

ASX Spotlight

Singapore and Hong Kong



Webjet Ltd (ASX: WEB)

Company Description:

Webjet is an online travel company providing services to both consumers (B2C) and business (B2B) organisations. In the B2C market, it operates the Webjet and ZUJI brands which have regional coverage across Australia, New Zealand, Singapore and Hong Kong. In the B2B market, Webjet sells hotel rooms to travel agent partners. It currently operates in the Middle East and African markets through Lots of Hotels and in Europe through SunHotels.

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Presentation by:



John Guscic
Managing Director

John Guscic was appointed as Webjet Managing Director in February 2011, after serving on the Webjet board since 2003. John was previously Managing Director, Asia Pacific for GTA and formerly Managing Director, of the Travelport Business Group, Pacific region. Based in Tokyo, Japan, he was responsible for the Galileo and GTA brands in Australia, New Zealand, Japan, Korea and Indonesia.

Previously, John held the position of Managing Director, Galileo South Pacific and Flairview Travel, where he was instrumental in identifying and shaping opportunistic business ventures; forging strong and strategic relationships with customers and retaining and growing both the multinational and local customer base.

John also founded his own company specialising in strategic consulting for internet start-ups. He has held the position of General Manager with Psygnosis (a subsidiary of the Sony Corporation); General Manager (Australia) of Rice Daubney Group, a leading architectural firm, later relocating to Indonesia for two years as President Director (Indonesia). John has also held roles with prominent blue-chip organisations such as Lend Lease Corporate Services and IBM Australia.

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