

Half Year Results

6 months ending December 2010



9 Feb 2011



December 2010 Half Year Review

Financial Performance

Sales up 15%, Profit and Dividend Maintained

Market Dynamics

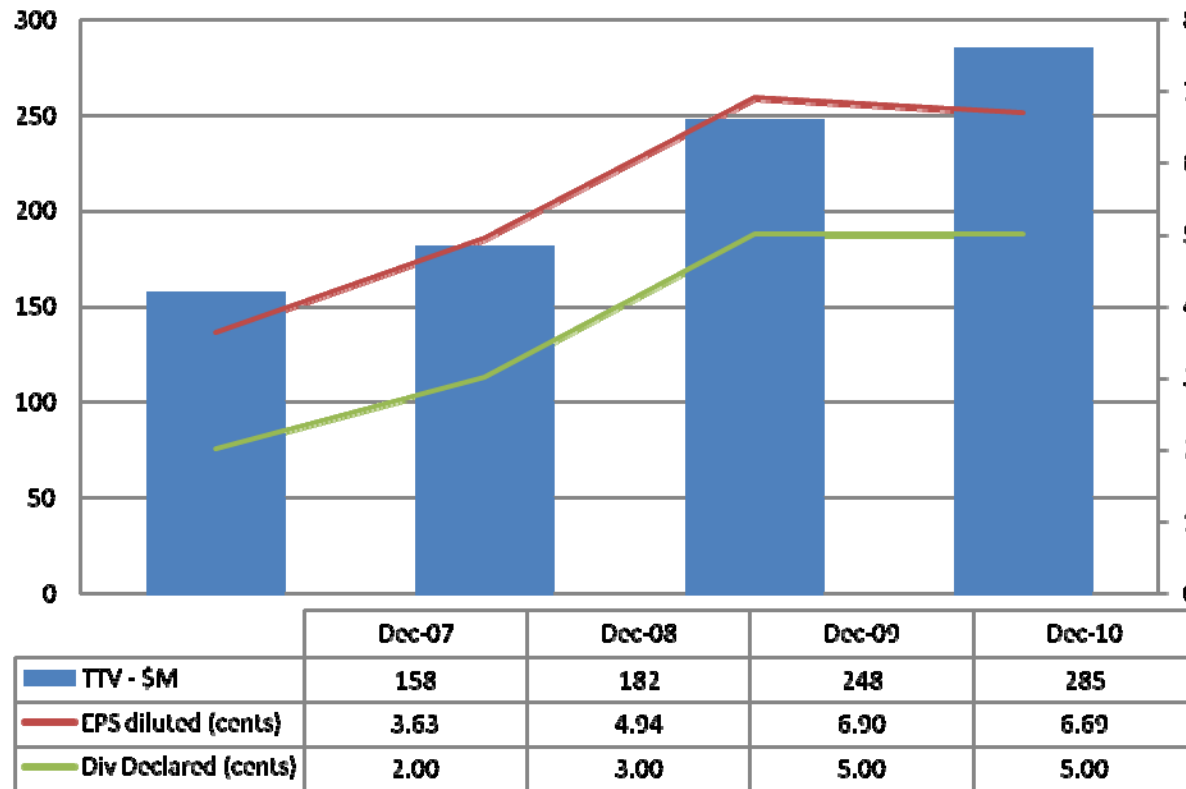
#1 in Australia, #1 in NZ

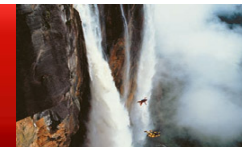
Developments

Now in Substantial Development Phase



Development Phase Underway





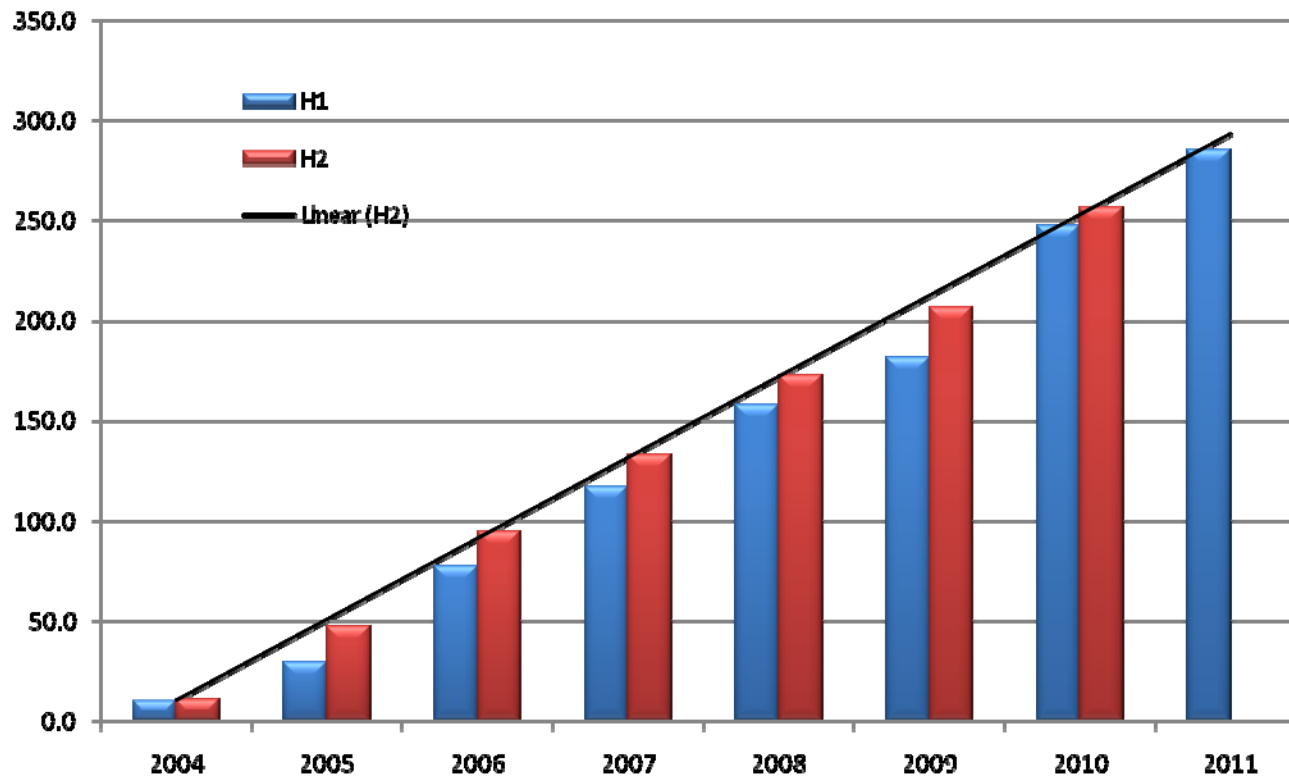
Highlights – Profit and Dividend Maintained

All \$M	Dec 09	Dec 10	% Change
TTV	248	285	+15%
NPBT	7.3	7.3	-
NPAT	5.2	5.0 ⁽¹⁾	(4)%
EPS (diluted)	6.9 cents	6.7 cents	(3)%
Dividend (fully franked)	5.0 cents	5.0 cents	-

(1) \$250,000 due diligence cost



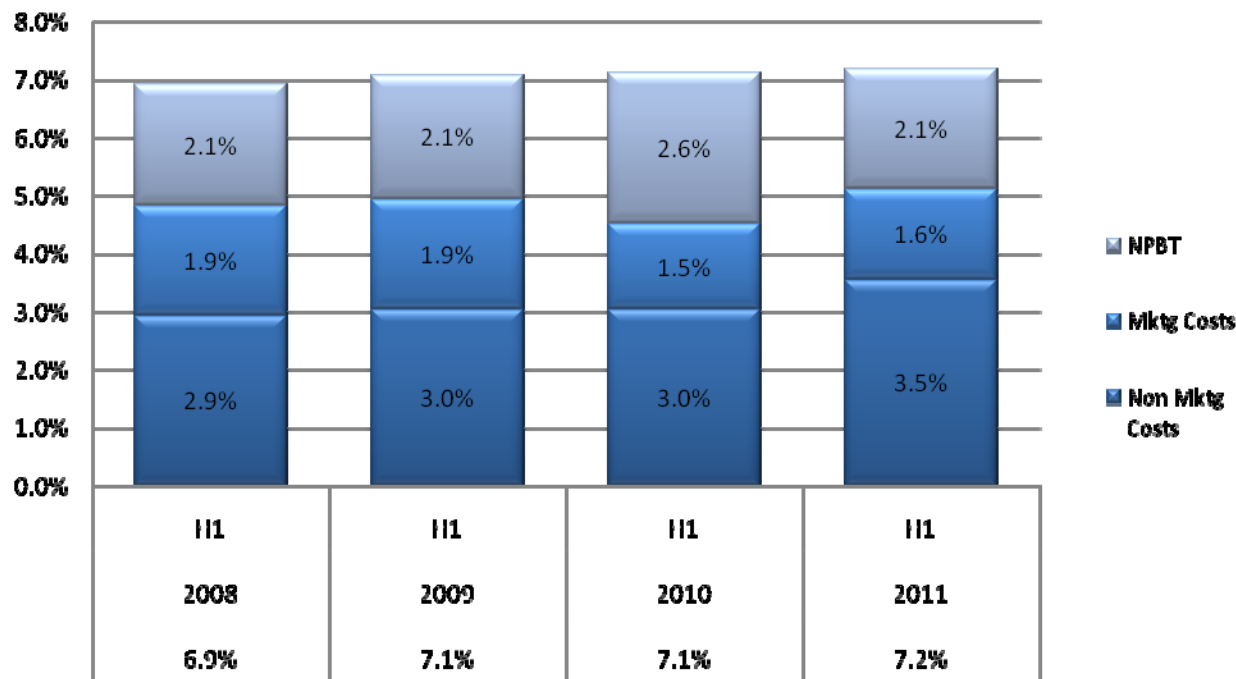
Sales Growth – Fourteen Consecutive Halves

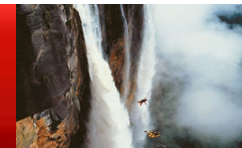




Margins Maintained

Revenue & Costs as % TTV
(excluding Interest Income)





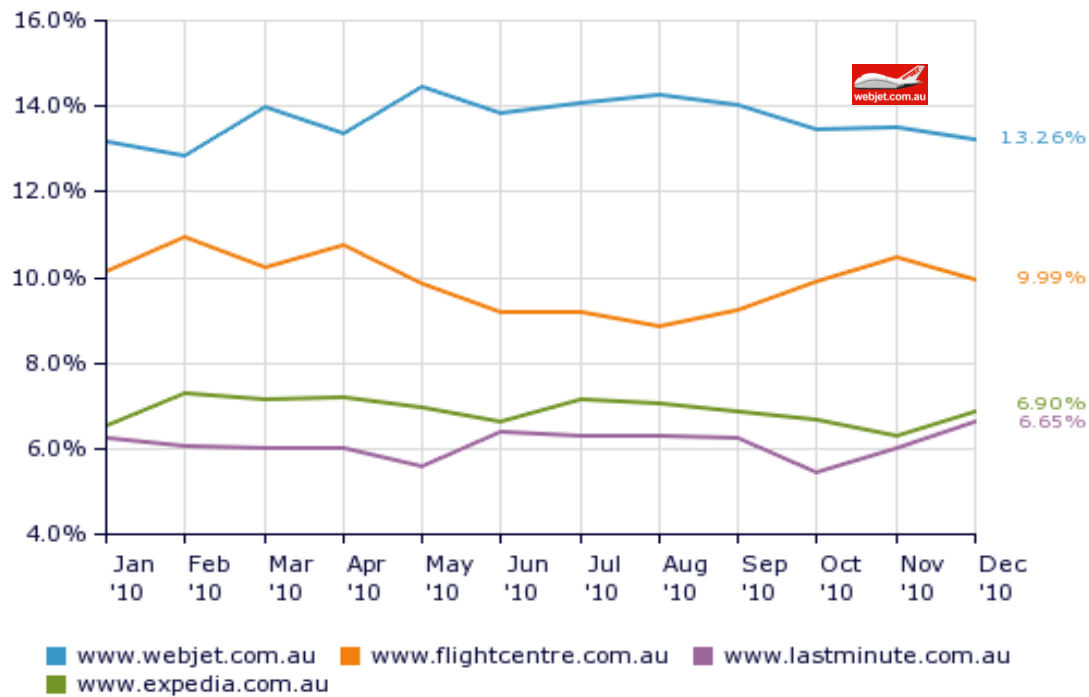
Balance Sheet Unchanged

All \$M rounded	Dec 2009	Dec 2010	Change
Cash	39	40	+1
Debtors	2	3	+1
Non Current Assets	10	11	+1
Liabilities	11	12	+1
Equity	40	42	+2



Market Share - Australia

Webjet clear #1




Monthly market share in 'Travel - Agencies', measured by visits, based on Australian usage.

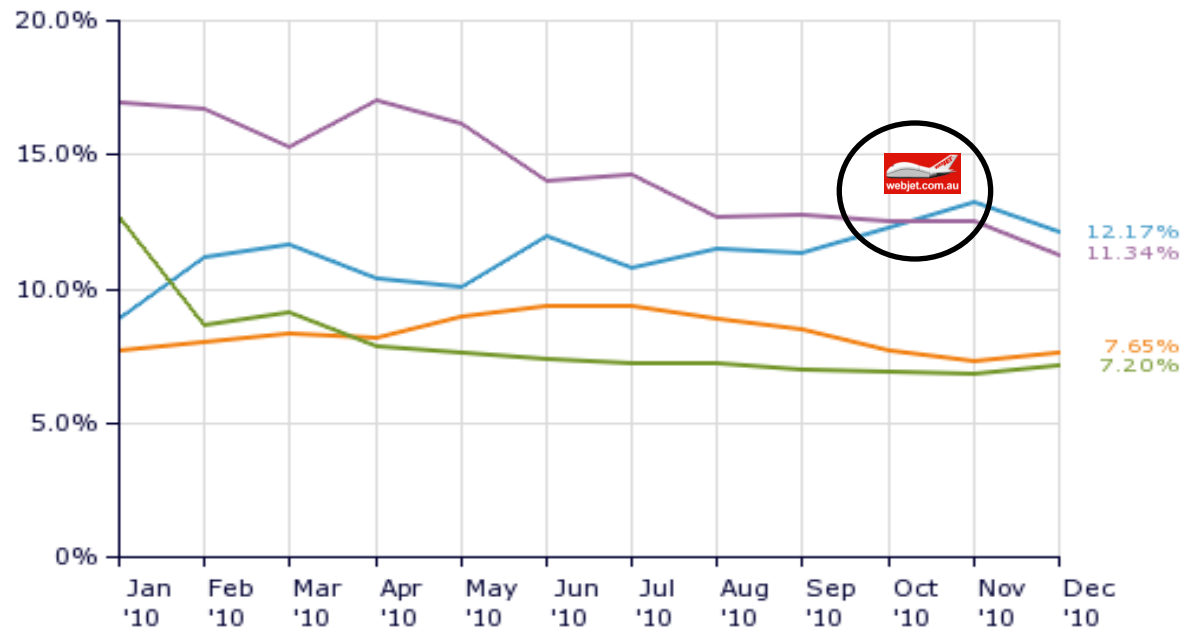
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Market Share – New Zealand

Webjet moves into #1 position

 New Zealand



■ www.webjet.co.nz ■ www.expedia.co.nz ■ www.houseoftravel.co.nz
■ www.flightcentre.co.nz

Monthly market share in 'Travel - Agencies', measured by visits, based on New Zealand usage.

Created: 31/01/2011. © Copyright 1996-2011 Hitwise Pty. Ltd. Source: Experian Hitwise New Zealand



Growth Strategy

Geography

Product

Advanced

Australia ⁽¹⁾ = Clear #1
NZ ⁽¹⁾ = Moved to #1

Deal Finder Alerts
Low Cost Carrier Content

Evolving

USA = Apr-10
SIN + HKG = Feb-11
Europe = 2nd Half 2011

Merchant of Record
Mobile Apps
Hotelclub Deal

(1) Based on Hitwise Visitors



iPhone

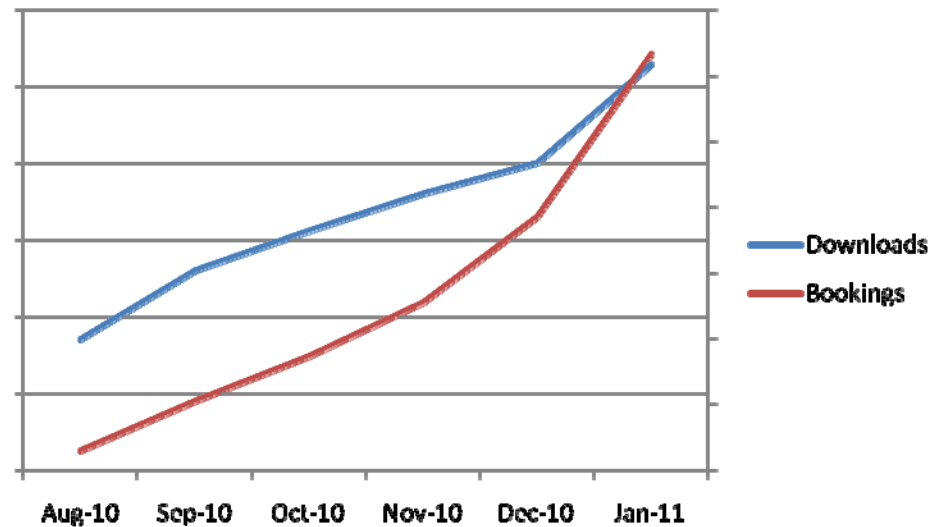
- Number #1 OTA Australia
- Number #1 OTA NZ





iPhone

- Over 100,000 downloads
- Strong booking growth (from low base)



Axis detail intentionally removed



Deal Finder

- Added 'Bags' and 'No Bag' Displays

Departing Flights from Sydney to Auckland (one way) [View Returning Flights](#)

dealfinder

	No bags			With bags				
	Jet	pacific blue	AIR NEW ZEALAND	Jet	pacific blue	QANTAS	AIR NEW ZEALAND	Emirates
Frequent Flyer	Qantas	Velocity	Star Alliance	Qantas	Velocity	One World	Star Alliance	Emirates
Fri 1 Apr	\$189	\$189	👤 \$174	\$209	\$209	\$203	\$194	\$235
Sat 2 Apr	👤 \$169	\$189	👤 \$174	\$189	\$209	\$203	\$194	\$235
Sun 3 Apr	👤 \$169	\$189		\$189	\$209	\$203	\$194	\$235
Mon 4 Apr	👤 \$169	\$189		\$189	\$209	\$219	\$233	\$254
Tue 5 Apr	👤 \$129	\$189	\$194	👤 \$149	\$209	\$219	\$214	\$235
Wed 6 Apr	👤 \$129	\$189	👤 \$174	👤 \$149	\$209	\$203	\$194	\$235
Thu 7 Apr	👤 \$169	\$189		\$189	\$209	\$219	\$233	\$254
Fri 8 Apr	\$189	\$209	👤 \$174	\$209	\$229	\$203	\$194	\$235
Sat 9 Apr	\$189	\$229		\$209	\$249	\$219	\$233	\$254
Sun 10 Apr	👤 \$169	\$189		\$189	\$209	\$219	\$214	\$235



Deal Finder

- Budget Breaker TV ads

Step 1: Departure City:

Step 2: Destination(s): Domestic New Zealand International

Step 3: Departure Month:

Display flight prices in: Dollars MEMBERSHIP rewards

Slide to adjust \$650 \$900

Cheapest International Flights (return)

Bali
fr \$723
[Search](#)

Singapore
fr \$735
[Search](#)

Beijing
fr \$800
[Search](#)

Jakarta
fr \$828
[Search](#)

Shanghai
fr \$836
[Search](#)

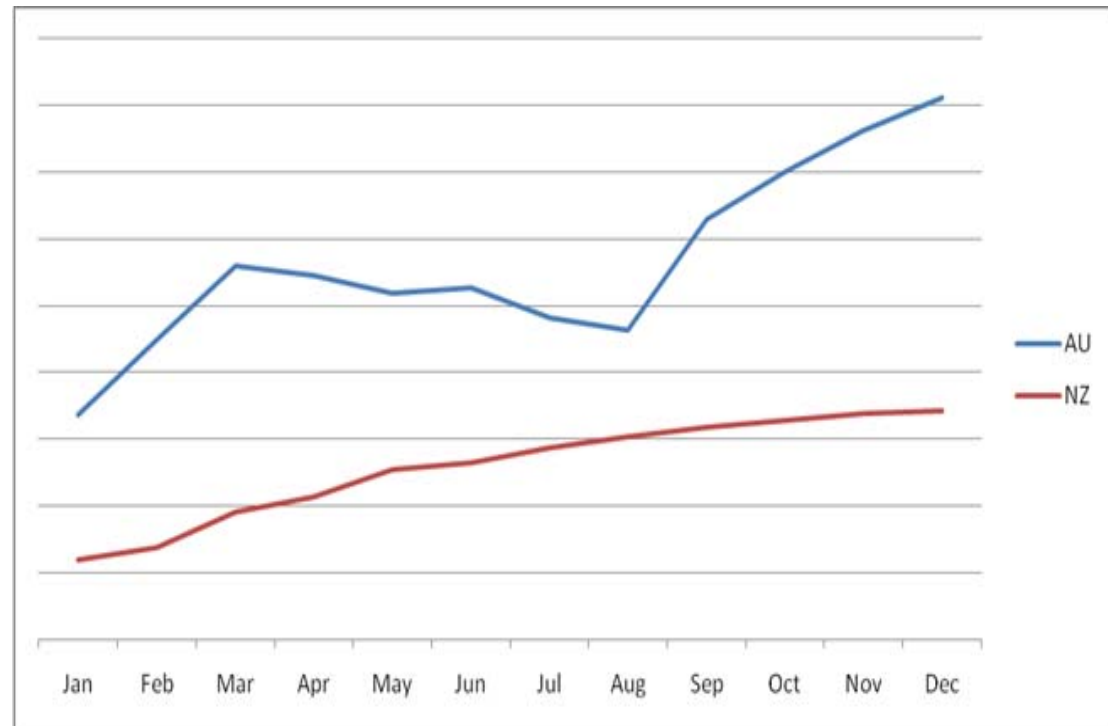
Manila
fr \$851
[Search](#)

Bangkok
fr \$874
[Search](#)



Deal Finder

- Strong growth in Deal Alert Service



Axis detail intentionally removed

Webjet Limited

Experience the Wonder

Thank you for attending

