



**Goldman Sachs 3<sup>rd</sup> Annual Tech Day**  
24 October 2019, Sydney

***WebBeds – Asia Pacific in Focus***

**John Guscic: Managing Director**



**WebBeds**

# Webjet Limited – a digital travel company

## B2C Division:

**Webjet** is Australia and New Zealand's #1 Online Travel Agency (OTA)

**Online Republic** is a market-leading specialist in the provision of online cruise, car-hire and motor-home bookings

## B2B Hotels Division:

Launched in 2013, **WebBeds** is the world's 2<sup>nd</sup> largest and fastest-growing accommodation supplier to the travel industry – providing a global distribution network of more than 250,000 properties in over 10,000 destinations worldwide

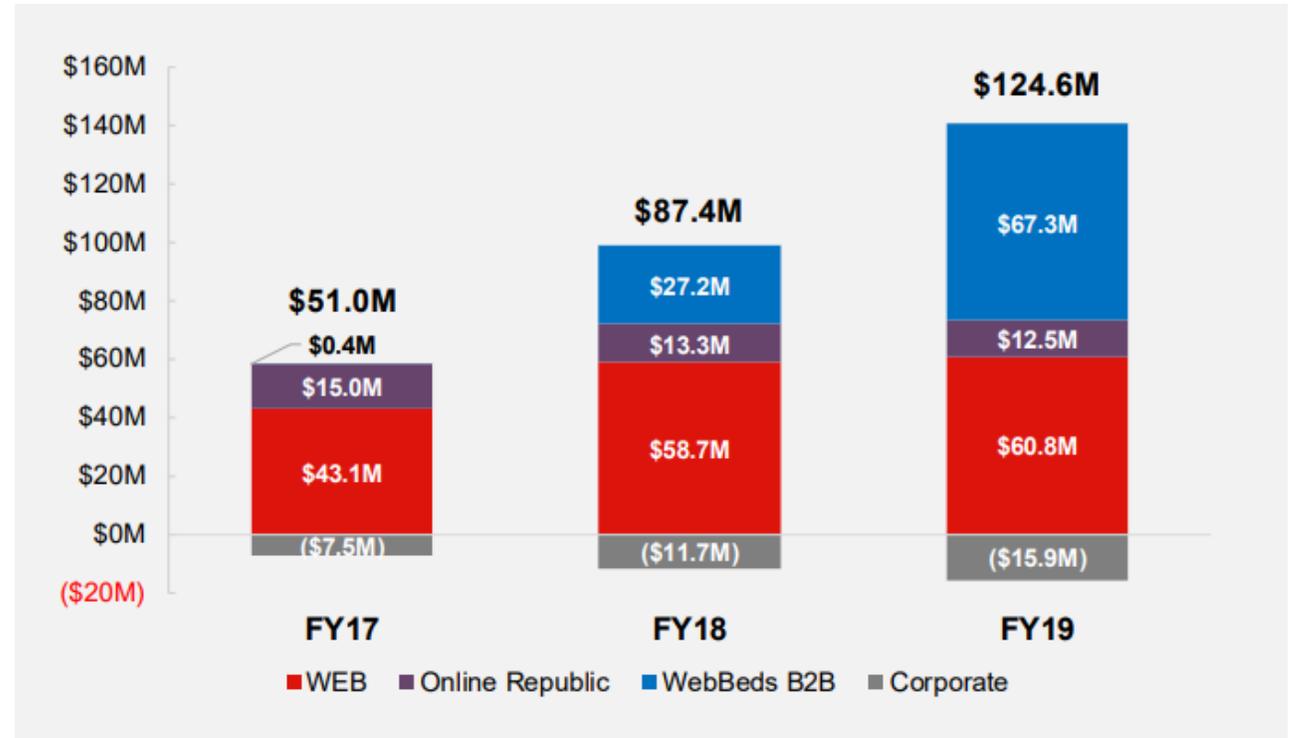
WebBeds delivers a global offering across 3 regions – **Europe, Asia-Pacific** and **America, Middle East & Africa (AMEA)**

**WebBeds**  
is now the largest  
business

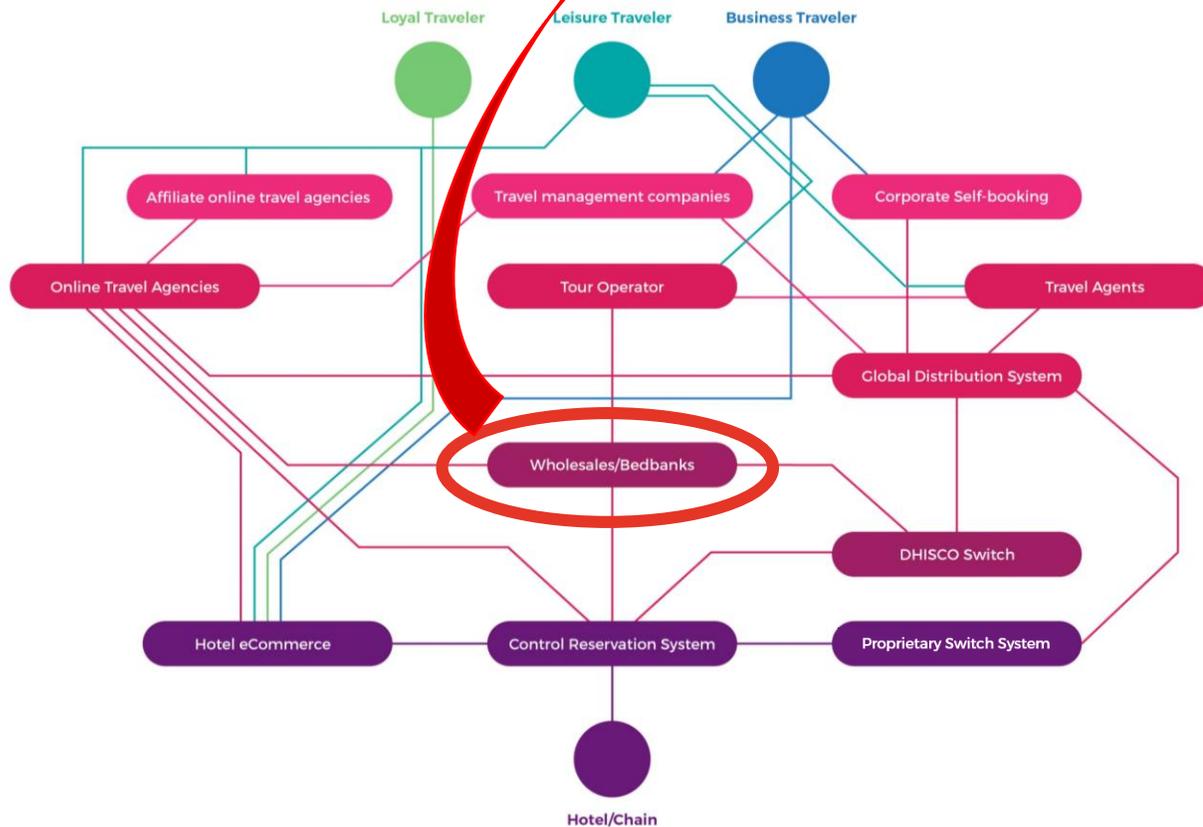
FY19 Total Transactional Value (TTV)  
**\$2.2 billion**

FY19 EBITDA  
**\$67.3 million**

**Webjet Limited EBITDA by Business  
FY17-FY19**



# WebBeds



## B2B: Just the beginning

B2B provides global travel B2C businesses with the **aggregation, products, technology & services** required to compete

B2B is not disappearing. In fact, the B2B landscape is highly fragmented and still in the early stages of evolution, with **significant opportunities for growth.**

## WebBeds Global Snapshot



Europe is our **biggest source market.**



We are **the largest B2B wholesaler** in the MEA region.



Asia Pacific is our **fastest growing market** with the strongest investment.

A global network with **more than 1800 employees**

A scenic landscape photograph featuring Mount Fuji in the background, a city in the middle ground, and a traditional Japanese pagoda in the foreground on the right. The pagoda has multiple tiers with dark green roofs and red railings. The city below is densely packed with buildings, and the sky is a soft, hazy blue. The text "Asia Pacific in focus" is overlaid in the center of the image.

**Asia Pacific in focus**

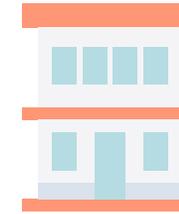
## Who Are Our Customers?



A multi service app in China with **USD65Bn market cap**



The **largest air ticket and hotel provider** in India

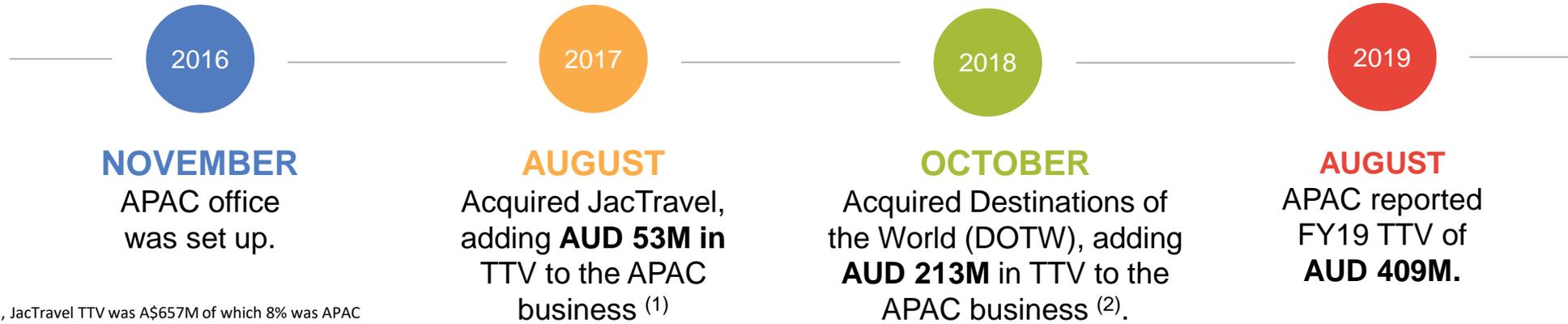


A Japanese Travel Conglomerate with **over 300 branches in Japan**

# Where Are We?



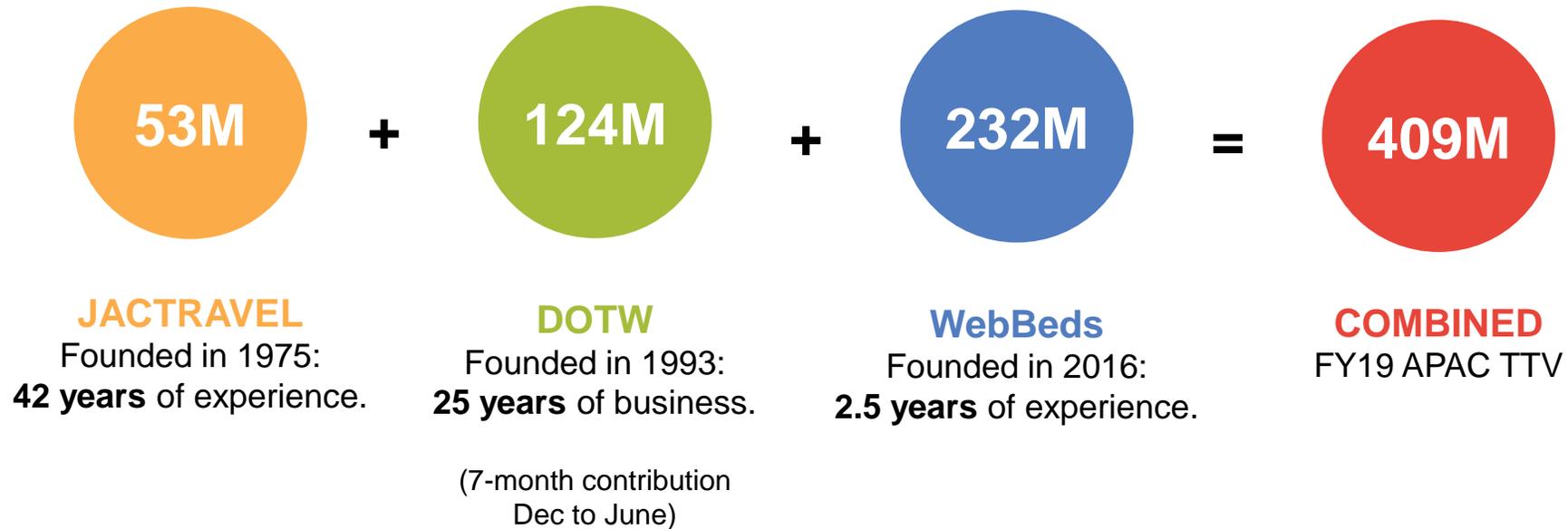
**In FY20, APAC is on track to deliver the most bookings by region**



(1) At time of acquisition, JacTravel TTV was A\$657M of which 8% was APAC

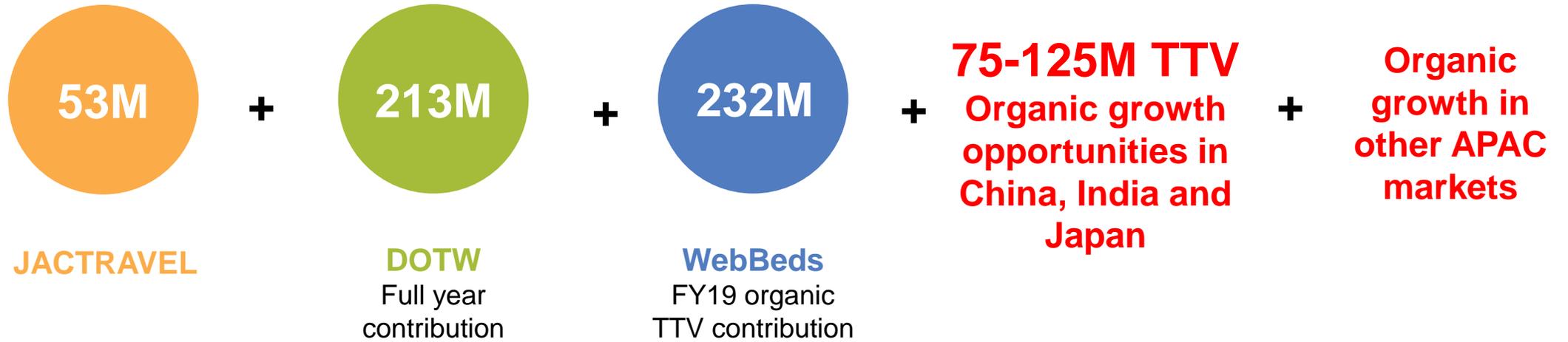
(2) At time of acquisition DOTW TTV was A\$734M of which 29% was APAC

## What Does It Mean? FY19



By FY19, in just **2.5 years** of trading, **WebBeds APAC** (excluding JacTravel and DOTW acquisitions) had **created AUD 232M TTV organically**

## What Does It Mean? FY20



By FY23, APAC TTV expected to be more **AUD 1Bn**

## How Have We Done It?

- An experienced Management team with **deep understanding** of the market place
- **In-market** and close to the supply and demand with 12 offices in APAC
- **Responsive and flexible** to market conditions
- Providing the **right products** to the **right people**, through the **right technology**.
- **Best in class** in utilisation of **data analytics**



SINGAPORE



SOUTH KOREA



JAPAN



THAILAND



TAIWAN



HONG KONG



INDONESIA



INDIA



MALAYSIA



CHINA



PHILIPPINES



AUSTRALIA

## Our Focus

The largest economies of Asia Pacific



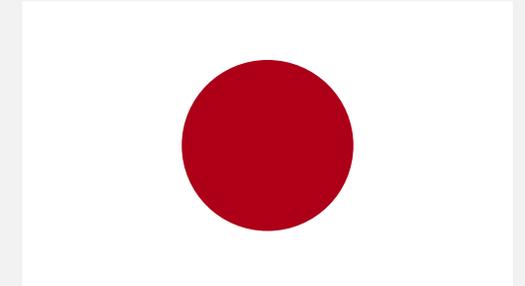
**CHINA**

GDP of USD12.2T  
Population of 1.4B



**INDIA**

GDP of USD2.6T  
Population of 1.3B



**JAPAN**

GDP of USD4.9T  
Population of 126M



# “Travel is fast becoming an **essential**”

Travel growth consistently exceeds global GDP growth.

Trade wars, natural disasters and slowing economies have very little impact on our business.

Shift in destinations and/or duration.



## Fragmented complexity **made simple.**



Our customers



**The largest players in  
travel are powered by  
WebBeds.**

**Innovation driving  
efficiencies –  
Rezchain; WebConnect**

**WebBeds**  
**Leading the  
transformation  
of B2B travel  
distribution.**

