



FULL YEAR RESULTS 2010-11

John Guscic
Managing Director



NO 1 OTA - AIR

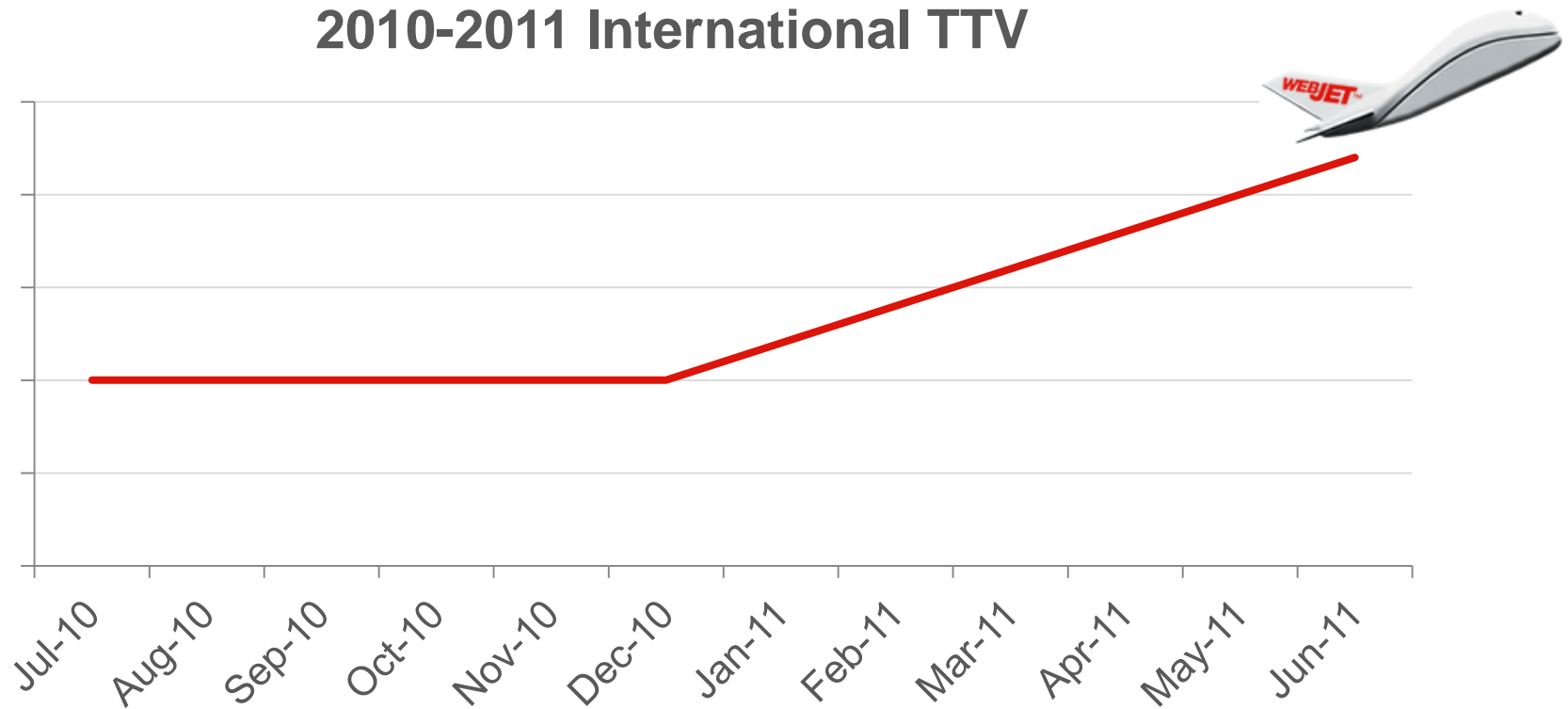
Australia and New Zealand

Air

- Domestic: Share Battle is Won
 - Dominant market position
- International: Shifting Share
 - Strong growth likely
- iPhone: Exploding Share
 - No 1 transactional travel App

International TTV up 30% 2nd half

2010-2011 International TTV



Exploding iPhone Growth

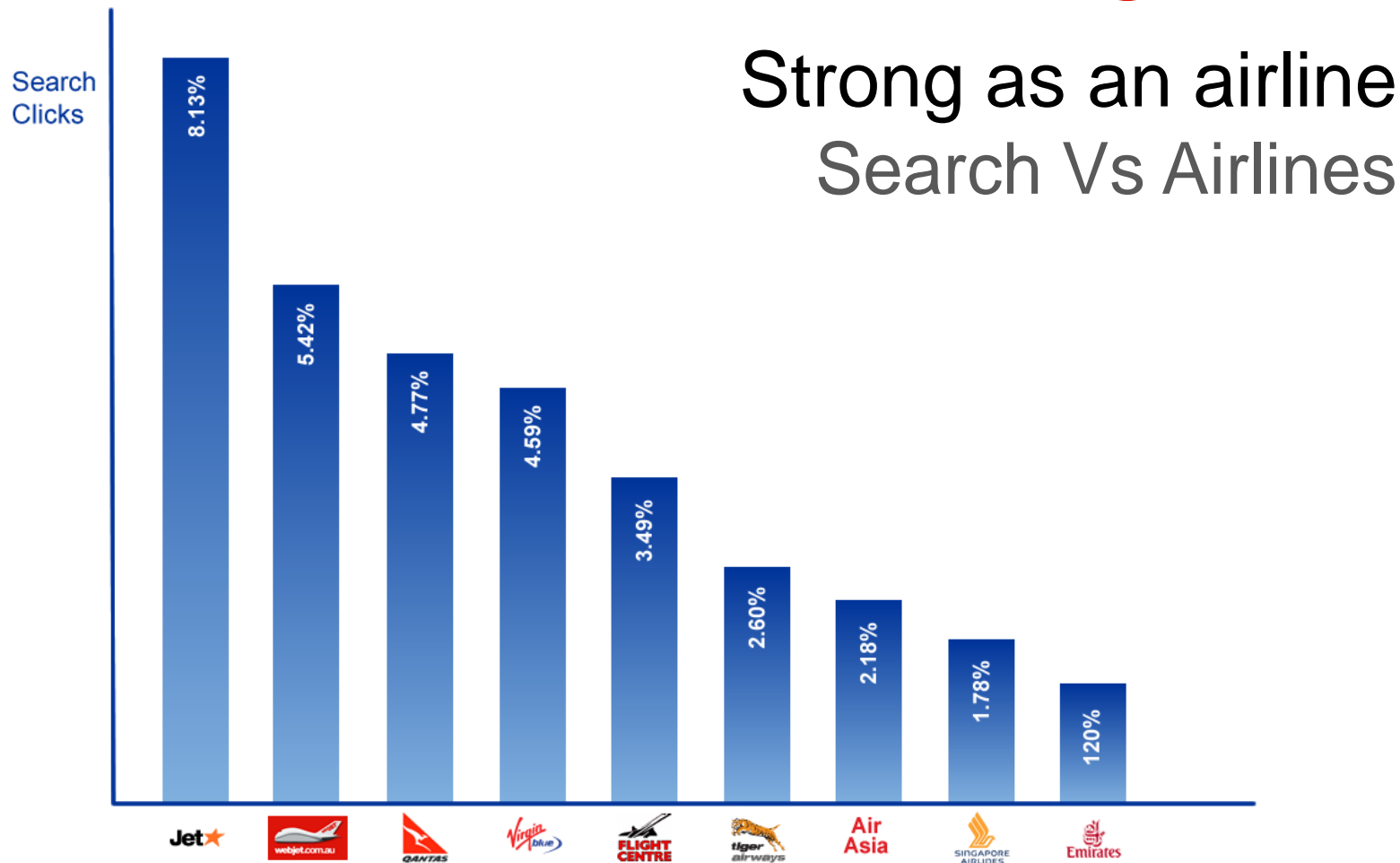


— TTV — Bookings

Compound monthly growth of 27%

- Remains the No 1 transactional App in the Travel category of iTunes
- Added Tasman product in July 2011
- Adding International product in August 2011
- Core aspect of our Asian strategy

Webjet Brand Strength

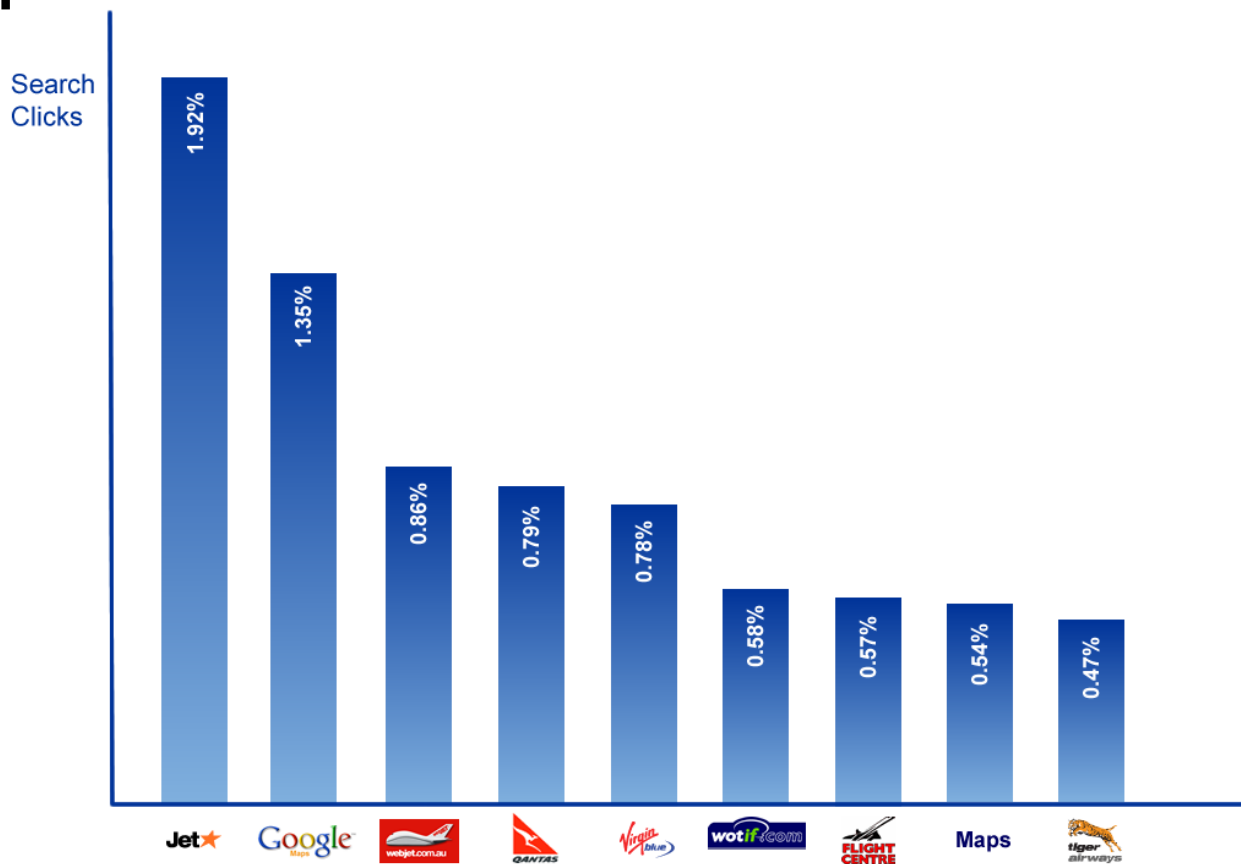


Source: Hitwise search traffic to Agencies & Airlines week ending June 11 2011

HOTELS

Webjet Hotels

Webjet Brand Strength Eclipsed Wotif



Source: Hitwise search traffic to Travel Category – week ending June 11 2011

Hotels - Big Prize

- Globally hotels is a US\$545 Billion market
- Australian Accommodation is an \$11.3* Billion market
- Webjet's strength in flights uniquely positions the brand to:
 - Sell to loyal customer base
 - Capture share in a highly fragmented market
 - Flights bought before hotels

*Euromonitor April 2011

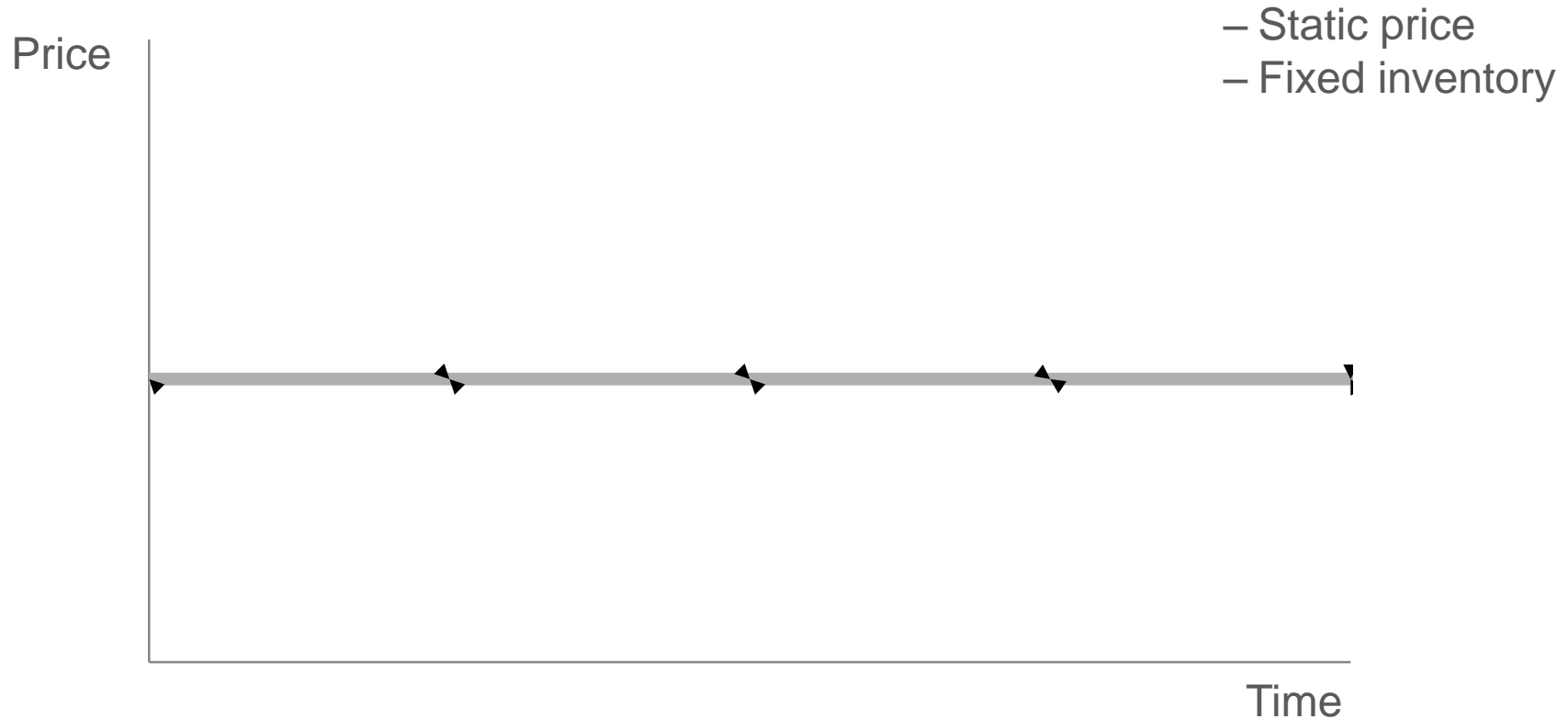
**Euromonitor forecast by 2015

Hotels

- 69,000 Hotels launched February 2011
- Standalone hotels run rate has increased six fold from \$2m annually to \$12m over the last five months
- Proves the opportunity
 - Right Inventory
 - Right Price
- Webjet can sell Hotels

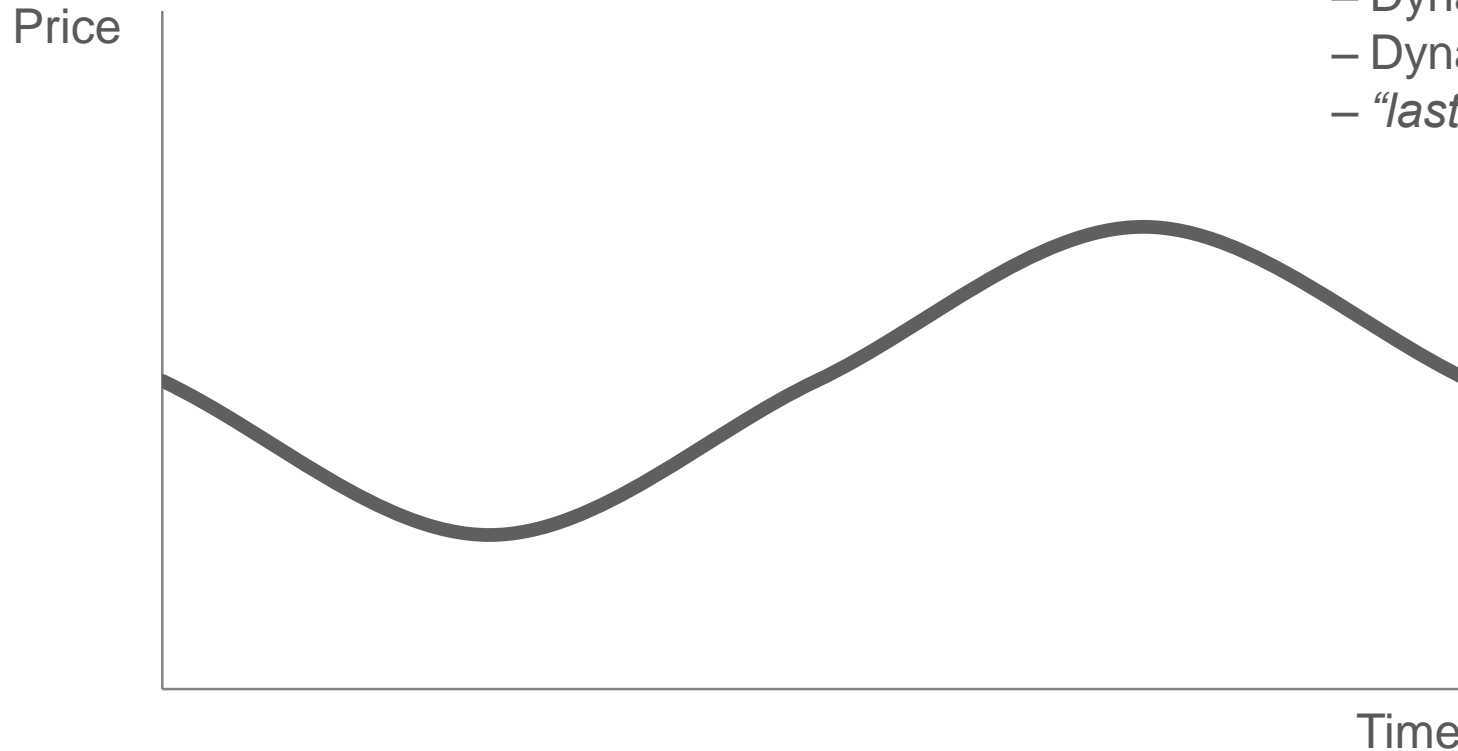
Hotel Strategy: Building the Platform

Wholesale Model



Hotel Strategy: Building the Platform

Retail Model



- Dynamic price
- Dynamic inventory
- “last minute model”

EXCLUSIVE RANGE OF OFFERS

1 MILLION ROOMS
ON SALE EVERY
DAY

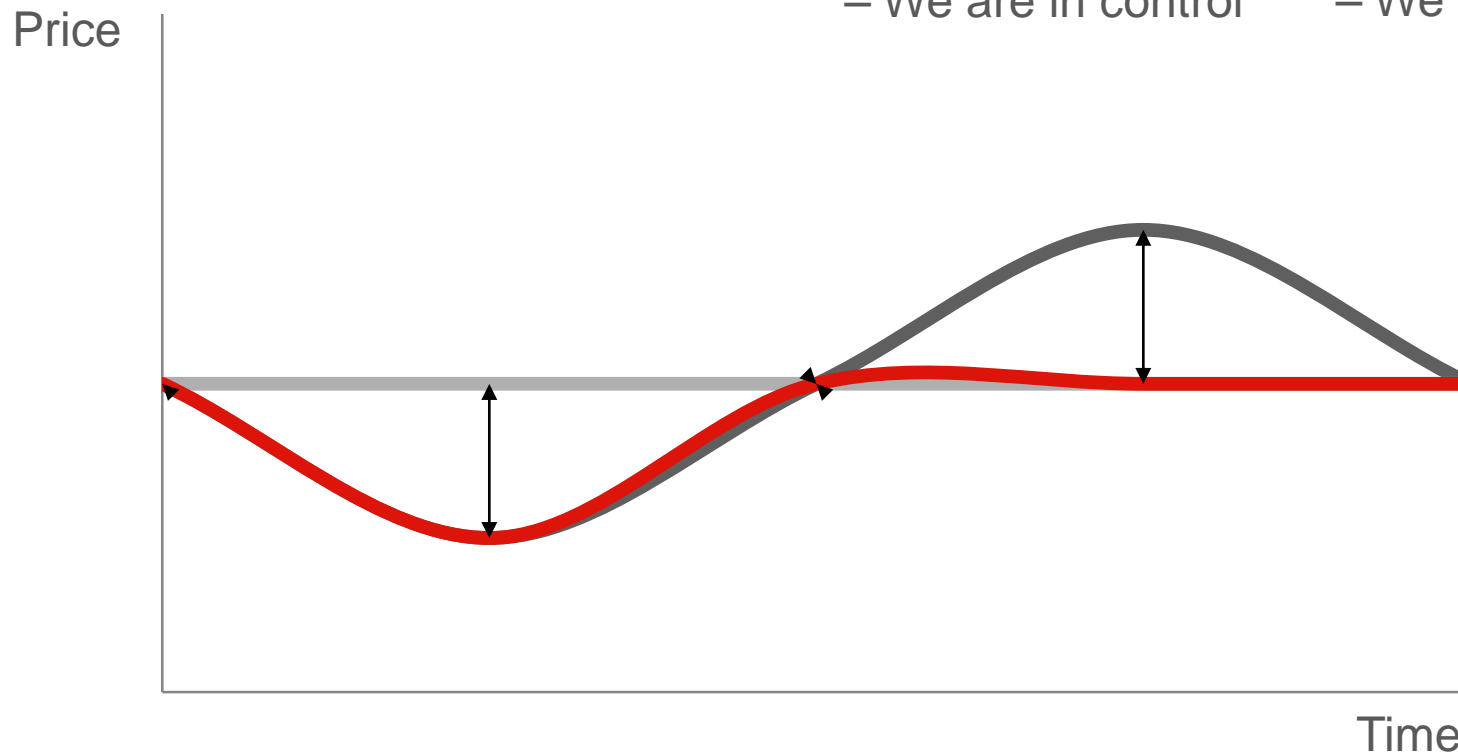
Unprecedented Hotel Offering

Price:

– We are in control

Inventory:

– We are in control



EMERGING MARKETS

USA, Asia and Europe

Emerging Markets

- USA:
 - Great start
 - Not betting the farm
- Asia:
 - Just started
 - Significant geographic opportunities
- Europe:
 - Deferring launch
- Combined maximum investment of \$1M

July 2011 Results

+ 22% TTV

+ 19% PROFIT

2011-12 Forecast

+ 10% PROFIT

+ 10% TTV





webjet.com.au