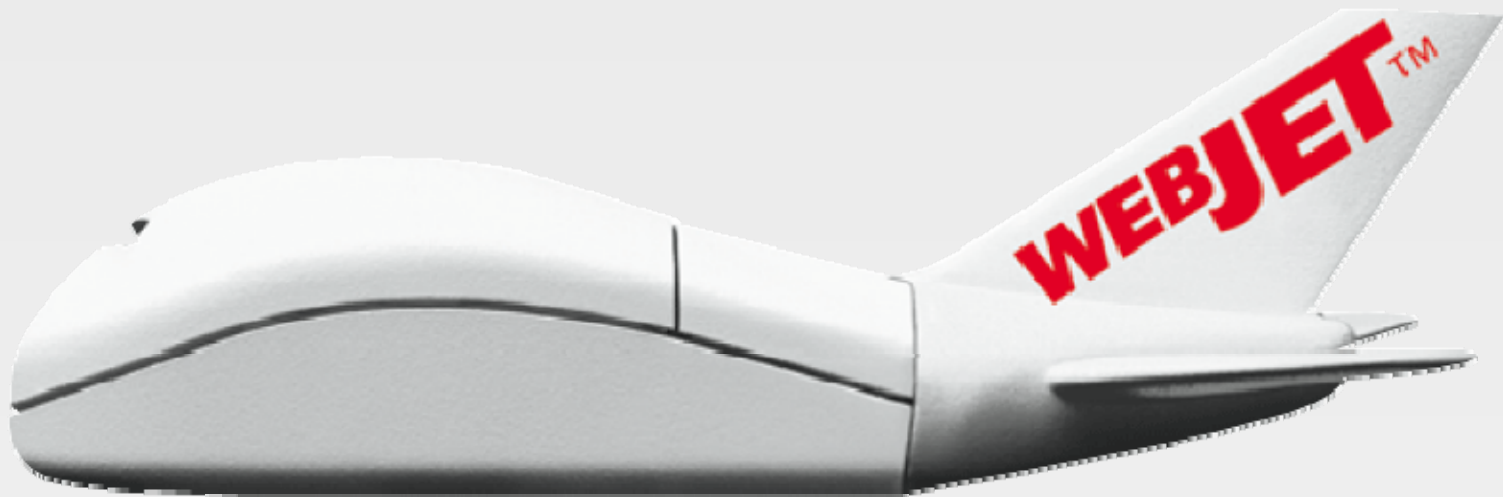


# 2010 First Half Results Presentation



Thursday 28<sup>th</sup> January 2010

## 2010 First Half Year Overview

Market Dynamics

*#1 in Australia, #3 in NZ*

Financial Performance

*40% increase in NPAT*

Full Year Outlook

*Encouraging travel market indicators*

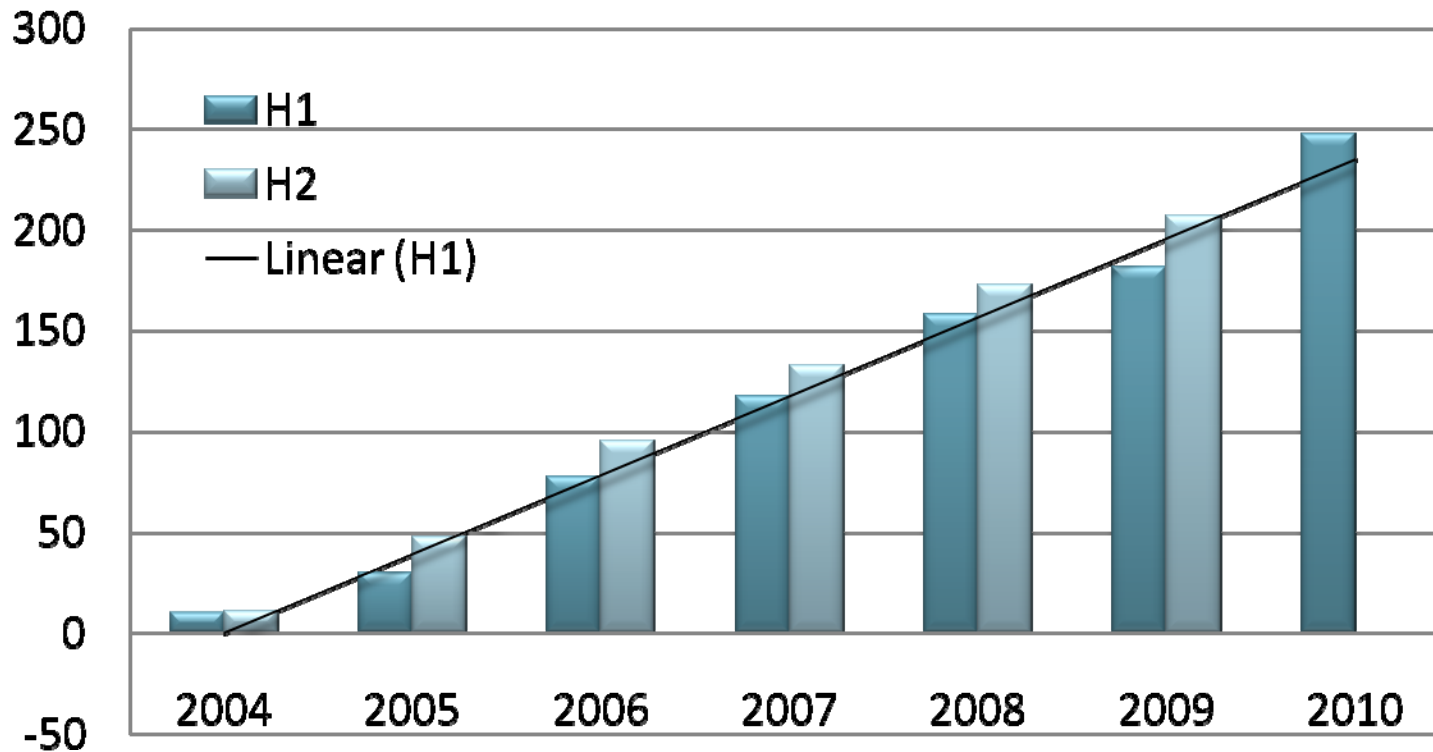


## First Half Highlights – Net Profit up 40%

All \$M	6Mths to Dec 09	6Mths to Dec 08	% Change
TTV	248	182	+37%
NPBT	7.3	5.0	+45%
NPAT	5.2	3.7	+40%
EPS	6.90 cents	4.94 cents	+40%
Dividend	5.0 cents (fully franked)	3.0 cents (fully franked)	+67%

## Growth Defies Industry Downturn

### Half Yearly TTV - \$M



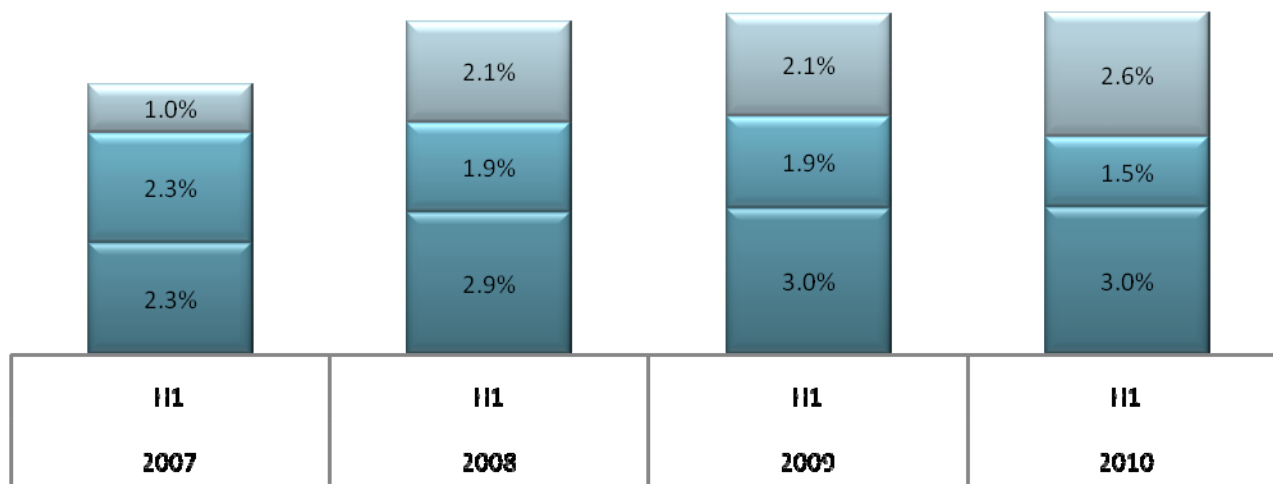
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## Profit Margins Improving

### Revenue & Costs as % TTV (excluding Interest Income)

■ Non Mktg Costs ■ Mktg Costs ■ NPBT



Expressed as a % of TTV



## Strong Balance Sheet – No Debt

All \$M rounded	Dec 2009	Jun 2009	Dec 2008
Cash	32	31	28
Debtors	2	2	1
Non Current Assets	9	8	8
Liabilities	6	7	5
Equity	37	34	32

## Key Marketing Initiatives

American Express Reward Points

•

Feb 2010

Deal Finder and Budget Breaker

•

Jan 2010 (TV)

Stay and Pay Hotels

•

Jan 2010 (TV)

Webjet North America

•

Apr 2010

iPhone

•

Q2 2010



## American Express Membership Rewards Redemption

Flights Hotels Cars Insurance Travel Guide Planitonearth Contact Us My Profile

### American Express Membership Rewards

#### Enter your details

Enter your Card details below and click 'Retrieve Points' to continue with payment. For your convenience you can split payment between your American Express Card and Membership Reward points. Please note: Points will not be deducted at this stage.



Payment Amount \$229.90 or Redeem 22,990 points  
American Express Cardnumber   
Name on Card   
Card Expiry Date (MM:YY) 01 ▼ 10 ▼  
Security Code   
Your Billing Postcode

Membership Rewards [terms and conditions](#)

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### Best fare of the day from **Melbourne** to **Cairns** return

Departures between: 30/11/2009 and 28/02/2010(Days staying: 3)

cheapest flight

Departing Melbourne:	 Mon 22 Feb 9:35 AM	 Wed 24 Feb 9:45 AM	 Sat 27 Feb 8:45 AM	 Sun 28 Feb 9:35 AM
Departing Cairns:	 Thu 25 Feb 12:40 PM	 Sat 27 Feb 12:40 PM	 Tue 2 Mar 12:50 PM	 Wed 3 Mar 12:50 PM
	<a href="#">\$344</a>	<a href="#">\$311</a>	<a href="#">\$278</a>	<a href="#">\$311</a>

(As at 09:00am EST Wed 27 January 2010, subject to availability)

[Search Flights](#)



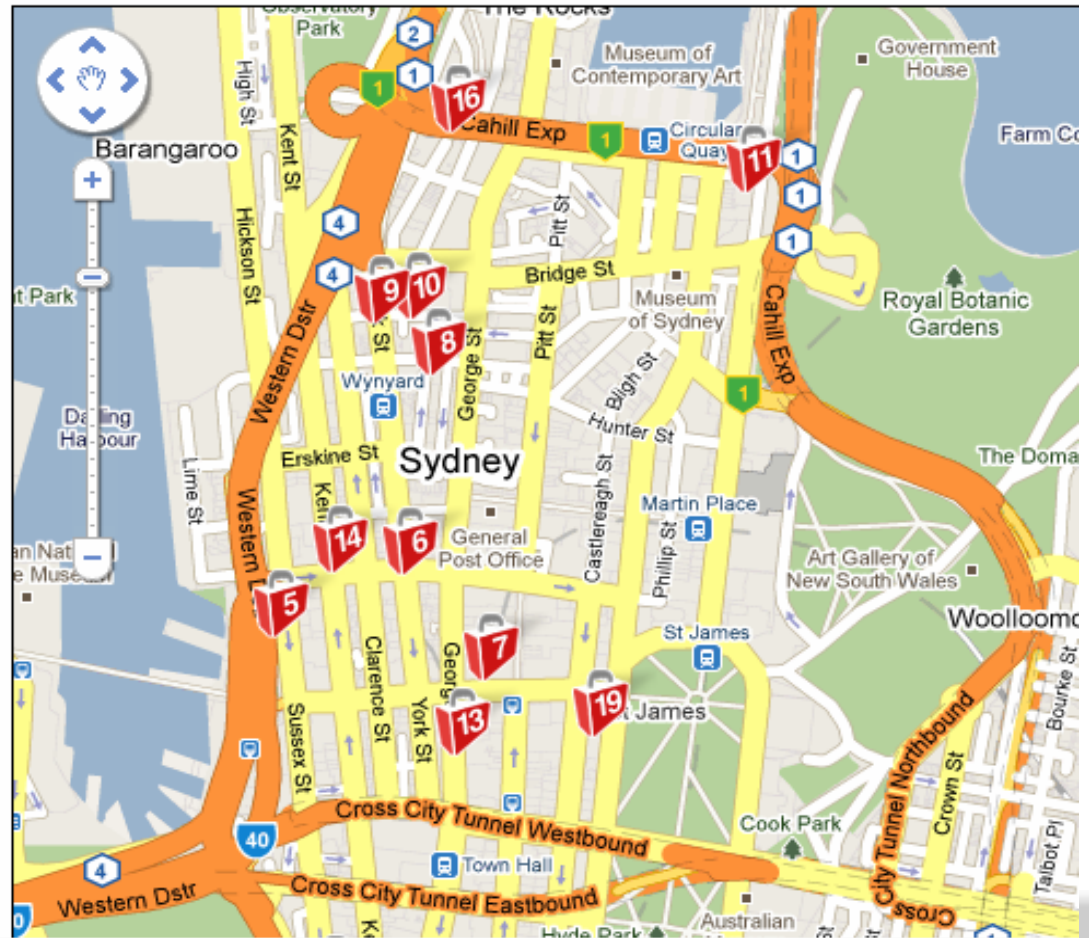
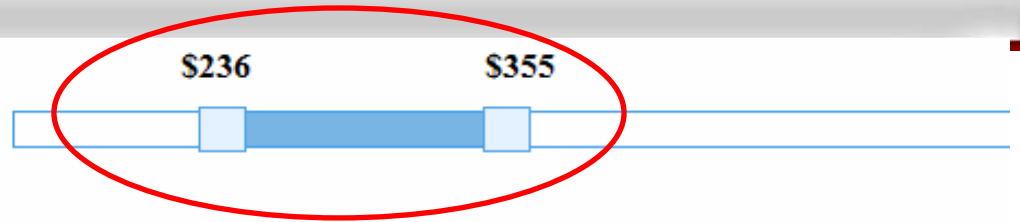
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Search

- 4 RADISSON HOTEL SUITES SYDNEY**  
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- 5 FOUR POINTS BY SHERATON SYDNEY**  
★★★★★  
From AU\$ 240 per night  
We are Four Points by Sheraton...  
[Select](#)
- 6 GRACE HOTEL SYDNEY**  
★★★★★  
From AU\$ 240 per night  
The Grace Hotel is an elegantly restored 11 storey heritage-listed Art Deco hotel built in 1930...  
[Select](#)
- 7 SWISSOTEL SYDNEY**  
From AU\$ 247 per night  
Swissôtel Sydney is a deluxe hotel located in the heart of the

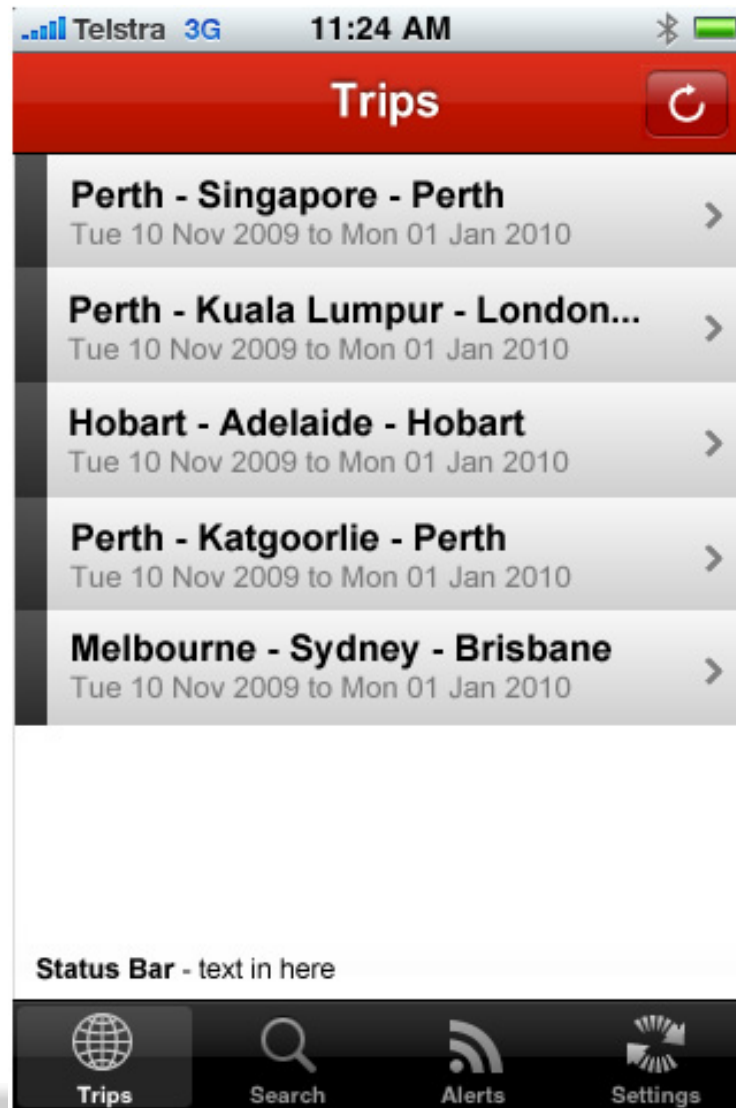


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## Outlook

...Webjet substantially outperforming the whole industry

January 2010 growth trajectory unchanged

Indications of demand recovery

Australian macro indicators currently favourable

Airline capacity increases

Consumer re-calibration of prices

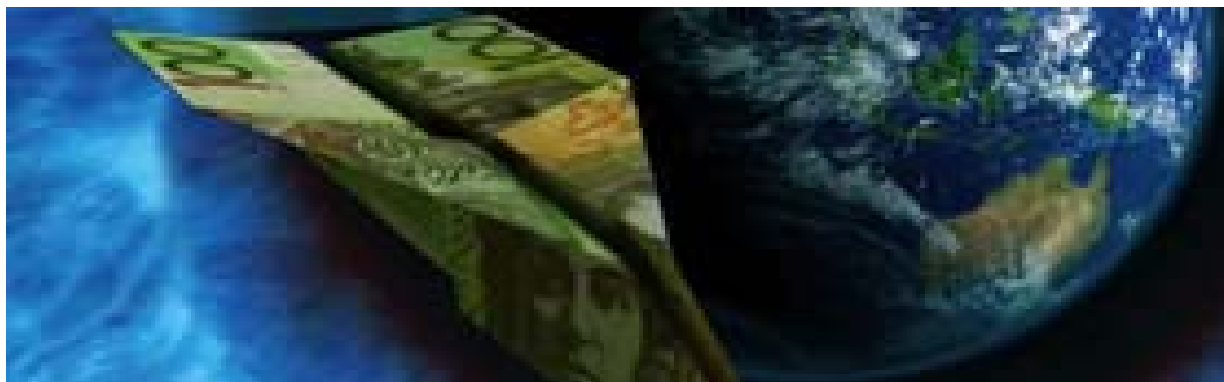
Second Half 2010 expectation encouraging



**Webjet Limited**

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Thank you for attending



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