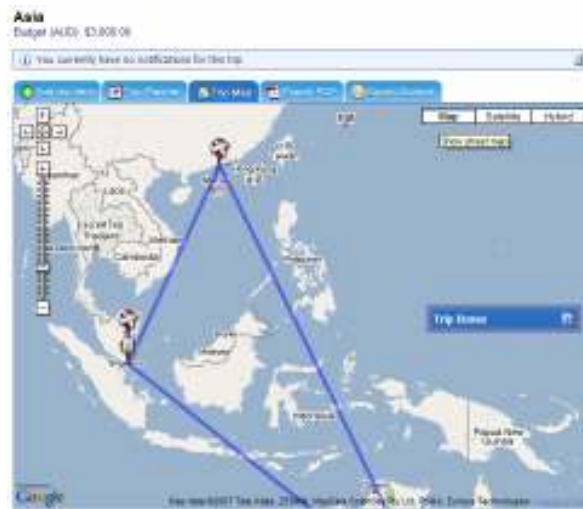
### Strengths

- Strong brand – *Hitwise* #1/#2
- Technology leadership – PLANIT, Deal Finder
- Marketing expertise – e-commerce, TV, print
- Improvements in operating scale/margins
- Growth potential (under-penetrated)
  - hotels/cars
  - International air
- Highly experienced management

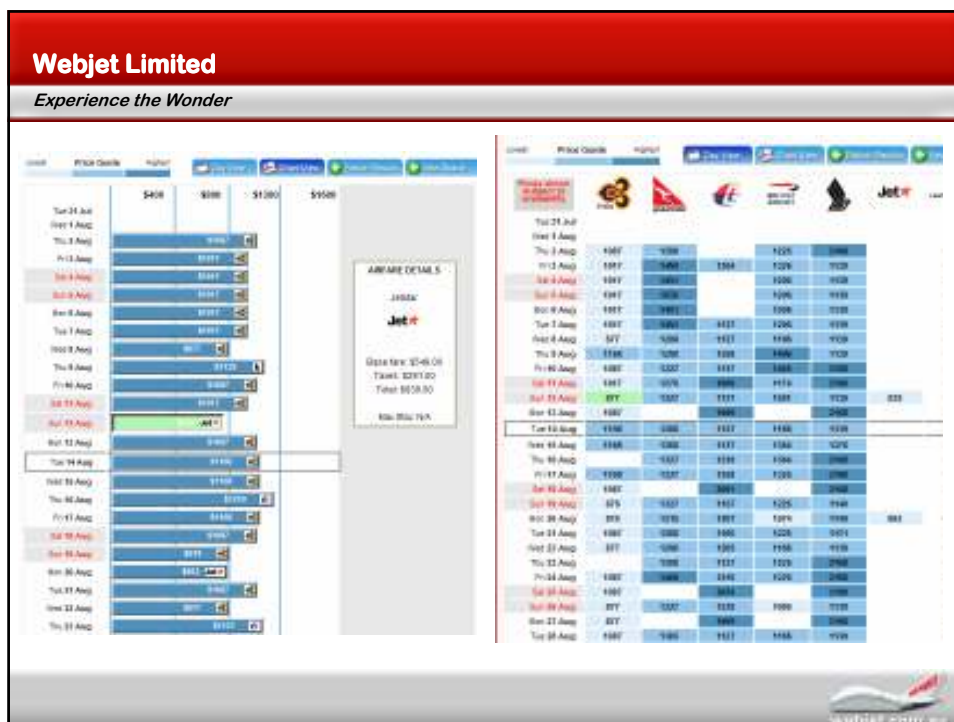


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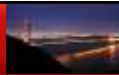
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### Capital Management

- 2007 dividend 2 cents unfranked per share on consolidated capital. ex date 14 September, payment date 15 October
- 2008 dividend payout ratio 60-70% expected to be fully franked
- Buyback (1) – GIW completed
- Buyback (2) – 5% pending acquisition
- Capital consolidation 1 for 4. Current issued capital c. 75 million
- Strategic acquisitions remain under intensive research

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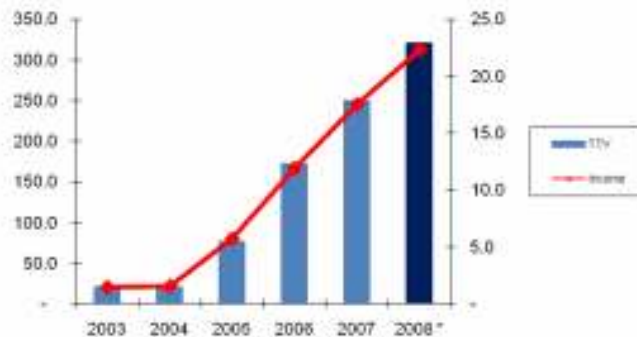
### Consumer Feedback

- Excellent service in resolving my problem. Courteous, professional and empathetic.
- Was so impressed with the assistance I received from one of your staff (Genevieve) who helped resolve a late night mini-crisis. It was a great relief to get passed the auto directions to have someone to assist. I have used Webjet many times and not required help but this type of service means that you have a long-term customer.
- Have always had excellent customer service from Webjet. Thank you.
- Found all the four people I had contact with were patient and courteous. I will have no hesitation booking with Webjet again.
- Was actually REALLY surprised I was looked after so quickly. Jillian was great, really friendly and efficient. It's a pity a lot of other businesses in the world weren't that way. Thanks for your help and promptness. Will certainly use Webjet again in the future.
- I had decided not to go again with Webjet but it was the customer service with my last phone call that changed my mind.
- Thanks for your help. It feels good to have a bit of communication with real people. Ha-ha. Good service. Thanks. I'm very happy with your service.



### 2007/08 What If?

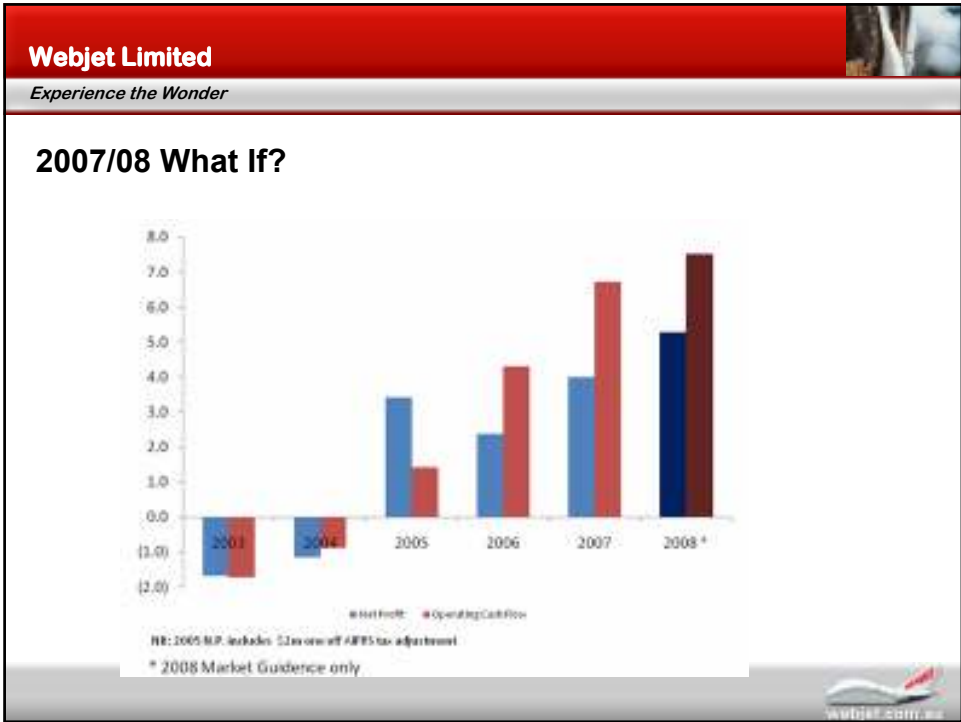
TTV & Income



\* 2008 Market Guidance only



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## Thank you for attending

