



2 February 2007

MARKET UPDATE – INVESTOR BRIEFING

A handwritten signature in black ink, appearing to read 'David Clarke'.

David Clarke
Managing Director
Webjet Limited

For further information contact David Clarke on (03) 9828 9723
Webjet – Australia's Multi Award Winning Online Travel Service
http://www.webjet.com.au/About_us/Awards.html



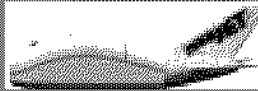
Webjet Market Update

innova
journey

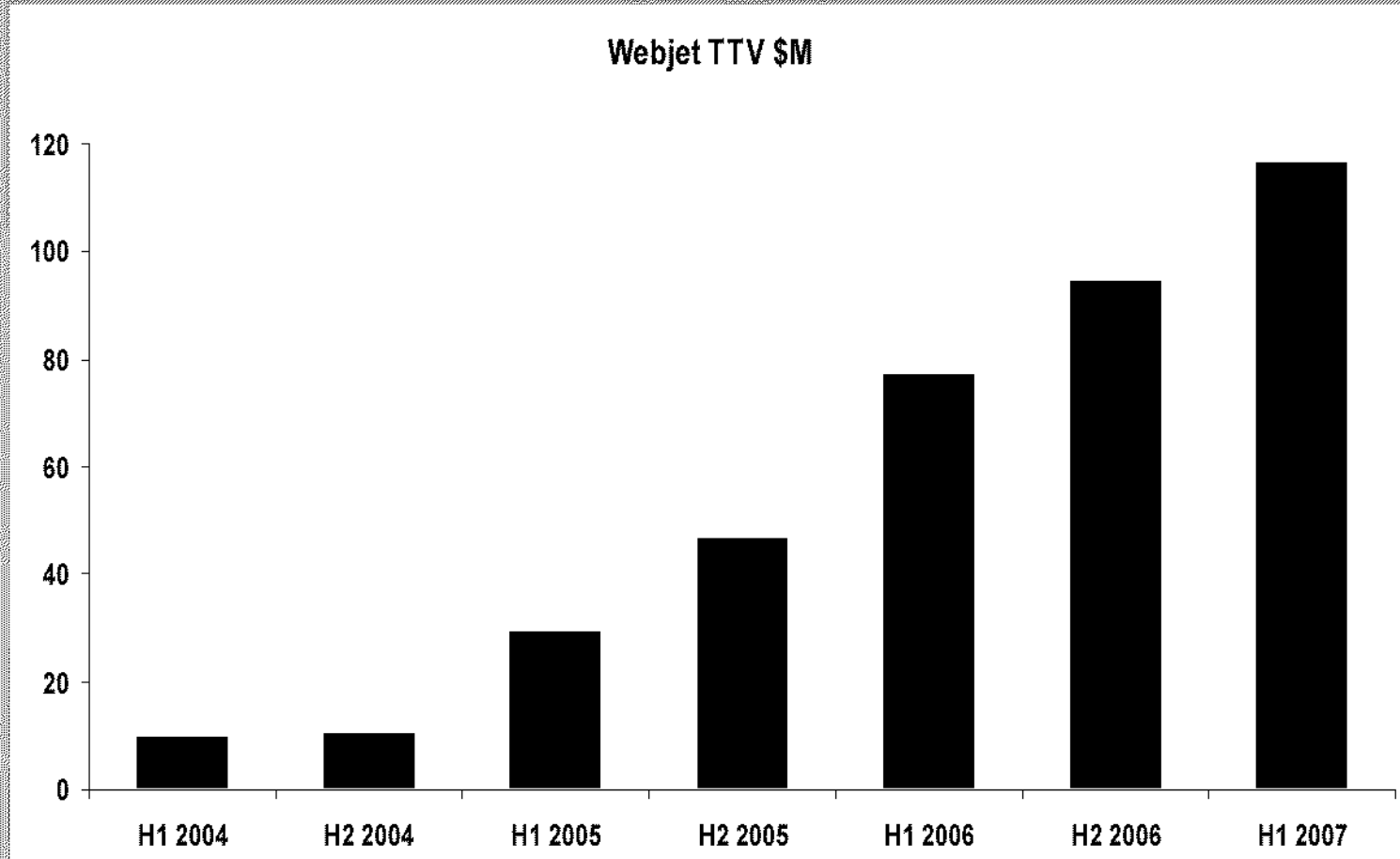
February 2007

Award Winning Growth

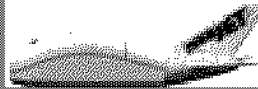
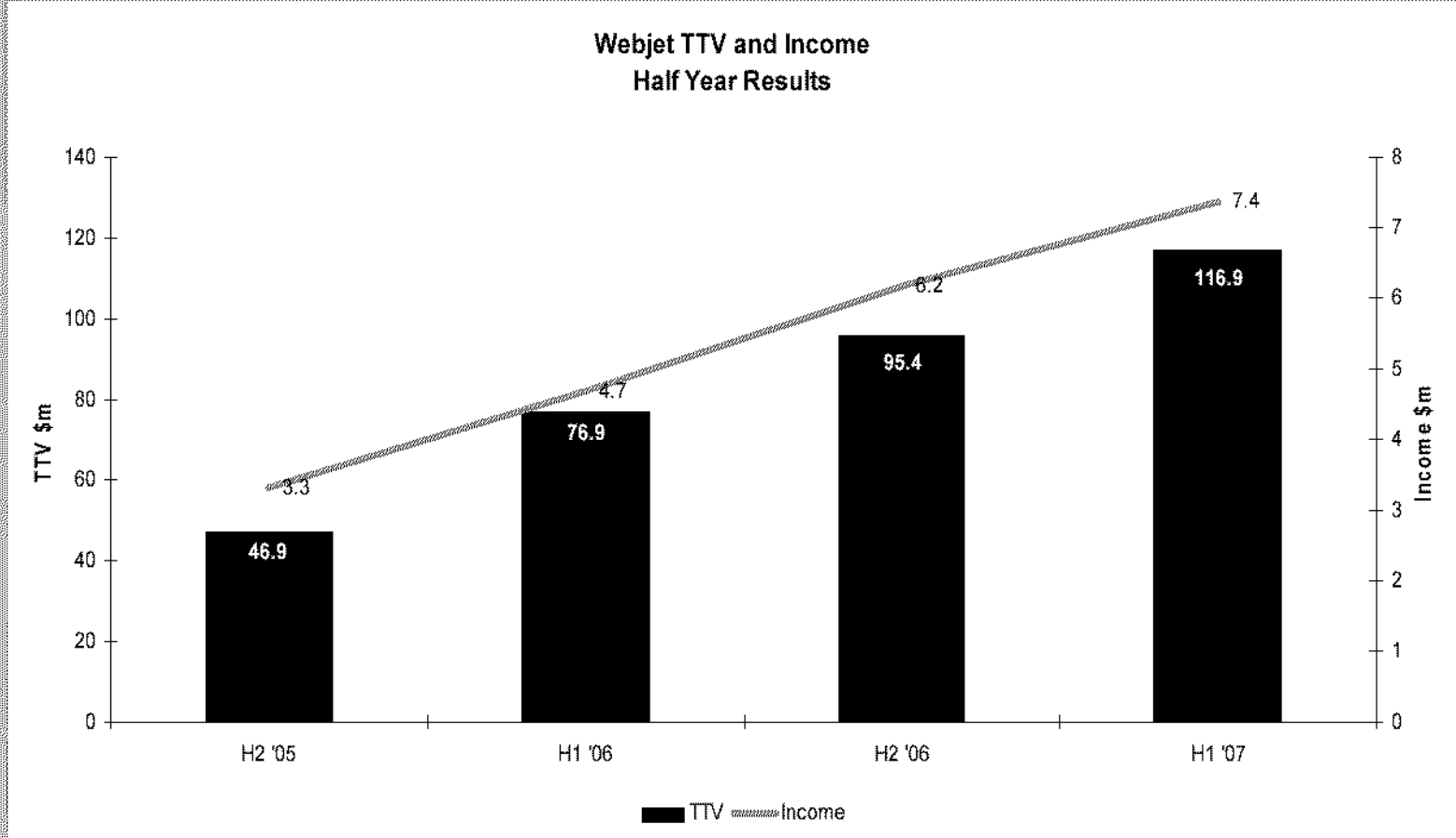
- 20th BRW Fast 100
- 15th Deloittes Fast 50
- 630% Growth over 3 Yrs



Continued TTV Growth

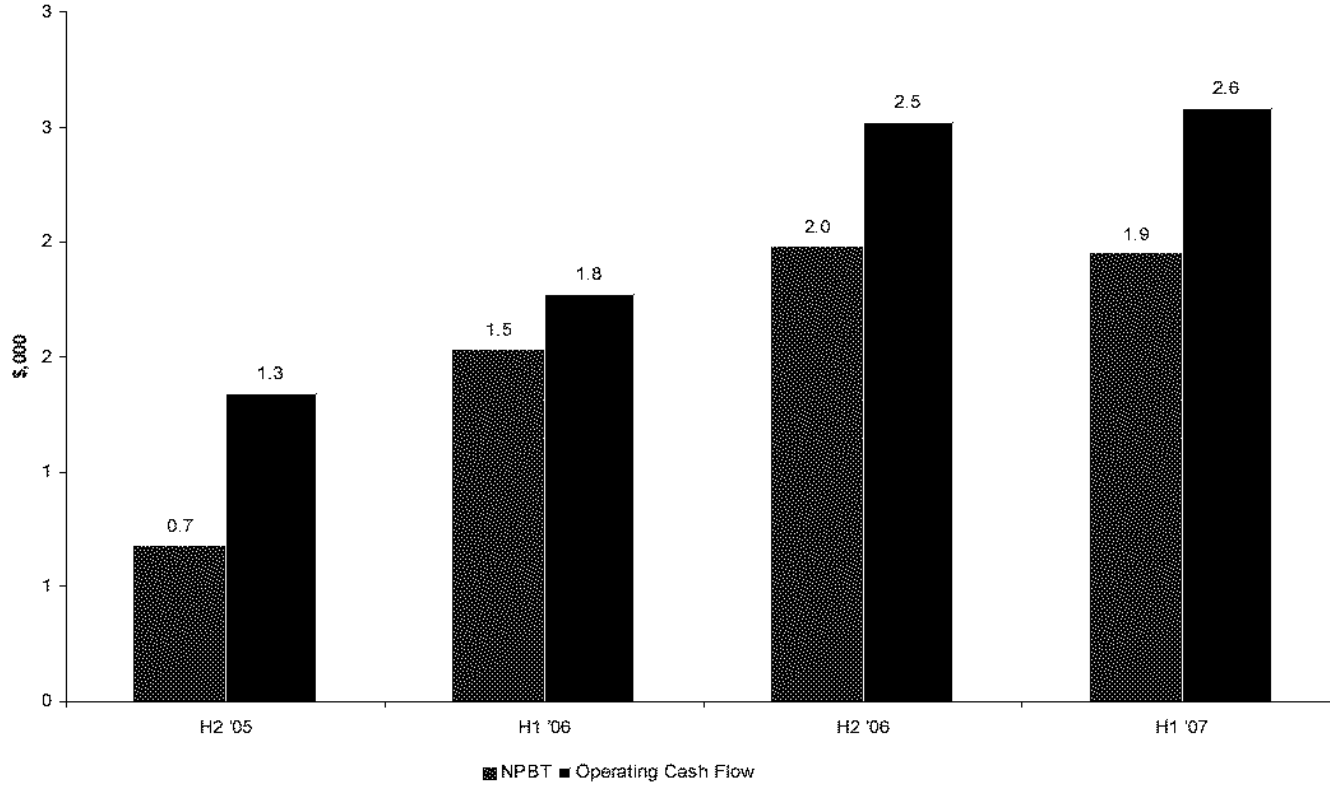


Margins Same, Gross Profit Up

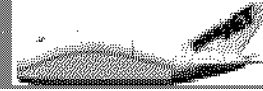


Profit is Cash

Webjet NPBT & Operating Cash Flow

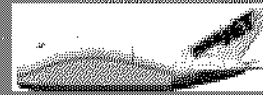
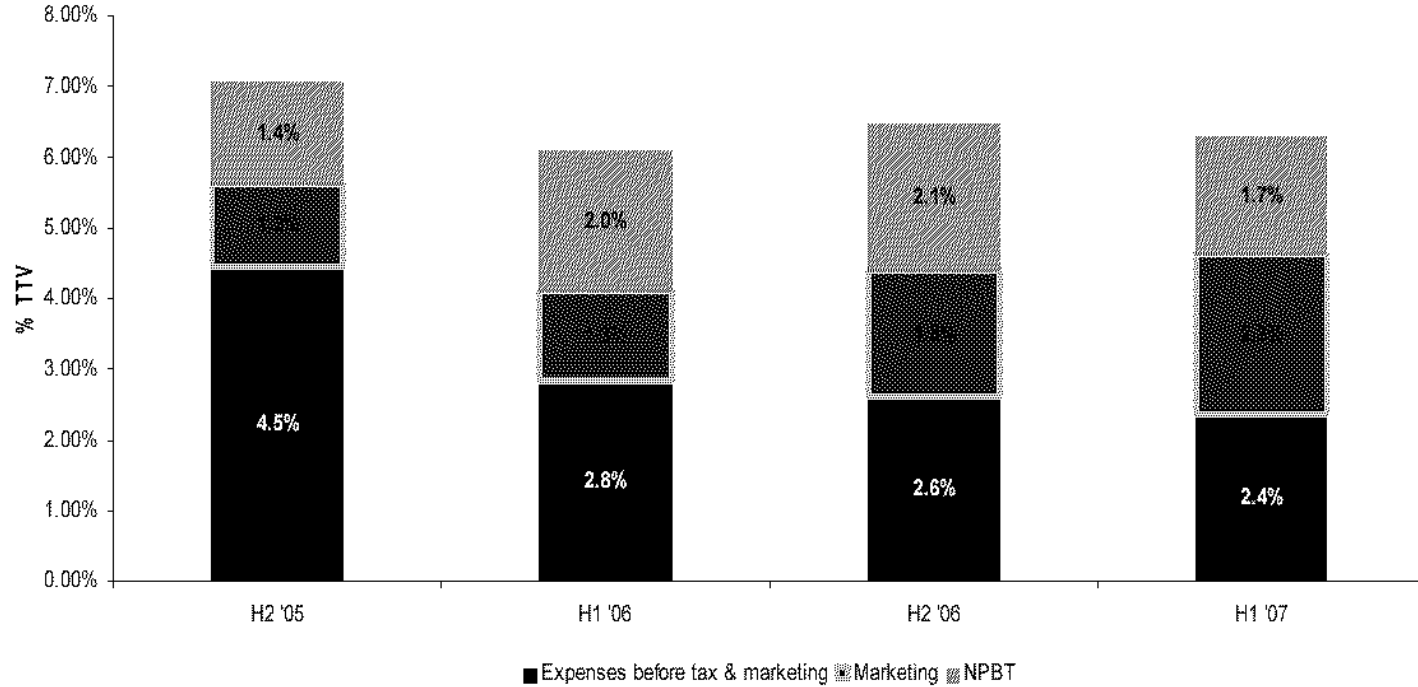


■ NPBT ■ Operating Cash Flow

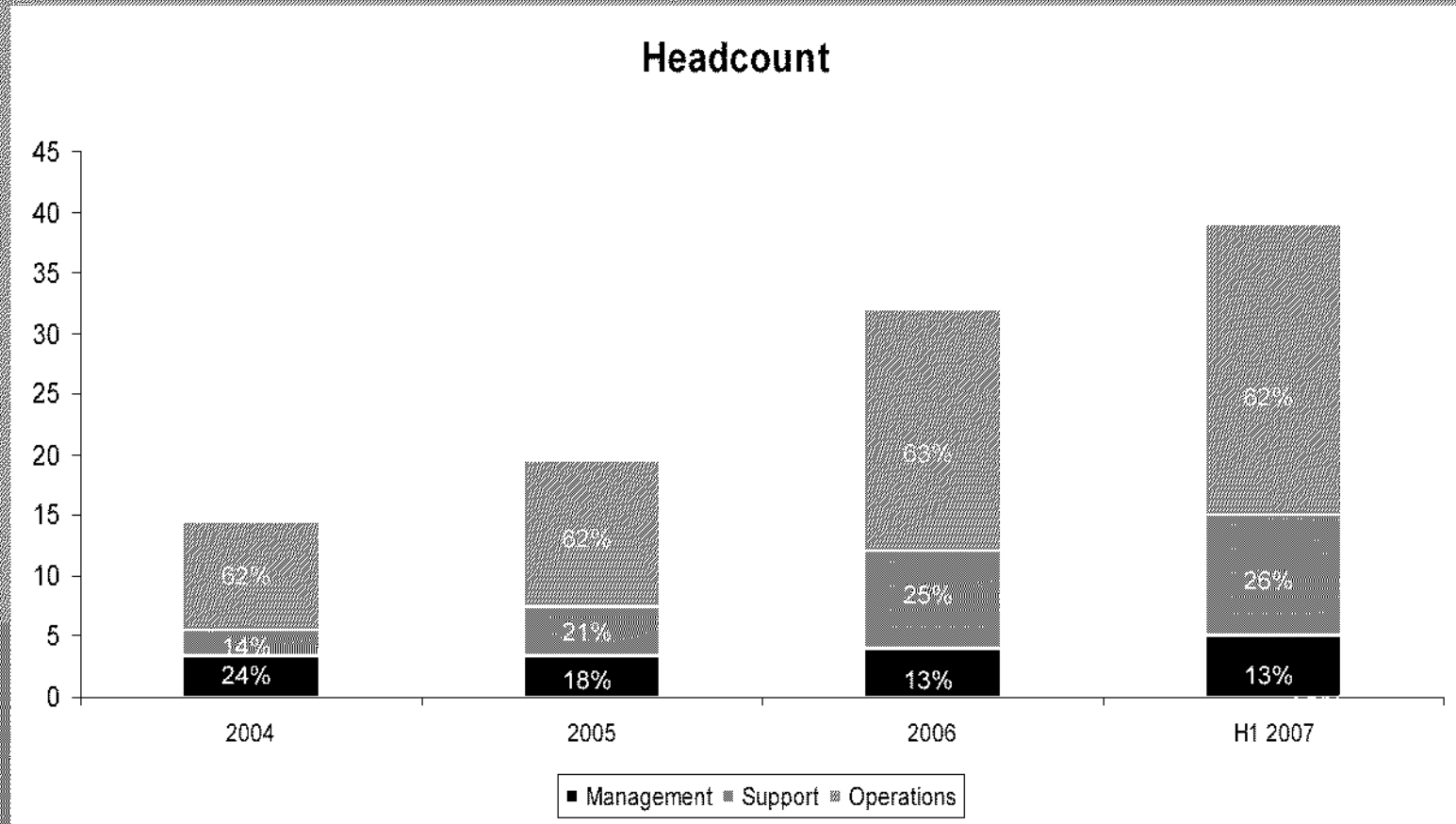


Costs down, Marketing Up

Webjet expenses before tax*, Marketing expenses and NPBT Margin



Economy of Scale





Strategic Issues

- Successful Brand Development
- Strong Market Share (Hitwise)
 - Consistently #1 or #2
 - Big Gap to Next Group
- International Air – Magic Fare Finder
 - Beta release 5th Feb
 - Unique competitive advantage
 - Changes value proposition
- PLANITONEARTH project in final stages
- Acquisition opportunities remain under examination
- Capital management - further advice in the June quarter



International Magic Deal Finder

WEBJET
It's amazing!



JOIN OUR MAILING LIST
Click Here

HOME

FLIGHTS

HOTELS

CARS

MY PROFILE

CHANGE MY BOOKING

INSURANCE

TRAVEL GUIDE

About Us | Site Map

Privacy/Security

Contact Us/help

International Flight Search

Start new Search

From: **Melbourne** To: **Bangkok**
Type: **Return** Class: **Economy**
Departing: **Thursday 01 Mar 2007**



Service Centre Chat Line

Enter A Question

ASK

The fares below are a guide only and are intended to help you choose your dates and airfares. Results are based on current searches made by our customers and are based on departure dates only. Prices are inclusive of taxes and surcharges and are not guaranteed. Hover over the fare to get the airfare breakdown. Wave your wand (or mouse) over the fares below to view more details.

Lowest Price Guide Highest

Return to flight results

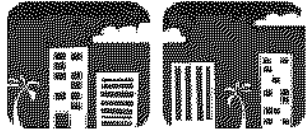
Modify Search

Prices displayed are subject to availability	THAI	CATMIA	EA	QANTAS	Jetstar	Last Update	
Thu 15 Feb	865	1475	1659	1186	2623	1902	29-Jan
Fri 16 Feb	1731	2049	1386	2759	2497		28-Jan
Sat 17 Feb	1330	1556	1603	1385	1342		30-Jan
Sun 18 Feb	2559	1513	1285	934	1242	931	30-Jan
Mon 19 Feb	1502	1513	1659	960	1442	841	25-Jan
Tue 20 Feb	865	1475	1326	949	1135		30-Jan
Wed 21 Feb	1029	1475	1319	949	1235		30-Jan
Thu 22 Feb	1099	1513	1319	959	1442	811	25-Jan
Fri 23 Feb	1029	1551	1319	959	1455		29-Jan
Sat 24 Feb	1029	1513	1207	959	1511		29-Jan
Sun 25 Feb	1029	1513	1287	1186	1304	1622	27-Jan
Mon 26 Feb	865	1365	1271	959	1085	811	25-Jan
Tue 27 Feb	1190	1365	1211	959	1085		29-Jan
Wed 28 Feb	865	1365	1211	949	1185		30-Jan
Thu 1 Mar	1174	1405	1219	955	1364	831	29-Jan
Fri 2 Mar	1779	2729	2425	1917	2447		22-Jan
Sat 3 Mar	865	1365	1211	959	1085		
Sun 4 Mar	1731	2729	2425	1997	2169	102	
Mon 5 Mar	889	1405	1211	949	1262	81	

AIRFARE DETAILS
Jetstar

Base fare: \$530.00
Taxes: \$301.00

Good Growth in Hotel Sales



Lots of Hotels.com.au

Owned & operated by Webjet

[Hotels](#) [Apartments](#) [Last minute deals](#) [Flights](#) [Car hire](#) [Home](#)

[Australia](#) » [Sydney](#)

Hotels in Sydney, Australia

Check in: Wednesday, 24 January 2007

Number of nights: 2

Check out: Friday, 26 January 2007

Currency: AUD\$



Country

Australia

City

Sydney

Locations

Show all

Accommodation type

5* 4* 3*

Sort results by

Price

Check in

24/1/2007

Check out

26/1/2007

Search

Search results

[View on Street Map](#)

[View on Satellite Map](#)

[View on Combined Map](#)

Search results 0-110 of 110

