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FULL YEAR RESULTS 2010-11

Richard Noon

Director Finance and Technology

2011 Full Year Review

Sales

- Up 17%, units up 13%. Revenue up 18%

Margin

- Steady at 7.7% of TTV

Costs

- Up Marginally to 5.1% of TTV.
- Set up USA, Asia, Manila

Profit

- NPBT up 8% ⁽¹⁾
- Core operation Aust/NZ NPBT Up 10%

Shareholders

- Dividend increase to 6 cents. Payout ratio 76%

Market Share

- Number #1 OTA Australia
- Number #1 OTA NZ (6 of last 8 months)

Conditions

- Strong rebound second half, especially Q4

⁽¹⁾ Excludes UK due diligence costs of \$250,000 – see Note 9 in the Annual Report

Summary

All \$M	2010-11	2009-10	% Change
TTV	592	504	+17%
NPBT	15.4 ⁽¹⁾	14.5	+6%
NPAT	11.0	10.5	+5%
EPS (diluted)	14.3 cents	13.8 cents	+4%
Dividend (fully franked)	11.0 cents	10.5 cents	+5%

⁽¹⁾ Includes UK due diligence costs of \$250,000 – see Note 9 in the Annual Report

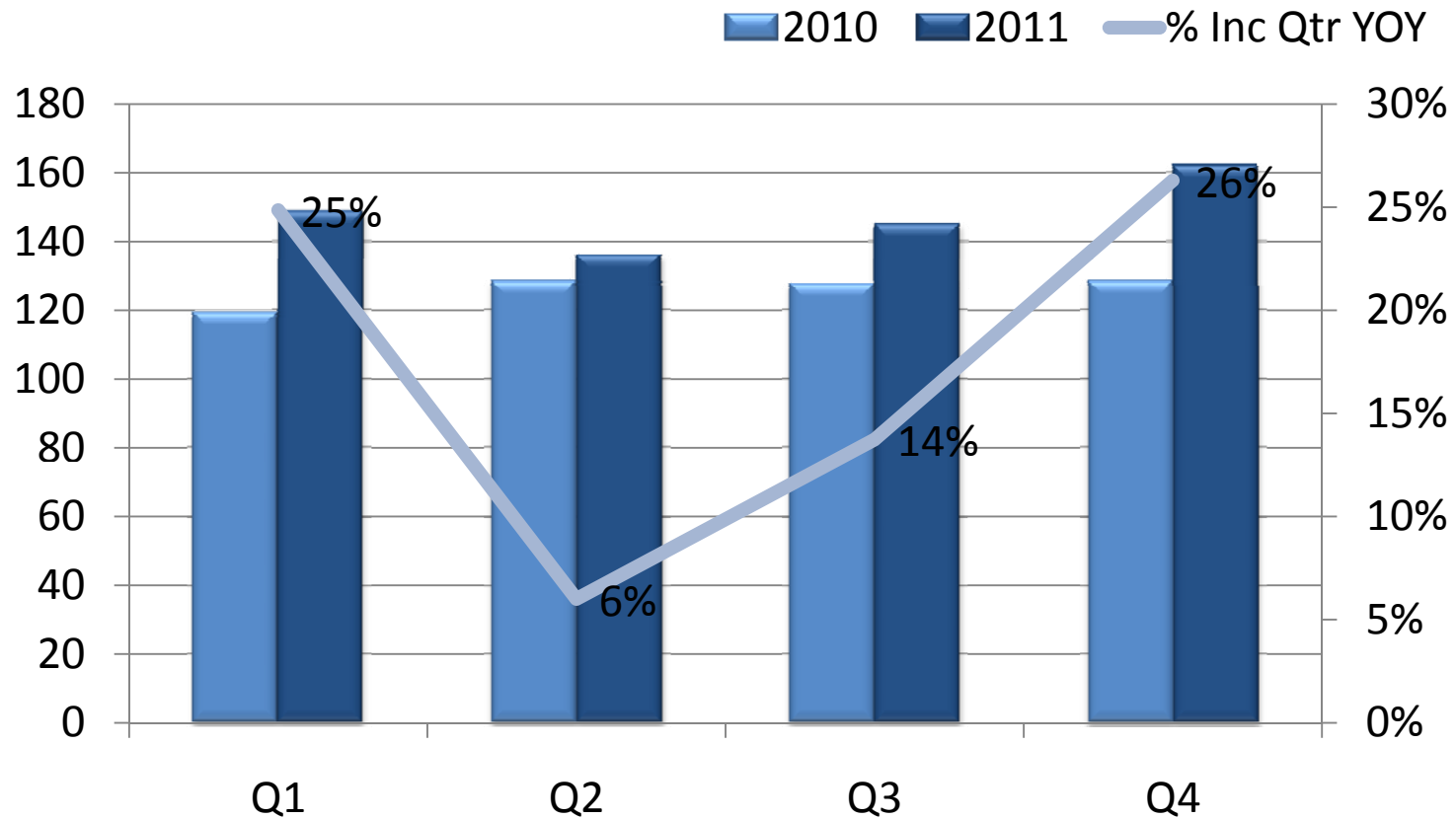


Highlights: TTV Up 17%

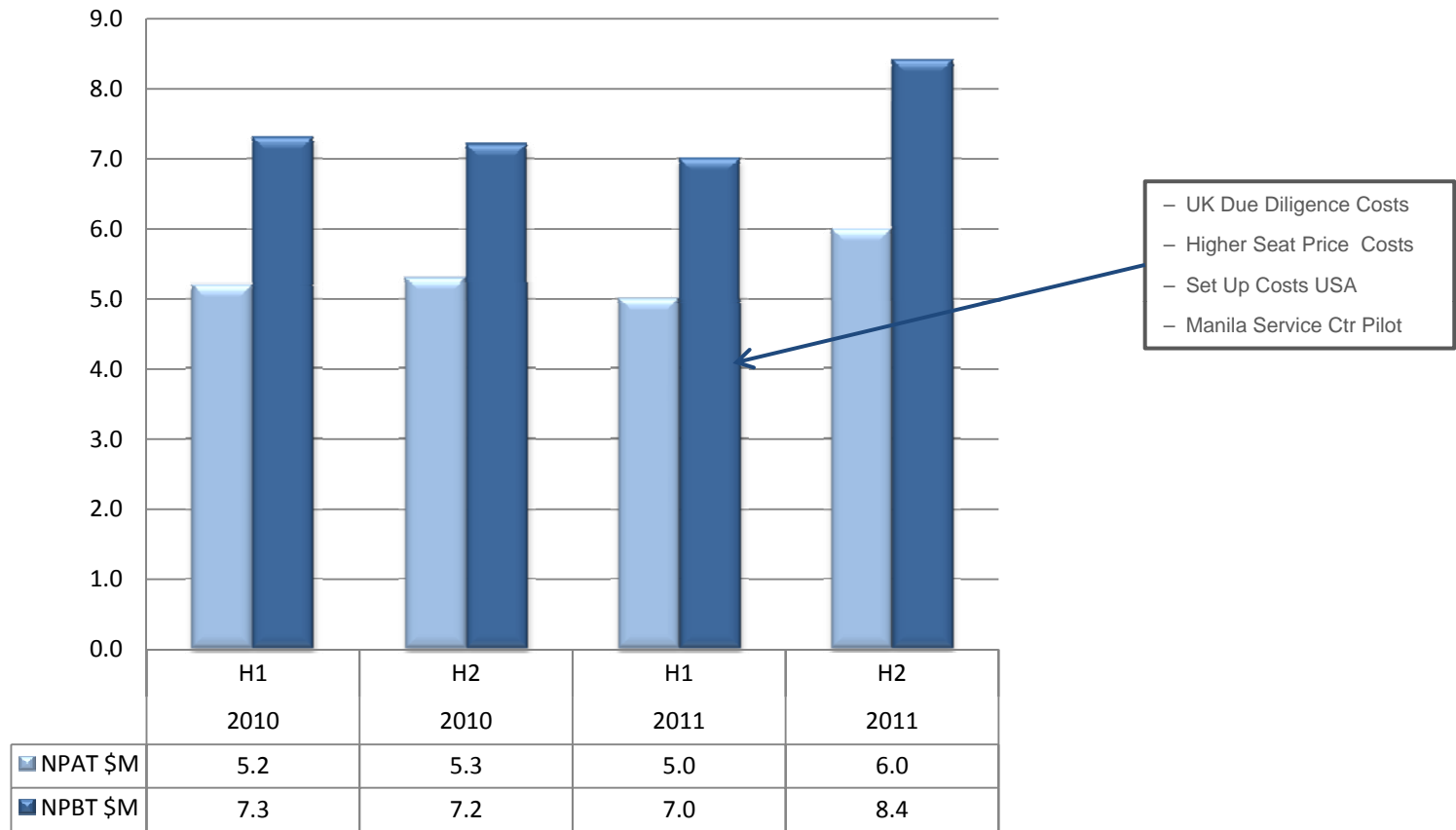
All \$M	2010-11	2009-10	% Change
TTV	592	504	+17%

- Transactions up +13%
- Unit Prices up +4%

Second Half Sales Rebound

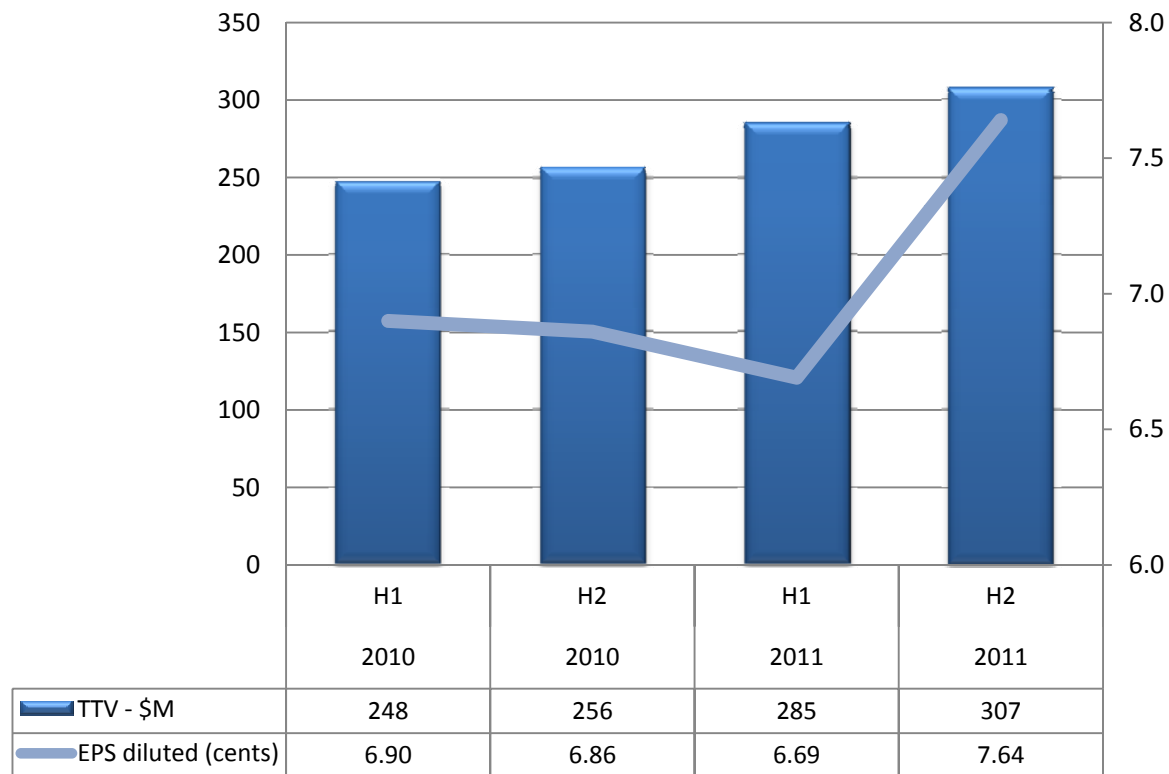


Second Half Earnings Rebound



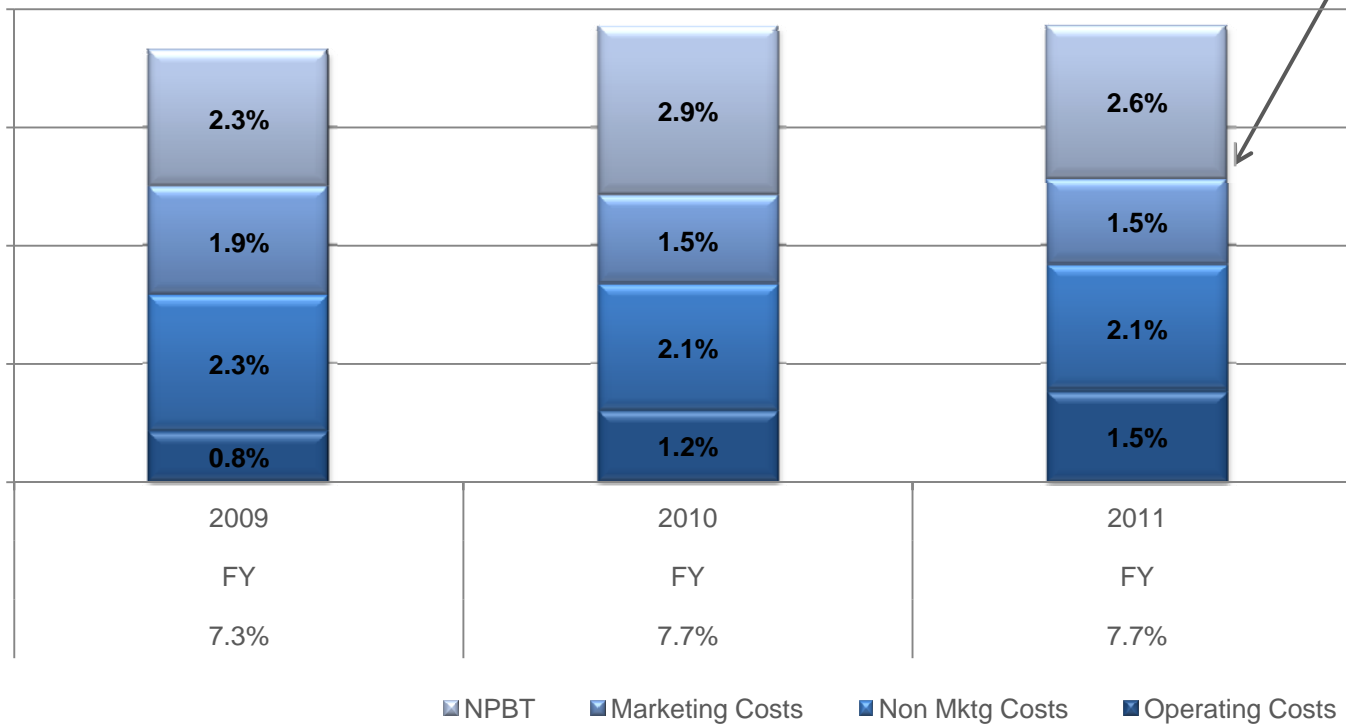
Second Half EPS Rebound

EPS Second Half YOY +13%, First Half -3%

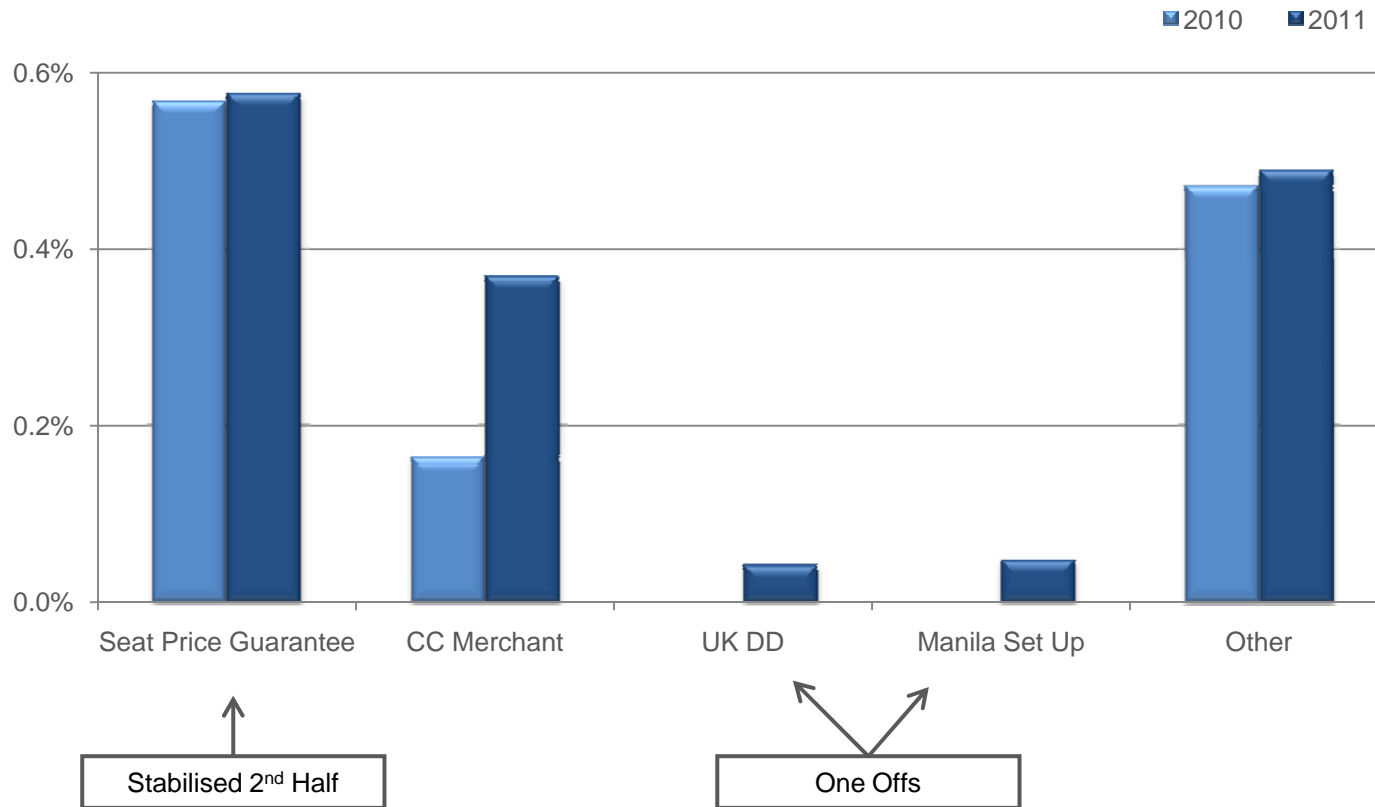


Margins

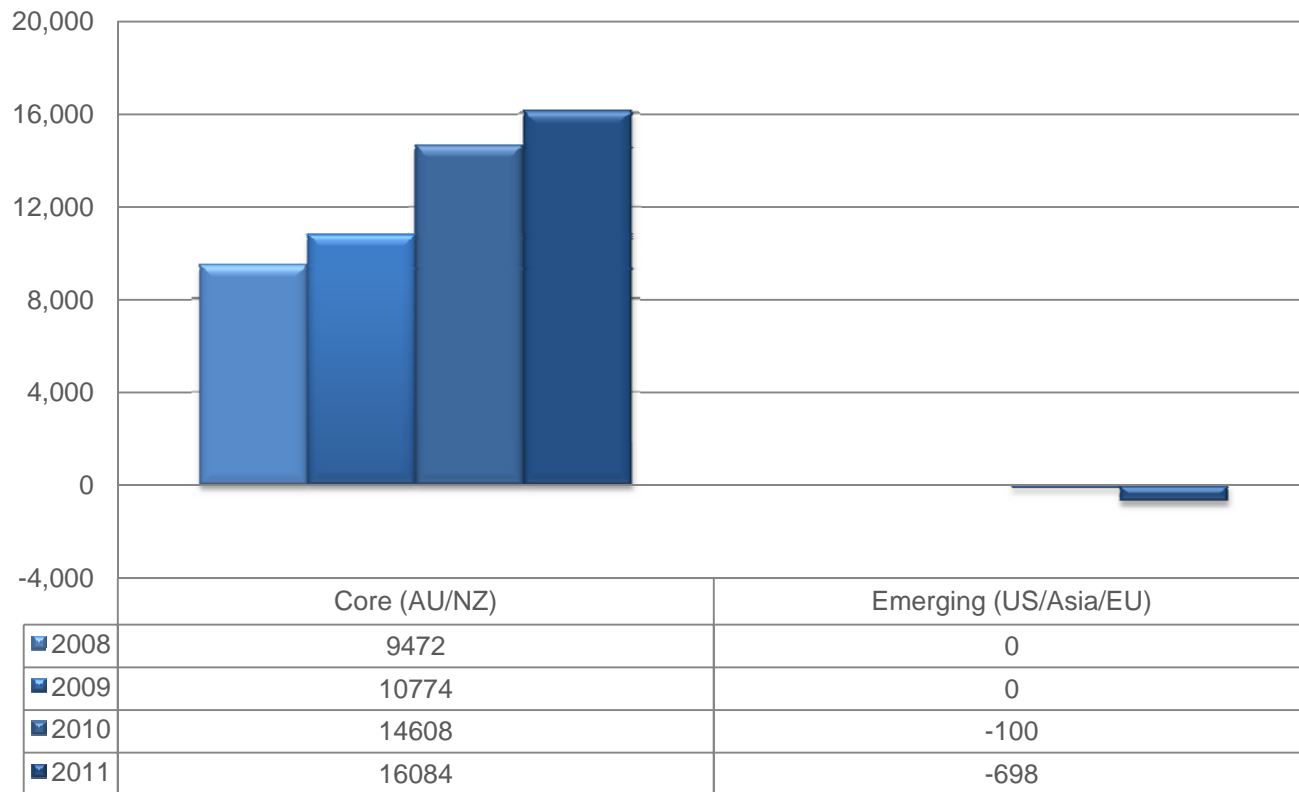
Revenue & Costs as % TTV



Operating Costs Detail



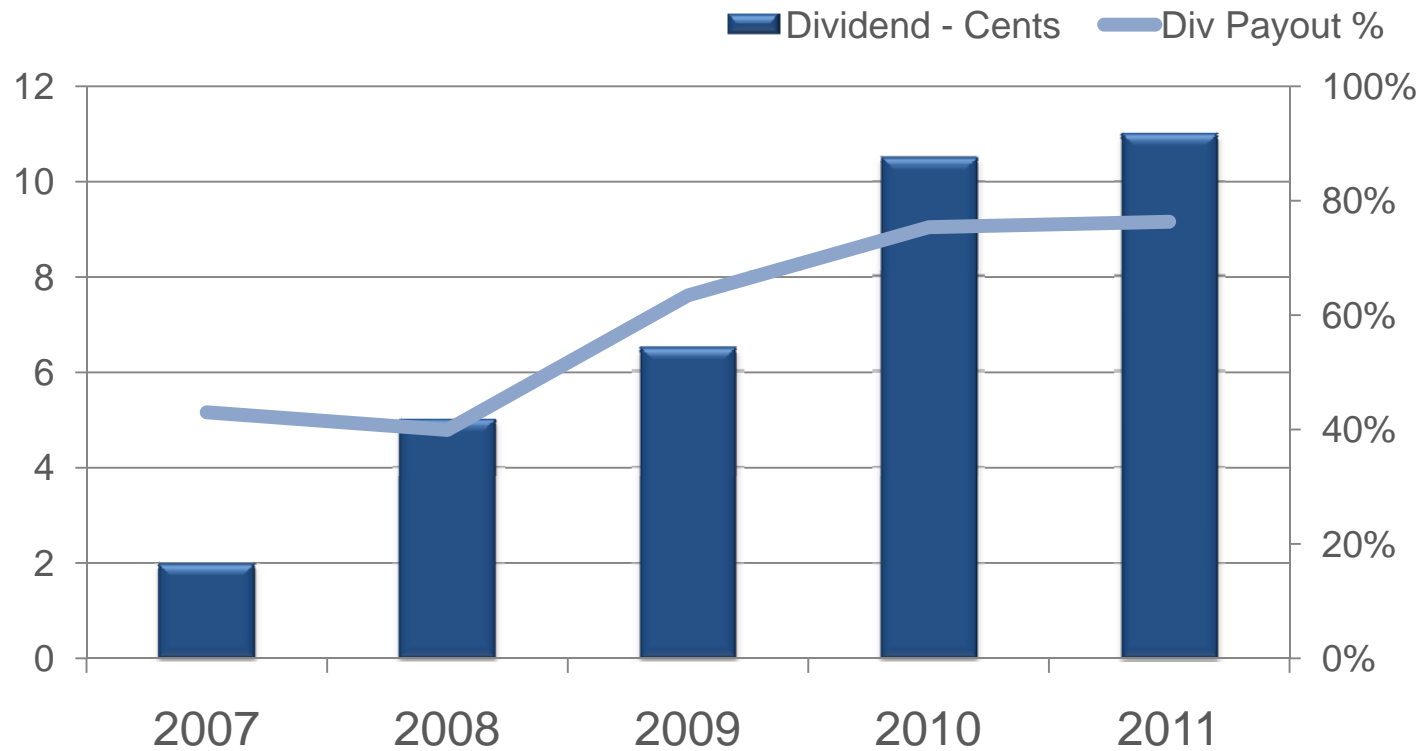
Segment Results: Core v Emerging



Strong Balance Sheet

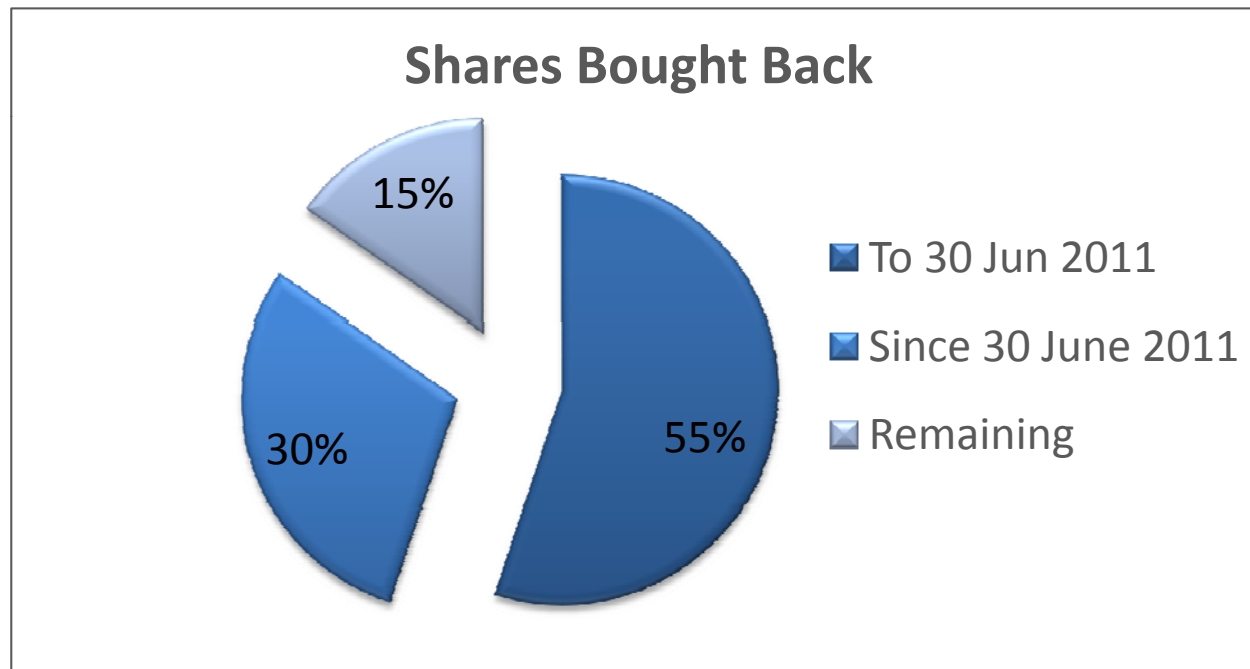
All \$M rounded	Jun 2011	Jun 2010	Change
Cash	41	39	+2
Debtors	2	2	-
Non Current Assets	12	10	+2
Liabilities	15	11	+4
Equity	40	40	-

Capital Management: Dividends Paid

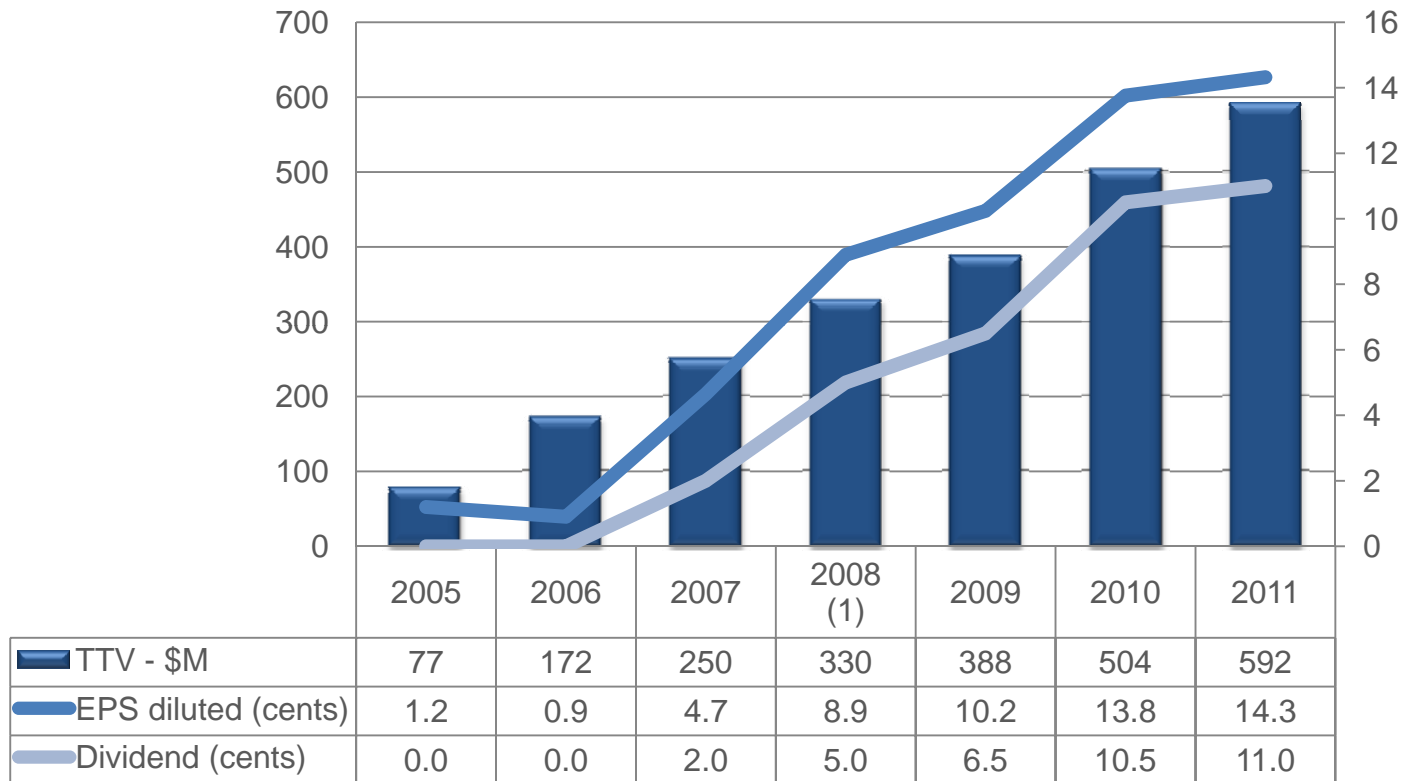


Capital Management: Share Buyback

To date 3.3M shares (of 3.9M)



Seven Years of Consistent Organic Growth



(1) Excludes one off tax credit of 2.7M



Fifteen Consecutive Halves of Growth

