



19 October 2011

MARKET ADVICE
ANNUAL GENERAL MEETING 19 OCTOBER 2011

First quarter 2011 – key indicators

- TTV (as advised to the market 6 October) up 25%
- NPBT approximately \$4.65 million, up 23% on last year
- Full year market guidance NPAT, increase of at least 10% reaffirmed

Commenting further Webjet Managing Director, John Guscic, said:

Despite general consumer retail caution, the overall travel industry is currently displaying evidence of modest growth, albeit driven by special market stimulatory offers. This creates an ideal environment for internet distribution which brings speed of offer to market and provides consumers with the ability to make rapid informed purchases. Webjet is the clear market leader in this respect and has now won Number One position on Hitwise for the last 3½ years.

Webjet has materially outperformed the general market

As development of our American and Asian businesses continues to gain traction, the underlying core business is demonstrating increased profit growth and economy of scale which is currently providing sufficient head room to effectively fund the emerging businesses including the hotel project, without diluting shareholder return, and therefore continues to build a strong strategic platform for future growth.

Launch of Webjet hotel aggregation platform

As foreshadowed in our 2011 annual results, Webjet has now released stage one of our new hotel platform. It features:

- Over 100,000 global hotels.
- Year round inventory.
- Over one million hotel rooms on sale every night.
- A unique aggregation of supply from some of the world's largest internet distributors of hotels including Orbitz, Expedia, GTA, Tourico and Hotelbeds.
- A blended hotel income margin to Webjet in excess of 12%, and
- All of this content is supplemented with user reviews from the world's largest online travel community, TripAdvisor

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Commenting further Webjet Managing Director, John Guscic, said:

This aggregation model, which follows the same principles of our flight aggregation, has special consumer and economic significance. It means at a Webjet operating level, that we are able to tap into an unparalleled supply chain without hotel contracting and operational cost.

As a result, it means that Webjet is able to provide exceptional consumer choice of properties and special Webjet deals.

Because the aggregation model accesses both commissionable product and deep discount wholesale product, the resultant margin will exceed 12% which in turn will ensure we have an ability to aggressively promote and market and still retain our standard model income structure.

As part of stage two, the hotel product will be progressively rolled out in all of our overseas locations.

Customer servicing, in common with our core flight business, will be through our low cost, quality certified Manila centre of excellence on a 24/7 basis.

Mobile platform development

Following the exceptional growth of Webjet's full iPhone application, development is in progress for the extension of all products into all major mobile devices which we expect will be completed by 31 March 2012.



John Guscic
Managing Director

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http://www.webjet.com.au/About_us/Awards.html