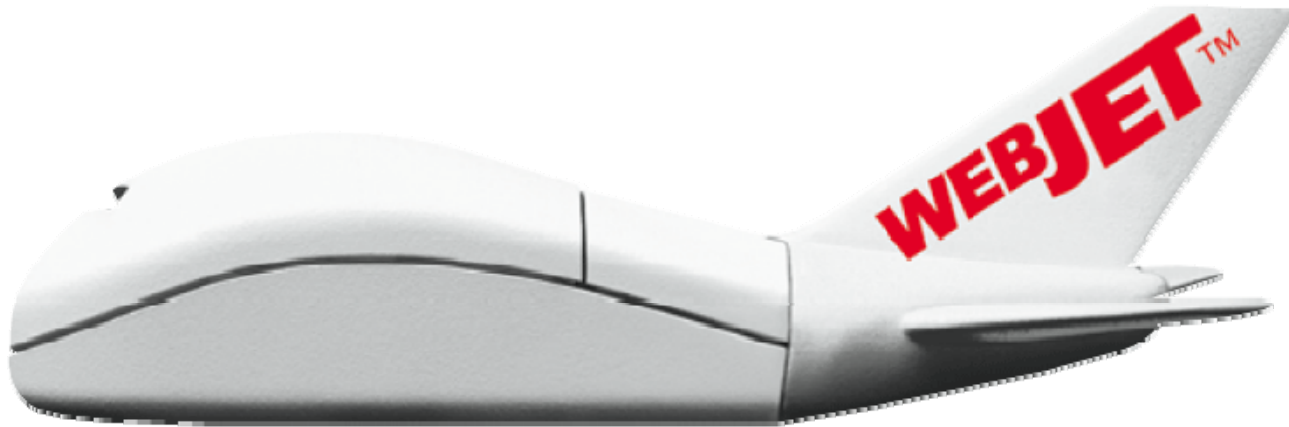


Full Year Results

Year Ending 30th June 2010



21 July 2010



2010 Full Year Review

Financial Performance

Transactions up 21%, NPAT up 37%, Dividends up 62%

Market Dynamics

#1 in Australia, #2 in NZ, Online Growth Continues

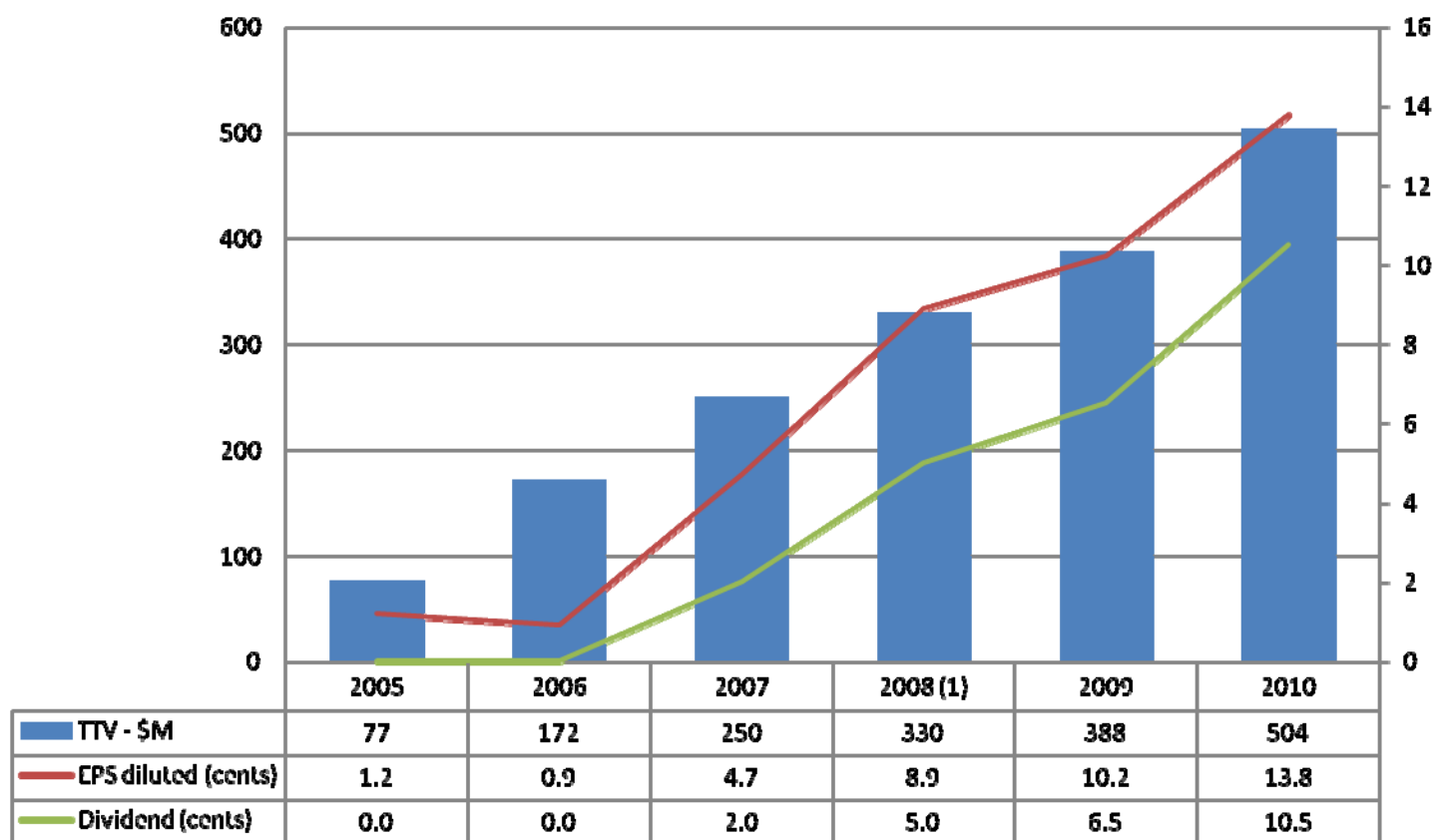
Developments

USA opened Apr 10, SIN + HKG late 2010



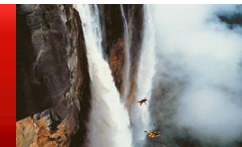


Growth Continues



(1) Excludes one off tax credit of 2.7M





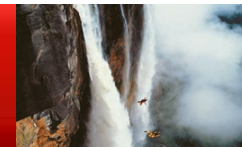
Highlights – TTV Up 30%

All \$M	2008-09	2009-10	% Change
TTV	388	504	+30%

Transactions up +21%

Unit Prices up +9%

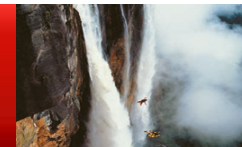




Highlights – NPAT up 37%

All \$M	2008-09	2009-10	% Change
TTV	388	504	+30%
NPBT	10.8	14.5	+35%
NPAT	7.7	10.5	+37%



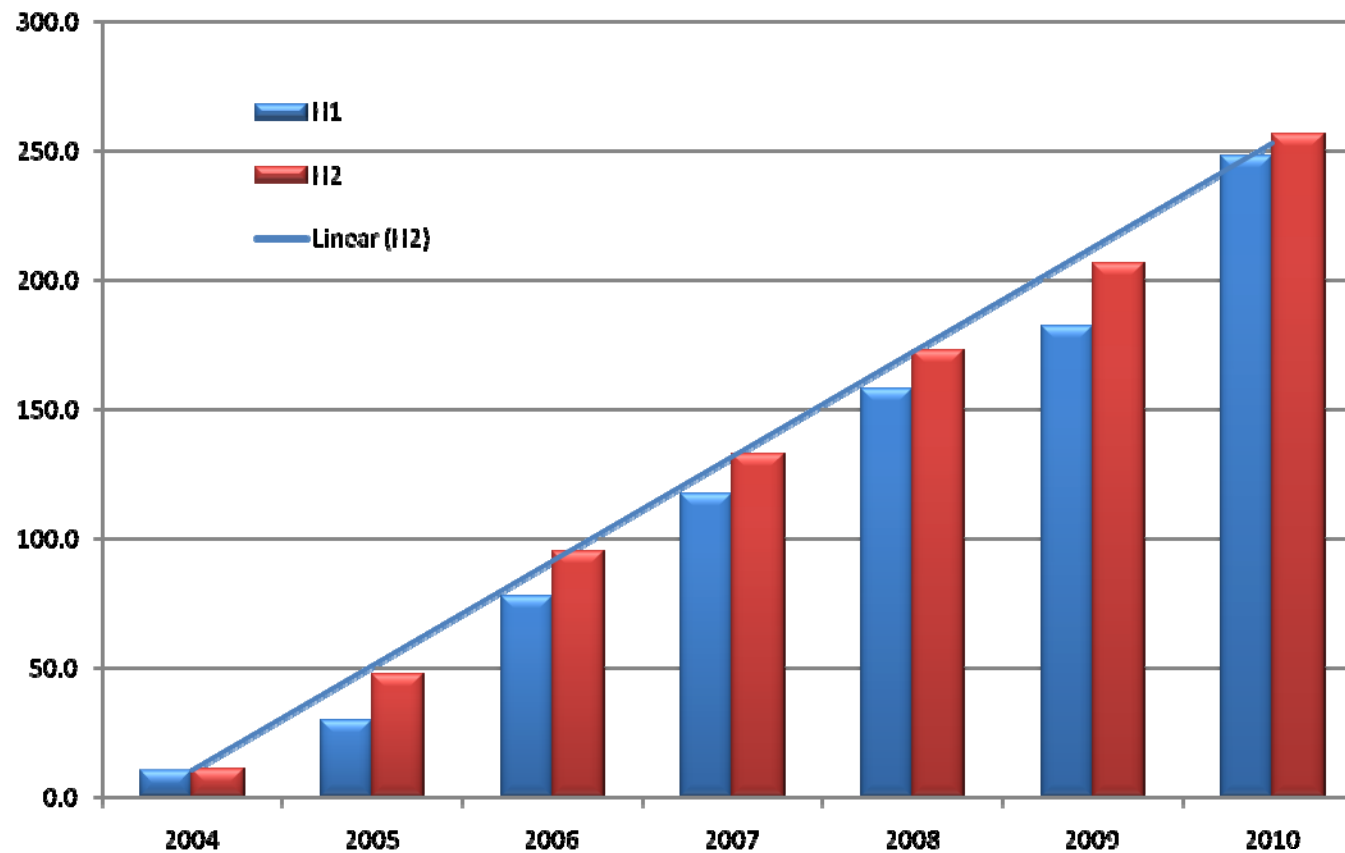


Highlights – Dividend Up 62%

All \$M	2008-09	2009-10	% Change
TTV	388	504	+30%
NPBT	10.8	14.5	+35%
NPAT	7.7	10.5	+37%
EPS (diluted)	10.2 cents	13.8 cents	+35%
Dividend (fully franked)	6.5 cents	10.5 cents	+62%



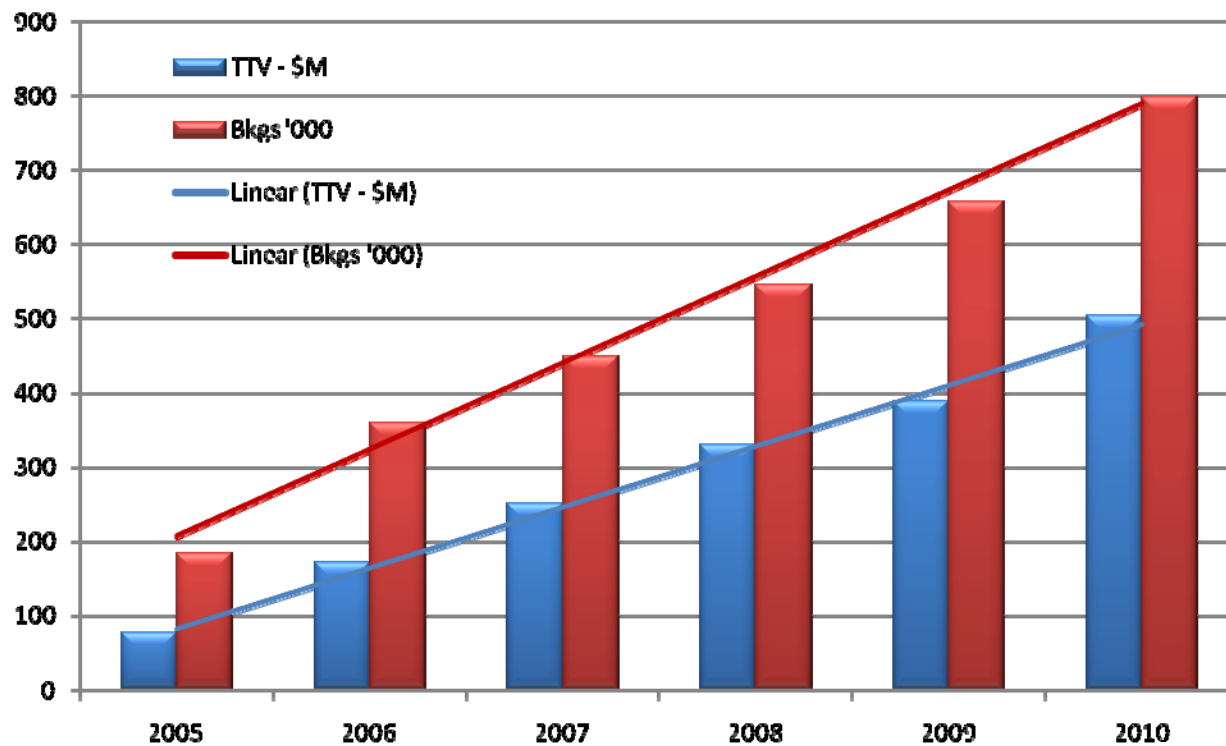
Sales Growth – Thirteen Consecutive Halves





Transaction Volumes Grow Strongly

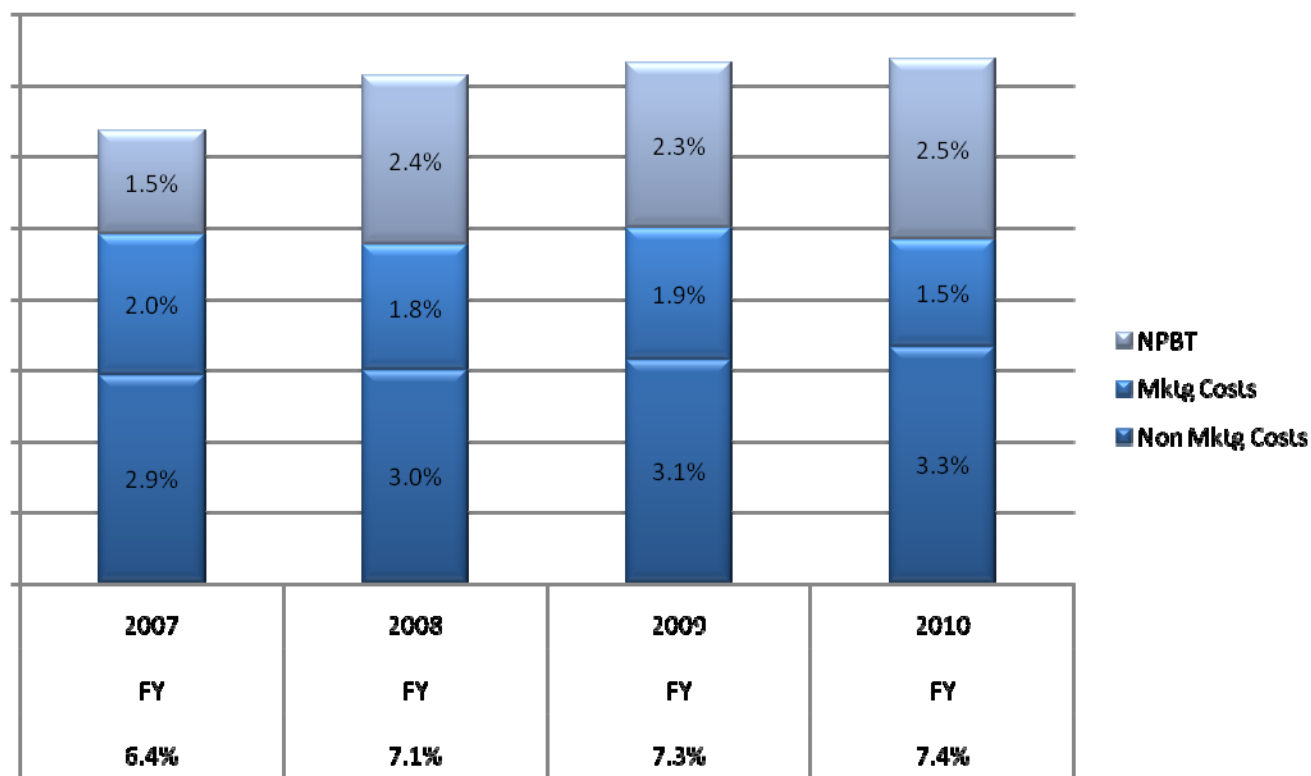
2009 +20% ,2010 = +21%

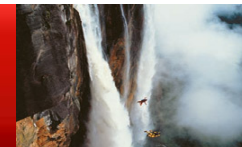




Margins Increased

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





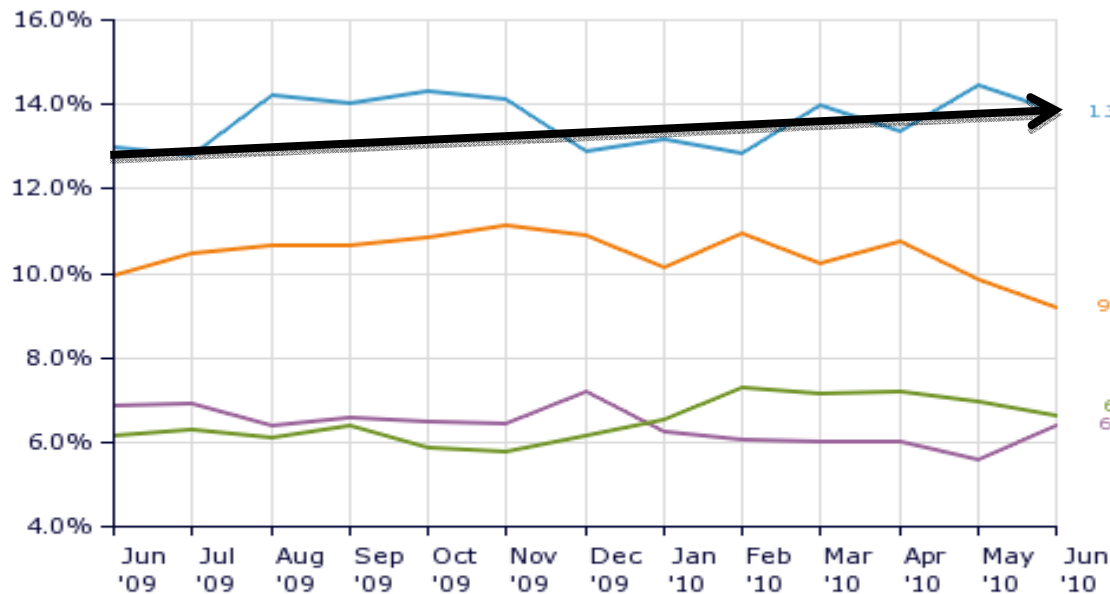
Strong Balance Sheet

All \$M rounded	Jun 2009	Jun 2010	Change
Cash	31	39	+8
Debtors	1	2	+1
Non Current Assets	9	10	+1
Liabilities	7	11	+4
Equity	34	40	+6



Market Share - Australia

Webjet clear #1 last 2 years – gap widens



Gap = 3.0%

Gap = 4.6%

13.86%  webjet.com.au

9.22%


6.65%
6.44%

■ www.webjet.com.au ■ www.flightcentre.com.au ■ www.lastminute.com.au
■ www.expedia.com.au

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

Created: 07/07/2010. © Copyright 1996-2010 Hitwise Pty. Ltd. Source: Experian Hitwise Australia

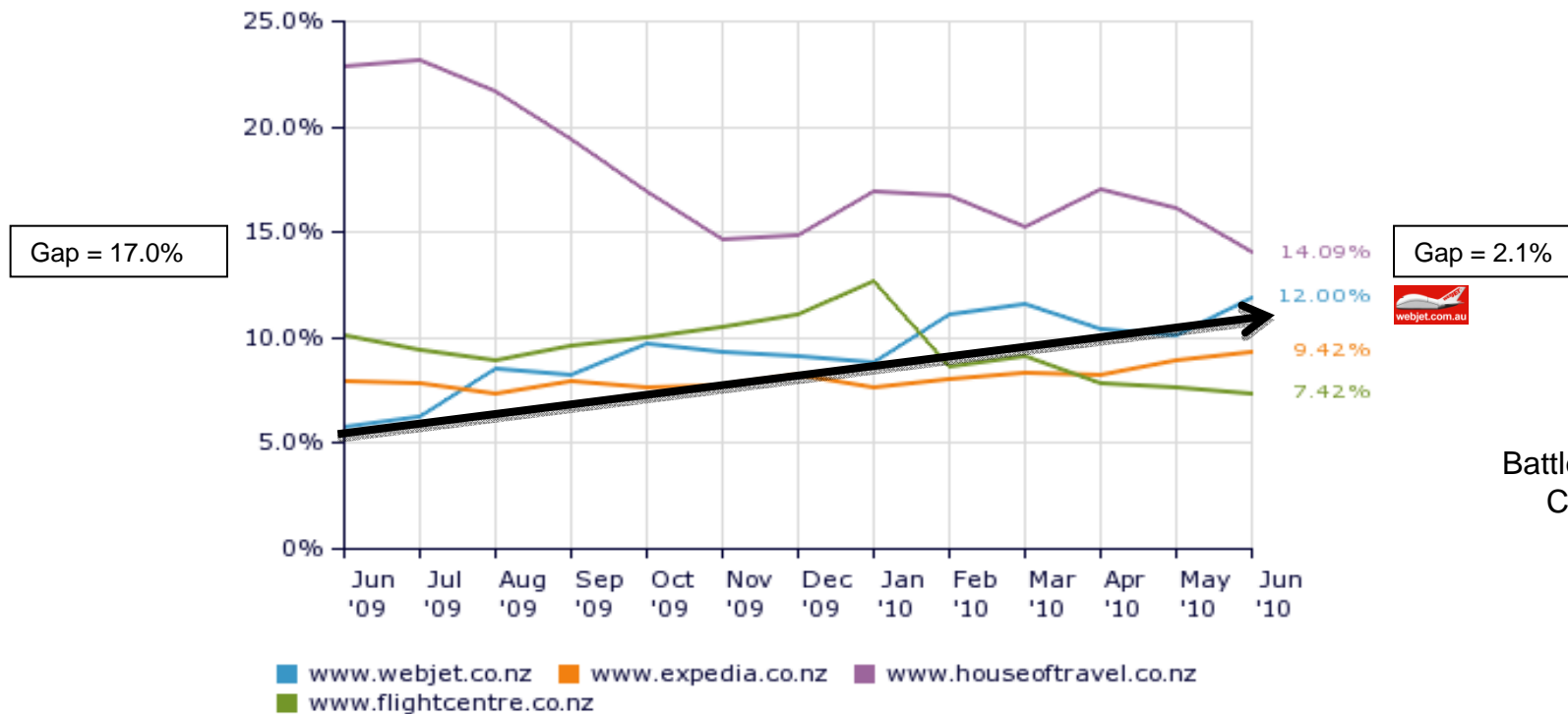


 New Zealand



Market Share – New Zealand

Webjet #2 and closing in on #1 – gap closed considerably



Battle for 2nd Place Continues

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

Created: 07/07/2010. © Copyright 1996-2010 Hitwise Pty. Ltd. Source: Experian Hitwise New Zealand



Growth Strategy

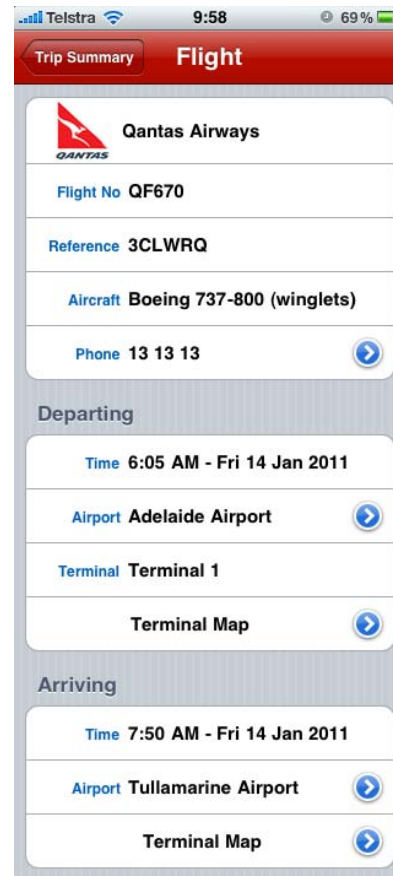
	Geography	Product
Advanced	Australia ⁽¹⁾ Clear #1 New Zealand ⁽¹⁾ Moved to #2	Air iPhone App Deal Alerts
Evolving	USA Commenced Apr-10 SIN + HKG Starts 2 nd Half 2010	Other Hotels - Stay then Pay Car Insurance

(1) Based on Hitwise Visitors



iPhone

- App not internet page
- Stage 1 – itineraries live
- Stage 2 – search + book coming





iPhone

- App not internet page
- Stage 1 – itineraries live
- Stage 2 – search + book coming
- Already leading online travel agency or airline app in Australia





Deal Finder

- Unique
- Moves customer from one day view to 6 month view
- Passive searching – alerts do the shopping for the customer

[Home](#) » [Flights](#) » [Airlines to Sydney](#) » Melbourne

[Forward to a Friend](#)
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View Cheap Flights from Melbourne (MEL) to Sydney (SYD)

Fares are per person one way including taxes and subject to availability. [Create My Deal Finder alert](#)

A Webjet Processing Fee of \$19.95 and [Booking Price Guarantee](#) of \$9.95 applies per booking which can include multiple passengers and products.

Departure: Month:

Display flight prices in: Dollars

Slide to adjust \$20 \$100

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

Frequent Flyer	No bags			With bags			
	Velocity	tiger airways	Jet★	QANTAS One World	Velocity	tiger airways	Jet★
Mon 1 Nov	\$79	\$39	\$39	\$99	\$89	\$59	\$49
Tue 2 Nov	\$69	\$39	\$39	\$99	\$79	\$59	\$49
Wed 3 Nov	\$69	\$59	\$39	\$99	\$79	\$79	\$49
Thu 4 Nov	\$79	\$39	\$39	\$99	\$89	\$59	\$49
Fri 5 Nov	\$79	\$39	\$49	\$99	\$89	\$59	\$59
Sat 6 Nov	\$79	\$39	\$39	\$99	\$89	\$59	\$49
Sun 7 Nov	\$79	\$39	\$39	\$99	\$89	\$59	\$49
Mon 8 Nov	\$79	\$39	\$39	\$99	\$89	\$59	\$49
Tue 9 Nov	\$79	\$39	\$39	\$99	\$79	\$79	\$49
Wed 10 Nov	\$69	\$29	\$39	\$99	\$79	\$49	\$49
Thu 11 Nov	\$79	\$29	\$39	\$99	\$89	\$49	\$49
Fri 12 Nov	\$79	\$29	\$49	\$99	\$89	\$49	\$59
Sat 13 Nov	\$79	\$29	\$39	\$99	\$89	\$49	\$49

dealfinder

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Webjet's [Budget Breaker](#).
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- FLIGHTS TO SYD FROM:
- Sydney
 - Melbourne
 - Brisbane
 - Perth
 - Adelaide
 - Gold Coast
 - Hobart
- All [flights to Sydney](#)





Deal Finder

- Unique
- Moves customer from one day view to 6 month view
- Passive searching – alerts do the shopping for the customer
- Deal Finder added to TV brand advertising
- Highly targeted database of intending travellers (by date by city pair)

webjet.com.au My Deal Finder Fare Alert

Flights Hotels Cars Insurance Travel Guide Planitonearth Contact Us

My Deal Finder tracks the cheapest flights

Hi David,

Here is your tailored [My Deal Finder Alert](#) displaying only the cheapest flights according to your preferences. Prices are inclusive of all airline taxes and surcharges. Simply click a price to search and book at Webjet today!

Best fare of the day from Melbourne to Wellington return
Departures between: 31/07/2010 and 18/01/2011(Days staying: 3)

cheapest flight

Departing Melbourne:	Sun 17 Oct 9:00 AM	Fri 29 Oct 6:40 PM	Fri 5 Nov 6:40 PM	Sat 20 Nov 6:40 PM
Departing Wellington:	Wed 20 Oct 8:05 AM	Mon 1 Nov 5:15 PM	Mon 8 Nov 7:30 AM	Tue 23 Nov 7:30 AM
	\$448	\$448	\$448	\$448

[Search Flights](#)

Best fare of the day from Melbourne to Christchurch return
Departures between: 31/07/2010 and 18/01/2011(Days staying: 3)

cheapest flight

Departing Melbourne:	Mon 9 Aug 8:45 AM	Wed 11 Aug 5:55 PM	Fri 13 Aug 5:55 PM	Mon 23 Aug 8:45 AM
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Product	2010-07	2010-08	2010-09	2010-10	2010-11	2010-12
Flights						
Europe						
Northern Europe						
United Kingdom						
London						
SYD-LON	852	1,017	868	531	337	302
MEL-LON	692	879	804	520	359	261
BNE-LON	484	564	521	353	273	209
PER-LON	350	408	358	237	176	144
ADL-LON	171	206	170	108	71	56



Strategic Landscape

- Market Activity

Unclear market outlook

Continued pressure on unit ticket pricing

- New Markets

USA.....first full year of operations

Asia.....Initially Singapore and Hong Kong

- Earnings Outlook

Likely maintenance of 2H 2010 performance in 1H 2011



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Thank you for attending

