

Webjet Limited FY21 Results Briefing

Webjet Limited will be announcing its FY21 results on 19 May 2021.

We invite you to attend a webcast briefing for analysts and investors to be held at **2.00pm (AEST) on Wednesday 19 May 2021**. John Guscic (Managing Director) and Tony Ristevski (CFO) will discuss the FY21 results and outlook. Details as to how to join the conference call and webcast are below.

Conference call and Webcast details

In order to pre-register for this webcast, please follow the link below and enter your details. Please join the webcast 5-10 minutes prior to the start time.

[Click for the Webjet Limited Webcast Link](#)

Click on the above link to attend the presentation from your laptop, tablet or mobile device. Audio will stream through your selected device. A full replay of the presentation will be available at the same link shortly after the conclusion of the live presentation, also accessible on our investor website [Webjet Limited](#).

Dial-in Numbers for participants who wish to ask questions

If you would like to ask questions or are unable to join the webcast using the above link, you can call one of the numbers listed below and provide the **participant passcode 661004** to the operator

Location	Purpose	Phone Type	Phone Number
Australia	Dial-in	Tollfree/Freephone	1 800 590 693
Australia, Brisbane	Dial-in	Local	+61 (0)7 3105 0937
Australia, Melbourne	Dial-in	Local	+61 (0)3 8317 0929
Australia, Sydney	Dial-in	Local	+61 (0)2 9193 3719
Hong Kong, Hong Kong	Dial-in	Local	+852 3008 1529
New Zealand	Dial-in	Tollfree/Freephone	0800 423 972
New Zealand, Auckland	Dial-in	Local	+64 (0)9 9133 624
Singapore	Dial-in	Tollfree/Freephone	800 186 5106
Singapore, Singapore	Dial-in	Local	+65 6320 9041
United Kingdom	Dial-in	Tollfree/Freephone	0800 358 6374
United Kingdom, Local	Dial-in	Local	+44 (0)330 336 9104
United States/Canada	Dial-in	Tollfree/Freephone	866-519-2796

Change of Year End

As announced at FY20 results on 19 August 2020, Webjet is moving to a 31 March year end commencing 2021. The results to be presented on 19 May 2021 will be for the 9 months ending 31 March 2021.

In the appendix to the Managing Director's presentation given at the AGM on 22 October 2021, Webjet included a pro-forma historical P&L by half for the 12 months to 31 March 2019 and 31 March 2020. For completeness, at its FY21 results Webjet will also be providing a 12 month P&L by half for the 12 months to 31 March 2021.

One of the key commercial drivers stated for the change in year end was the growing significance of WebBeds to the group's earnings, which are skewed to the Northern Hemisphere summer period. The table below sets out seasonality across the group divisions TTV and EBITDA pre-COVID-19.

	% of Pre COVID level based on 31 March year end						
	Q1	Q2	1H	Q3	Q4	2H	FY
	Apr to June	July to Sept	Apr to Sept	Oct to Dec	Jan to Mar	Oct to Mar	Apr to Mar
Webjet OTA							
TTV	24%	27%	51%	24%	25%	49%	100%
EBITDA	31%	23%	54%	23%	23%	46%	100%
Online Republic							
TTV	23%	26%	49%	25%	26%	51%	100%
EBITDA	24%	27%	51%	26%	23%	49%	100%
B2B							
TTV	25%	33%	58%	23%	19%	42%	100%
EBITDA	35%	38%	73%	19%	8%	27%	100%
Group EBITDA	33%	33%	66%	21%	13%	34%	100%