



FULL YEAR RESULTS 2011-12

Richard Noon
Finance Director

2012 Full Year Review

Sales

TTV Up 30%. Consistent over both halves

Margin

Core margin growing

Costs

Up marginally to 5.2% of TTV. Hotel business set up.

Profit

NPBT up 25%. First half +21%, second half +29%

Shareholders

Final Dividend increased to 7 cents (fully franked)

Market Share

Number #1 OTA Australia + NZ

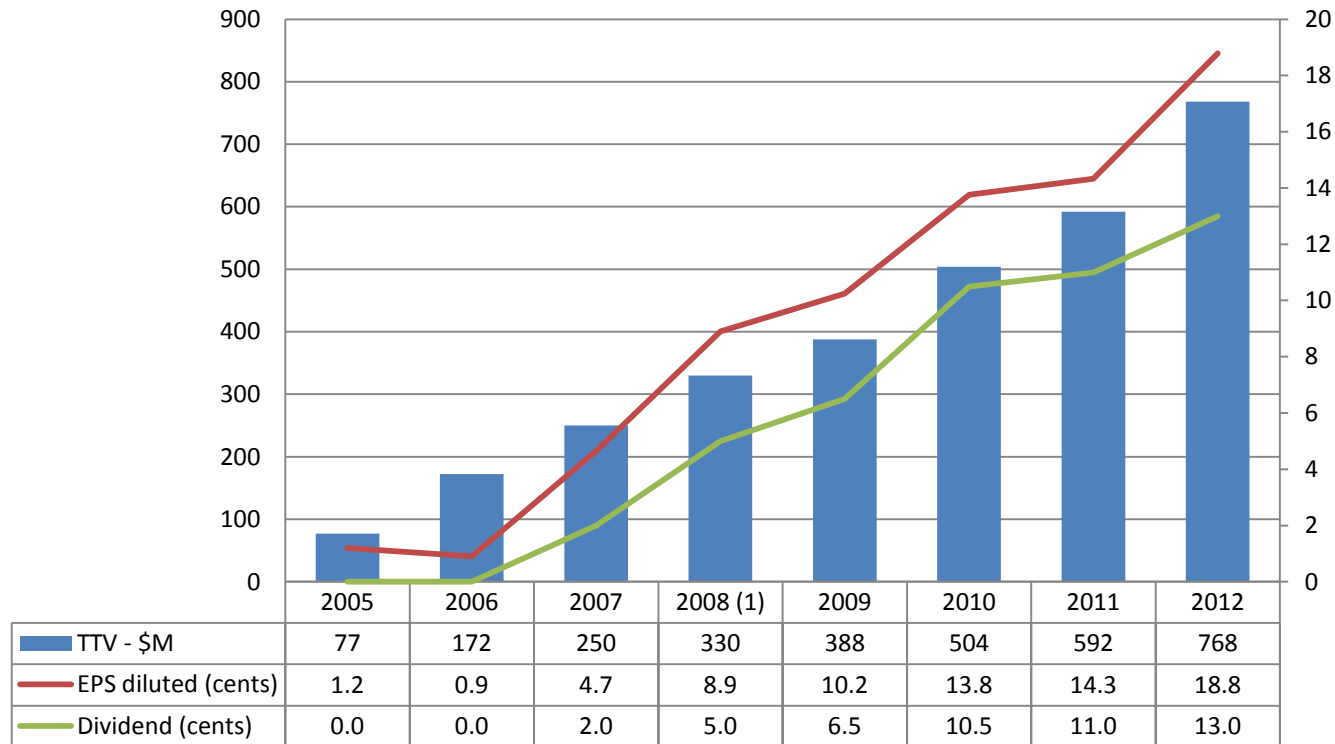
Summary

All \$M	2011-12	2010-11	% Change
TTV	768	592	+30%
EBITDA	18.2	13.7	+33%
NPBT	19.3	15.4	+25%
NPAT	13.6	11.0	+24%
EPS (diluted)	18.8 cents	14.3 cents	+31%
Dividend (fully franked)	13.0 cents	11.0 cents	+18%

Growth by Half

	H1 (FY12)	H2 (FY12)	FY12
TTV	29%	30%	+30%
EBITDA	30%	36%	+33%
NPBT	21%	29%	+25%
NPAT	17%	29%	+24%
EPS	23%	38%	+31%

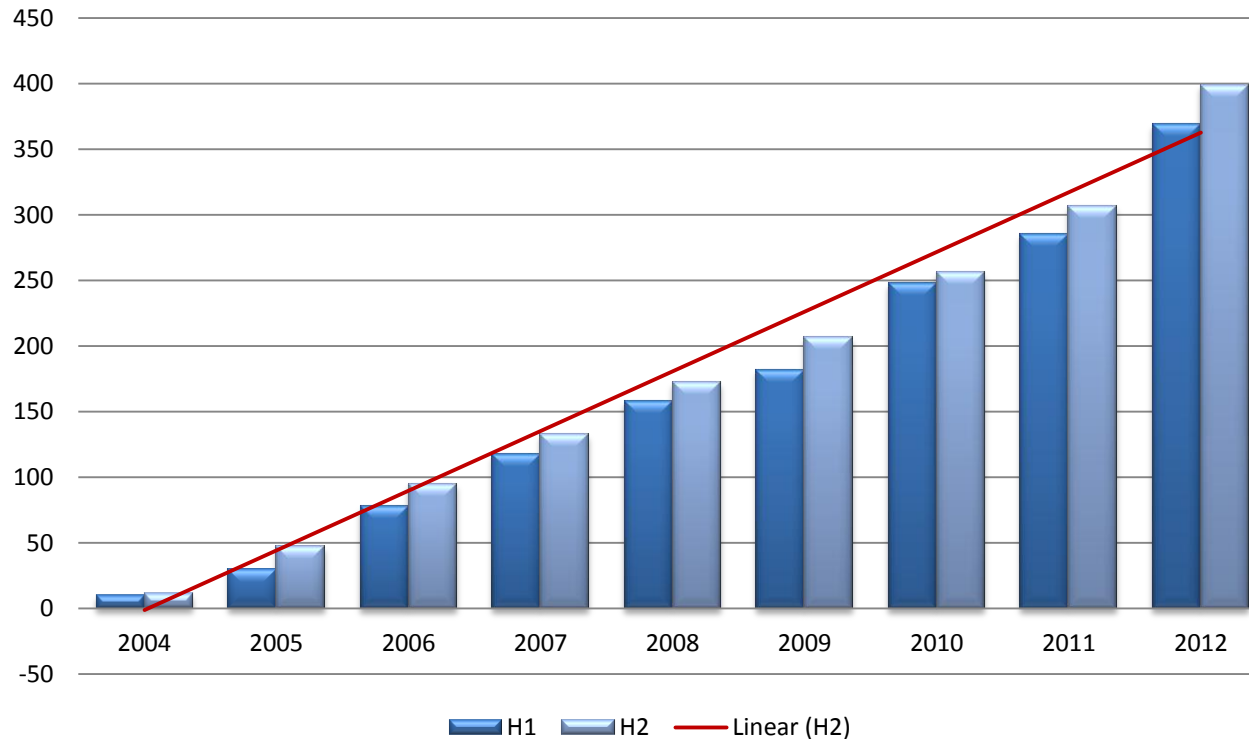
7 Years of Consistent Organic Growth



(1) Excludes one off tax credit of 2.7M

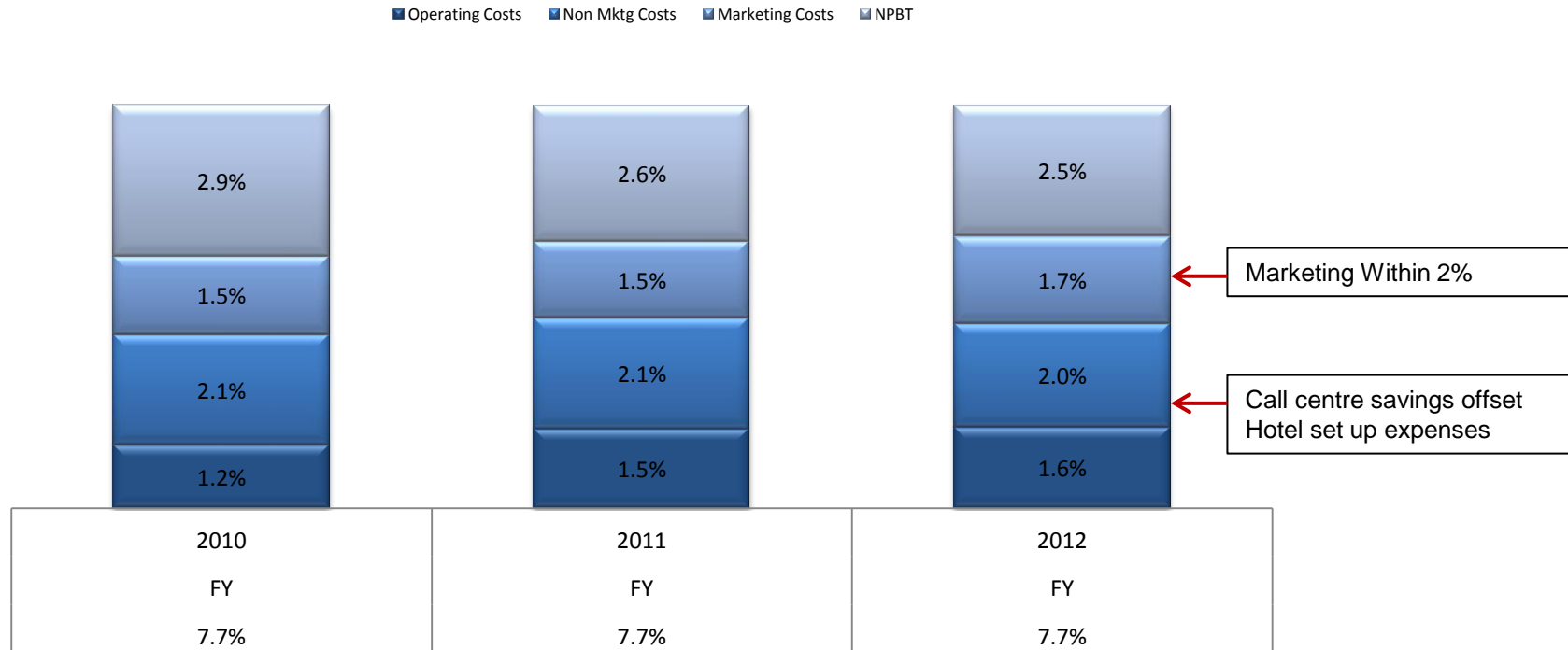
17 Consecutive Halves of Growth

TTV Growth by Half Year - A\$M



Consistent Model

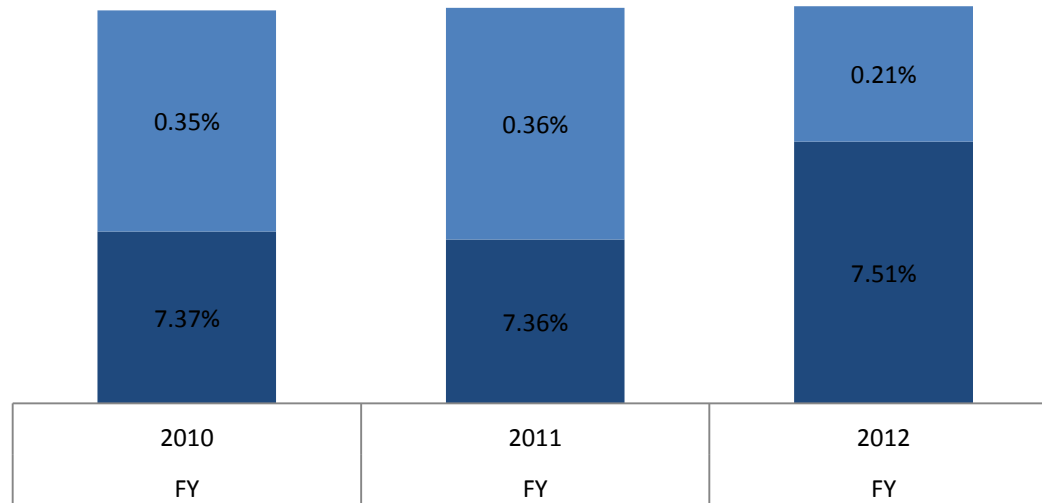
Revenue & Costs as % TTV



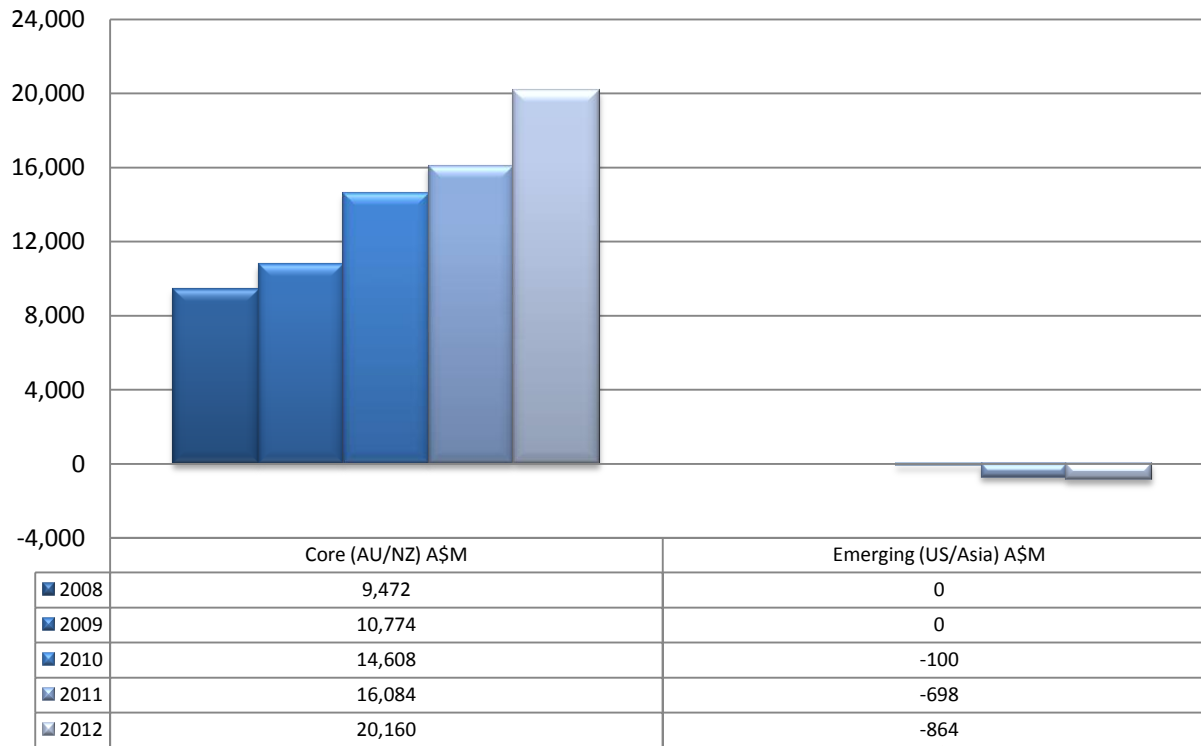
Core Margins Improve

As a % TTV

■ Revenue ■ Invest Income



Segment Results: Core v Emerging



Met the < \$1M commitment

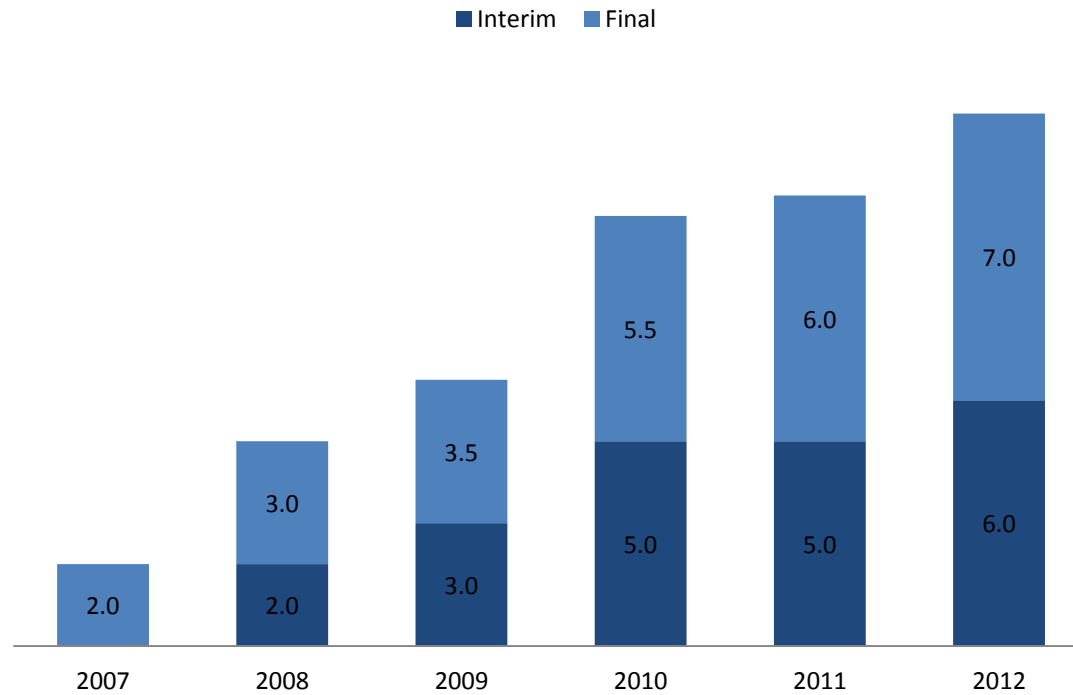
Strong Balance Sheet

All \$M rounded	Jun 2012	Jun 2011	Change
Cash	34	41	-7 *
Debtors	5	2	+3
Non Current Assets	15	12	+3
Liabilities	21	15	+6
Equity	33	40	-7 *

* Offsetting Effect of Buyback on Cash and Equity

Dividends

Cents Paid (Fully Franked)



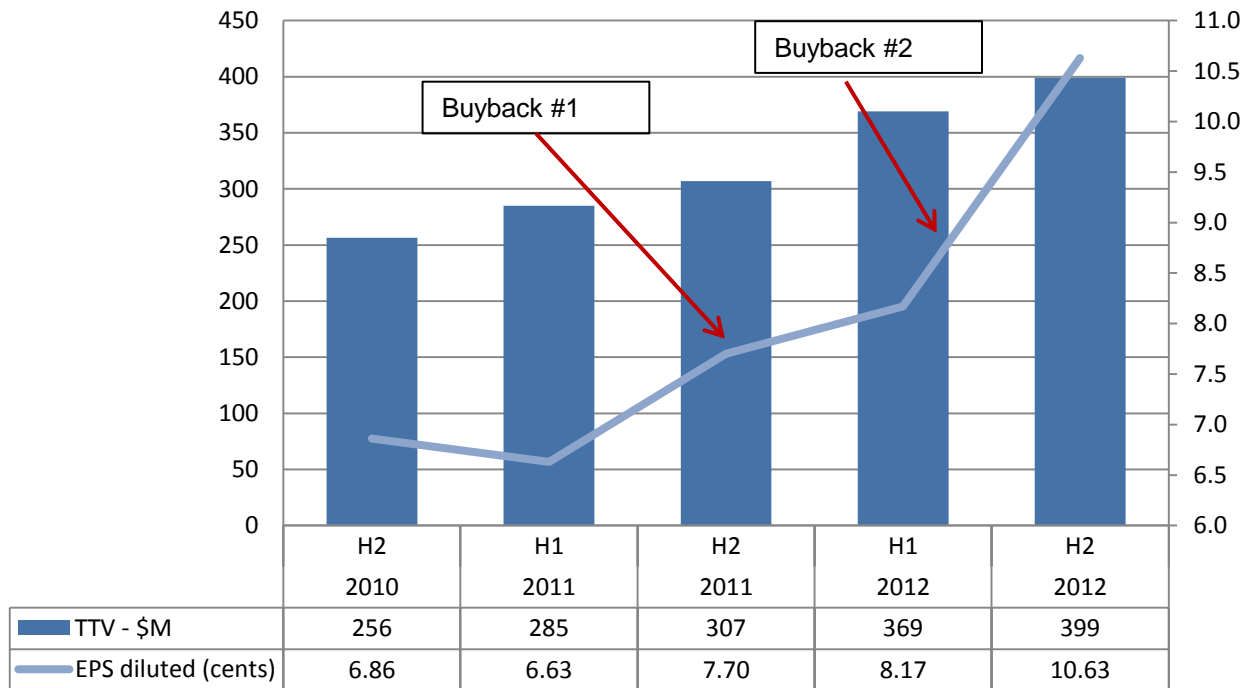
Share Buyback Summary

Buy Back #1 and #2 completed

Buyback	Shares M	Outlay \$M	Avg Price	From	To
Buy Back #1	3.9	\$7.9	2.02	Mar-11	Aug-11
Buy Back #2	3.7	\$9.6	2.61	Sep-11	May-12
Total	7.6	\$17.5	2.31		

EPS Growth

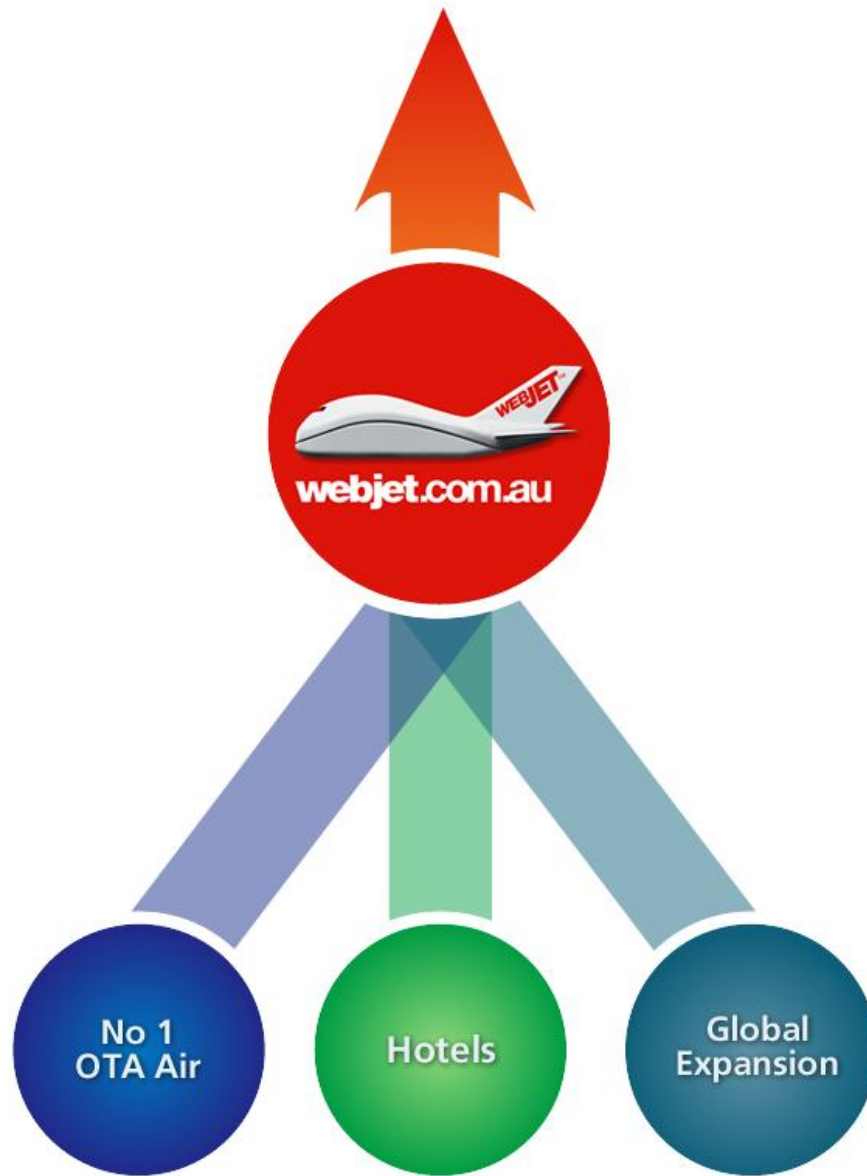
EPS First Half +23% YOY, Second Half +38%





FULL YEAR RESULTS 2011-12

John Guscic
Managing Director



NO 1 OTA – AIR*

Australia and New Zealand

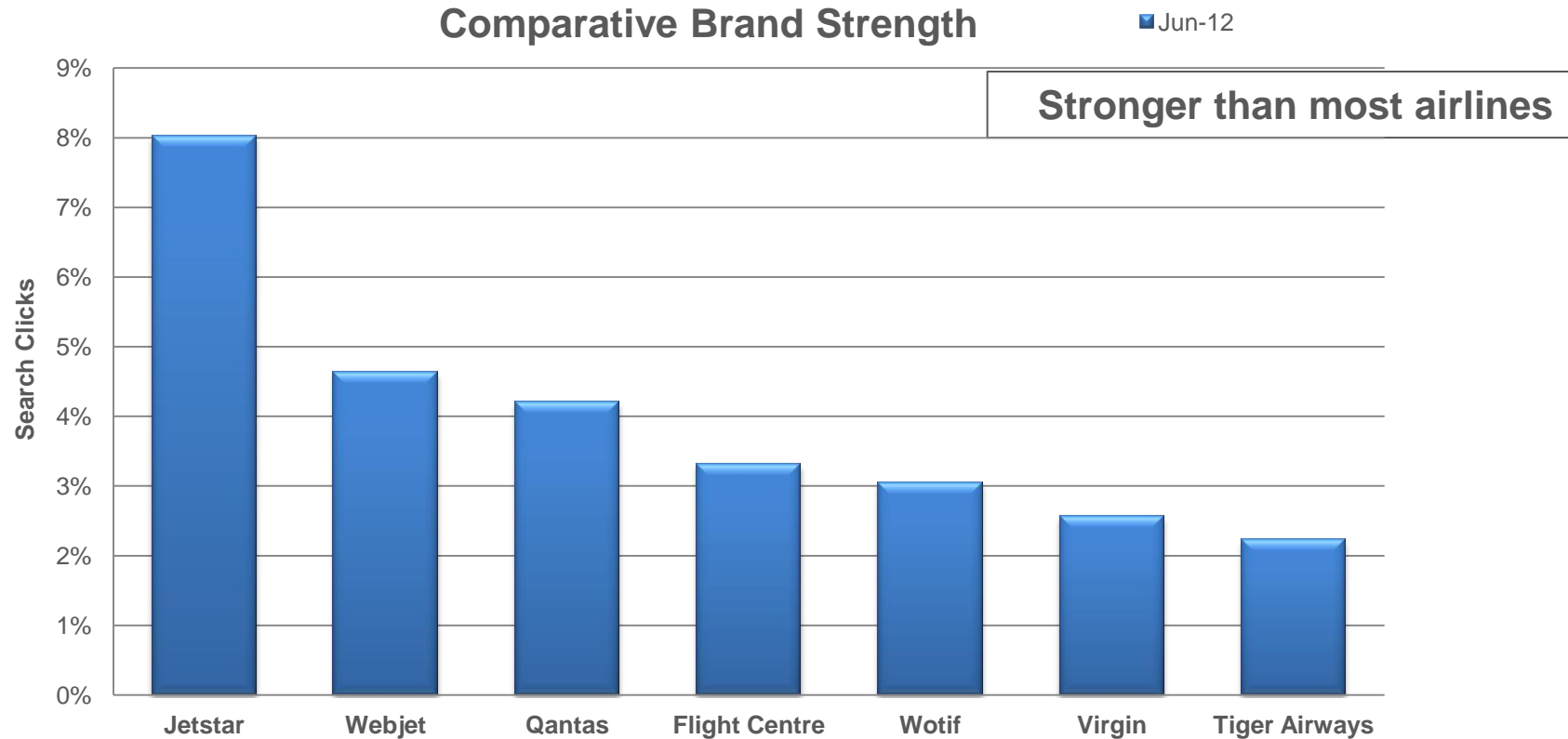
*Number 1 OTA in AU/NZ for 4 years running, as determined by Hitwise

Air

- Domestic: Share Battle is Won
 - Dominant market position
 - International: Shifting Share
 - Strong growth likely
 - Mobile: Exploding Share
 - No 1 transactional travel App
 - Mobile site deployed AU and NZ
- + 17% Bookings
 - Market down 0.2% *
 - + 34% Bookings
 - 8 times the market *
 - + 502% bookings growth

* Data: 12 months to May 2012, from BITRE, Australian Bureau of Infrastructure, Transport and Regional Economics

Webjet Brand Strength



Sources: Hitwise search traffic to Agencies & Airlines, June 2012

HOTELS

Webjet Hotels

Hotels

- TTV run rate of \$42M at June, up from \$25M in December
- FY12 was about achieving scale
- FY13 is about managing margin

Hotels

- Launch Lots of Hotels in the Middle East
 - Online B2B Hotels Business
 - Not an adventure
 - Proven team
 - Prudential management of risk
 - Launch in Q3 2013

EMERGING MARKETS

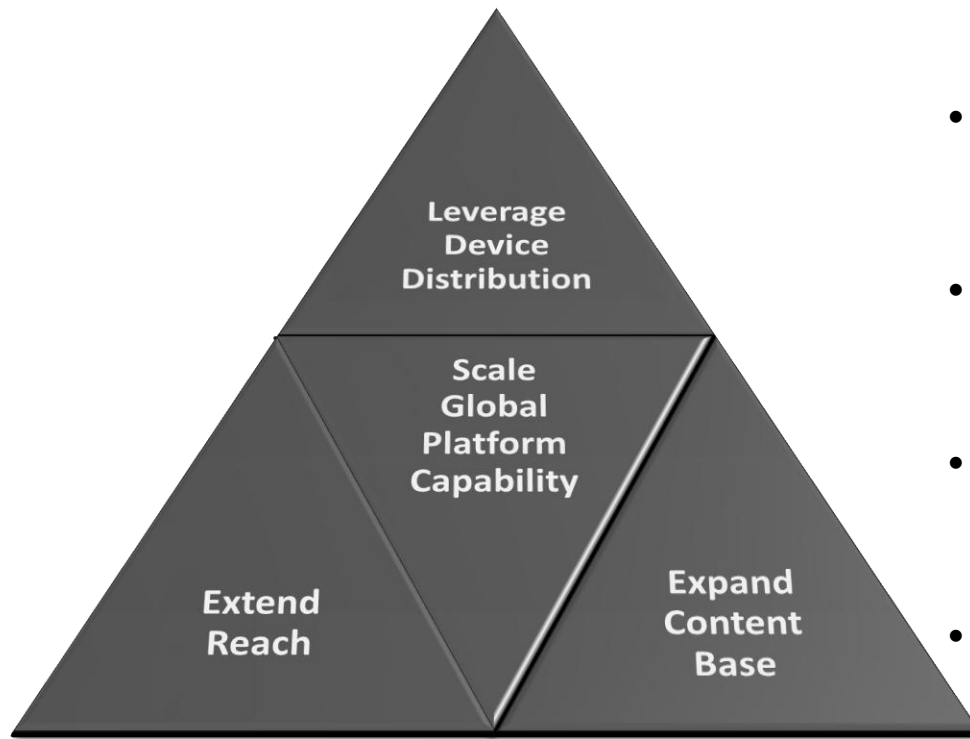
USA, Asia, South Africa

Emerging Markets

- USA: Profitable
- South Africa: Profitable
- Asia: Continue to build the brand

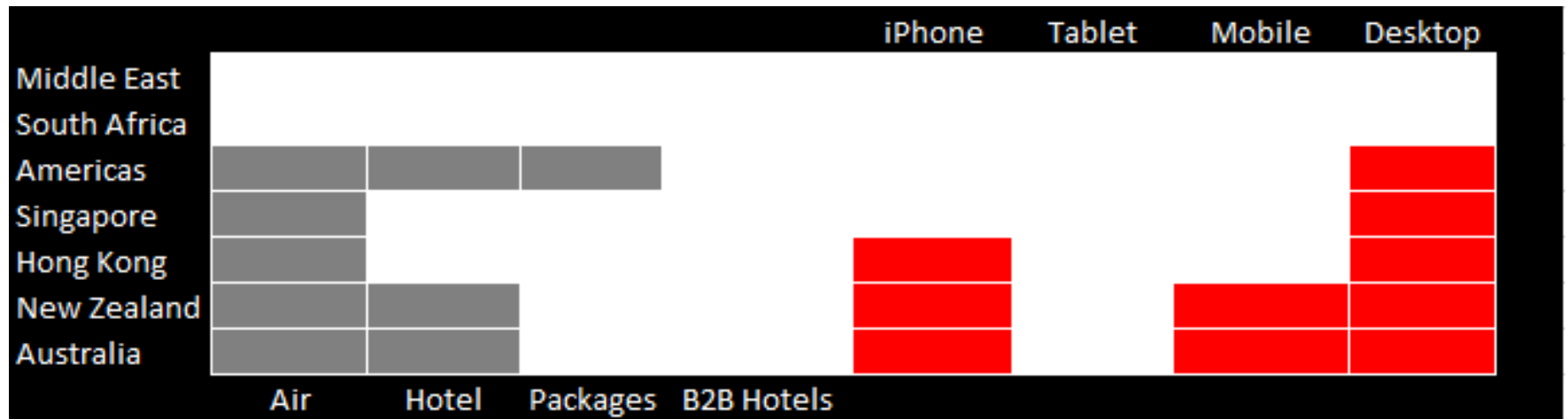
INVESTING IN THE FUTURE OF TRAVEL

FY2012: Setting Firm Foundations

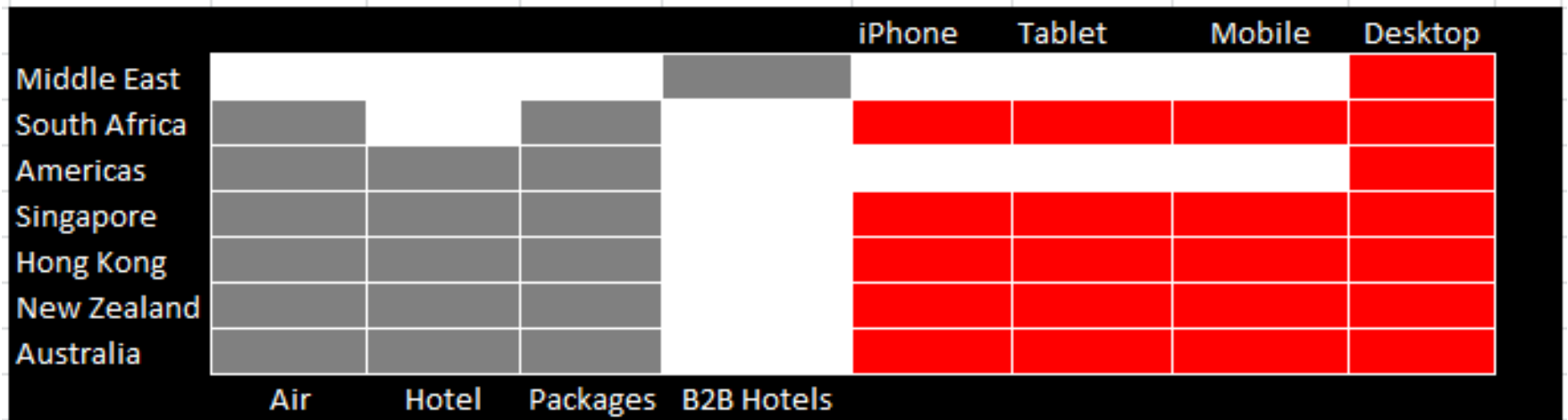


- Enter new cloud hosting agreements with Macquarie Telecom and Microsoft
- Update website utilizing new technology
- Broaden mobile offering using new technologies
- Extend content to include packages and new airlines
- Leading edge, next generation, tablet based application (to be announced shortly)

FY2012: Setting Firm Foundations



FY2013: Expanding the Market Footprint



RESULTS AND GUIDANCE

Full Year Results

+ 30% TTV

+ 25% PROFIT BEFORE TAX

+ 24% PROFIT AFTER TAX

Profit Streams

	FY12	FY13	FY14
Australia	✓	✓	✓
New Zealand	✓	✓	✓
Hotels	✗	✓	✓
Packages	✗	✓	✓
USA	✗	✓	✓
Asia	✗	✗	✓
South Africa	✗	✓	✓
Middle East	✗	✗	✓

