FY25 TTV up 22%; Company is refocused, recalibrated and back on track.

28 May 2025

Web Travel Group Limited (**Web Travel Group** or **the Company**, ASX:WEB) today announced its financial results for the 12 months to 31 March 2025.

WebBeds TTV up 22% to $4.9 billion; TTV margins stabilised

Underlying Group EBITDA $120.6 million; $150 million buyback completed

- **Market leading TTV growth rate continues** – TTV up 22% (23% in constant currency) compared to FY24; continue to see strong growth in all regions
- **TTV margins have stabilised** – FY25 TTV margin 6.7% (FY24: 8.2%); margins expected to stabilise at 6.5% for the medium term.
- **WebBeds EBITDA $138.8 million reflects lower Revenue and planned increase in Expenses** – Revenue up 1% in line with lower TTV margins; Expenses up 15% reflecting planned investment in headcount and technology; EBITDA down 14% to $138.8 million (FY24 160.8 million)
- **Group results reflect WebBeds and Corporate operations –** Underlying Group EBITDA $120.6 million (FY24: 139.1 million). Underlying Group NPAT $79.2 million (FY24: 101.1 million)
- **Focus now on optimising supply sources** – increasing hotel contractors to deliver more directly contracted inventory.
- **Strong capital position post demerger** - $363.6 million cash as at 31 March 2025. $150 million on-market share buyback completed, coupled with economic exposure to 8.4 million WEB shares via equity linked financial assets, as such, the Company has addressed approximately 88% of potential future dilution from convertible notes due April 2026.
- **FY26 YTD trading in all regions significantly above market growth.**

The Demerger of Webjet Group Limited (ASX:WJL) from the Company was implemented on 30 September 2024, resulting in the Company operating the WebBeds B2B business and Webjet Group Limited operating the B2C businesses (Webjet OTA, Cars & Motorhomes (formerly GoSee) and investment in Trip Ninja). As the Demerger took effect during FY25, the B2C businesses are included as a discontinued business in the Company's FY25 results and FY24 has been restated to reflect pro forma B2B business only.

Web Travel Group	FY25	FY24	% Change
Bookings	**8,395**	7,021	⬆ 20%
TTV	**$4,868m**	$3,994m	⬆ 22%
Revenue	**$328.4m**	$326.0m	⬆ 1%
Underlying EBITDA	**$120.6m**	$139.1m	⬇ 13%

Commenting on the result, Web Travel Group's Managing Director John Guscic said:

"Our significant TTV growth continued unabated during the year. At almost $5 billion, TTV is nearly double what it was before the pandemic, with our key growth markets of Asia-Pacific and the Americas now accounting for 53% of TTV, up from 31% pre pandemic. After events in the first half saw TTV margin expectations fall, margins stabilised in the second half and EBITDA for the full year was in line with expectations. WebBeds' TTV growth rate is the highest of the global travel companies and at 42%, EBITDA margins remain world class.

We are confident TTV margins will be at least 6.5% for the medium term. Company-driven factors in the first half have been addressed and we are actively looking for opportunities to increase margins. Our focus is now on optimising supply mix. We are investing in directly contracted inventory, reengineering supply agreements and increasing the number of hotel contractors, particularly in Asia Pacific and the Americas. We are confident this will generate significant earnings growth in the short to medium term.

Post demerger the WebBeds business is repurposed, the team is reinvigorated and we are all focused on maintaining our market leading TTV growth rates, and driving economies of scale to deliver significant EBITDA growth by FY30.

We have had an exceptional start to FY26 trading with TTV up 37% and Bookings up 29% compared to the same period last year. We are targeting record EBITDA in FY26 and remain committed to delivering $10 billion TTV in FY30 at circa 50% EBITDA margins."

Commenting on recent capital management initiatives, Web Travel Group's Chair Roger Sharp said:

"In line with the Company's objective to maximise shareholder value and reduce potential future dilution from the $250 million convertible notes due in April 2026, we completed a $150 million on-market share buyback in March 2025. Through the buyback and equity linked financial assets in place, collectively we have addressed approximately 88% of the potential future dilution from shares linked to the convertible notes.

While we are confident in the medium term outlook for the Company's share price, given the current volatility of global equity markets, there is a risk note holders may choose to have the notes repaid in April 2026 instead of converting them to shares. We have therefore increased the revolving credit facility from $40 million to $200 million to provide ample liquidity to support this scenario."

Further information on FY25 performance is set out in **Web Travel Group's FY25 Investor Presentation and Financial Report for the year ended 31 March 2025.**

The Company will hold its **Annual General Meeting on 26 August 2025.**

This announcement has been approved for release to the ASX by the Board of Directors.

Investors.

investor@webtravelgroup.com

Media.

media@webtravelgroup.com

Glossary & Abbreviations.

1H25	6 months ending 30 September 2024
2H25	6 months ending 31 March 2025
FY24	12 months ending 31 March 2024
FY25	12 months ending 31 March 2025
FY26	12 months ending 31 March 2026
FY27	12 months ending 31 March 2027
FY28	12 months ending 31 March 2028
FY30	12 months ending 31 March 2030
B2B	Business to Business
B2C	Business to Consumer
Demerger Booklet	Webjet Limited Demerger booklet published 8 August 2024
EBITDA	Earnings before interest, tax, depreciation and amortisation
TTV	Total Transaction Value
TTV margins	Revenue/TTV margin

Additional Information.

Group Performance.

The Statutory Result includes certain costs which do not reflect the performance of the underlying business (share based payment, non-recurring and non-operating expenses). Underlying Operations excludes these costs in order to demonstrate the performance of the underlying business.

Web Travel Group	**See Note**	**Statutory Results**		**Underlying Operations**	
Continuing Operations	1	**FY25**	**FY24** (Note 2)	**FY25**	**FY24** (Note 2)
Revenue	3	$328.4m	$320.0m	$328.4m	$326.0m
Expenses		($189.6m)	($165.2m)	($189.6m)	($165.2m)
Corporate overheads	4	($18.2m)	($16.3m)	($18.2m)	($21.7m)
Non-recurring items	5	-	$3.3m	-	-
Share Based Payment expense	6	($5.0m)	($2.0m)	-	-
Non-operating expenses	6	($37.9m)	$6.6m	-	-
EBITDA		**$77.7m**	**$146.4m**	**$120.6m**	**$139.1m**
Impairment expense		($12.8m)	($10.5m)	-	-
Depreciation & Amortisation exc AA	7	($22.6m)	($22.7m)	($22.6m)	($18.8m)
Acquired Amortisation (AA)		($15.3m)	($15.8m)	-	-
EBIT		**$27.0m**	**$97.4m**	**$98.0m**	**$120.3m**
Net Interest & Finance Costs	8	($3.7m)	($8.6m)	($3.7m)	($8.0m)
Convertible Note Interest	9	($12.2m)	$12.3m	-	-
EBT		**$11.1m**	**$101.1m**	**$94.3m**	**$112.3m**
Tax Expense		-	($22.5m)	($15.1m)	($11.2m)
NPAT from continuing operations		**$11.1m**	**$78.6m**	**$79.2m**	**$101.1m**
EPS		2.9 cents	20.4 cents	20.5 cents	26.3 cents
Diluted EPS	10	2.9 cents	18.6 cents	20.3 cents	23.5 cents
Effective Tax Rate	11	-	22.3%	16.0%	10.0%
	1	**FY25**	**FY24**	**FY25**	**FY24**
NPAT from discontinued operations	12	$6.6m	($10.6m)	-	-
Net gain on demerger	13	$183.8m	-	-	-
NPAT from discontinued operations		**$190.4m**	**($10.6m)**	-	-
NPAT from continuing and discontinued operations		**$201.5m**	**$68.0m**	**$79.2m**	**$101.1m**

Note

1. Continuing operations refers to Web Travel Group and Discontinued operations refers to Webjet Group Limited (ASX:WJL) up to the date of the Demerger (30 September 2024).
2. FY24 results have been restated to present the restatements for disputed payment write-offs and revision of accounting for supplier payables totaling $4.7 million before tax. Refer to Notes 1.1 and 5.7 in the FY25 Financial Report for further details.
3. Revenue in the FY24 Statutory Result includes $6 million revenue only applicable to the Group prior to the Demerger.
4. Represents corporate costs for the corporate function of Web Travel Group (refer to slide 19 in the FY25 Investor Presentation for further details). FY24 Underlying Operations includes $5.4 million of non-recurring expenses reflecting the pro-forma allocation for the Company (consistent with the methodology used in the Demerger Booklet).
5. Non-recurring items represent amounts in FY24 not applicable to Web Travel Group prior to the Demerger.
6. Share based payments and non-operating expenses are excluded from Underlying Operations to provide a better understanding of the Group's financial performance (refer to slide 19 in the FY25 Investor Presentation for further details).
7. Depreciation and Amortisation in FY24 Underlying Operations does not include $3.9 million amortisation expense applicable to Webjet Group.
8. Net Interest and Finance Costs includes $0.6 million of non-recurring items which represents amounts in FY24 only applicable to Web Travel Group up to the date of the Demerger.
9. Convertible Note Interest in FY24 includes $25.3 million gain on remeasurement of convertible note.
10. Diluted EPS includes the impact of employee share grants.
11. Underlying effective tax rate forecast to be c. 17% for FY26 and near-term
12. NPAT from Webjet Group Limited.
13. Net gain on demerger, as a result of demerger accounting. Refer to Note 5.8 (e) in the FY25 Financial Report for further details.

Group results show performance of WebBeds business unit and Corporate costs

FY25 TTV was up 22% on FY24 reflecting strong growth coming through in all regions for the WebBeds business. Underlying Revenue/TTV margins (TTV Margins) were down 1.5% compared to FY24 due to a combination of Company-driven actions and changing market dynamics. Revenue was up 1% reflecting the impact of the lower TTV margins. Underlying Operating Expenses were up 12% reflecting the pro-forma allocation for the Company (consistent with the methodology used in the Demerger Booklet), as well as headcount growth and additional investment spend in the WebBeds business. Group EBITDA for Underlying Operations was $120.6 million, down 13% on FY24.

Statutory FY25 Group EBITDA was $77.7 million, down 47% on FY24. This reflects the $37.9 million of non-operating expenses and $5.0 million costs relating to share based payments. Non-operating expenses primarily related to revaluation impact of the equity linked financial asset ($24.3 million), post-demerger restructuring costs ($10.1 million), and recognition of onerous lease provision related to London office ($2.5 million). Underlying Net Profit after Tax (NPAT) was down 22% to $79.2 million. Statutory NPAT was down 86% to $11.1 million.

Impairment charges totalling $12.8 million were recorded during the year, of which $11.4 million was recorded against the intangible and other assets of the DMC business and $1.4 million related to right of use assets. Refer to Note 2.4 (c) of the Financial Report for further details.

Strong capital position

Web Travel Group continues to maintain a strong cash position post demerger. As at 31 March 2025, the Company's cash balance was $363.6 million, mainly attributable to cash inflows from operations of $77.8 million, as well as effective cost management.

During the year $19.0 million was invested in equity linked financial assets. A further $37.1 million was invested in essential and strategic capital expenditure projects and initiatives.

In March 2025 the Company completed a $150 million on-market share buy-back in line with its objective to maximise shareholder value and reduce potential future dilution from the Company's $250 million convertible notes due April 2026. The Company acquired 31.2 million Web Travel Group shares under the buy-back and has economic exposure to a further 8.4 million shares via equity linked financial assets. As at 31 March 2025, the Company had reduced its exposure in relation to the potential future dilution from the 45 million shares linked to the convertible notes through the aforementioned capital management initiatives.

During the year the Company increased its revolving credit facility from $40 million to $200 million. Together with cash from operations, this provides ample liquidity to support a scenario where note holders choose to have the notes repaid in April 2026.

Dividend

Web Travel Group did not declare a dividend for FY25.

Business Unit Performance.

WebBeds.

WebBeds	FY25	FY24	Change
Bookings ('000s)	**8,395**	7,021	⬆ 20%
Average Booking Value	**$580**	$569	⬆ 2%
TTV	**$4,868m**	$3,994m	⬆ 22%
Revenue (1)	**$328.4m**	$326.0m	⬆ 1%
Expenses	**$189.6m**	$165.2m	⬆ 15%
EBITDA	**$138.8m**	$160.8m	⬇ 14%
Revenue / TTV Margin	**6.7%**	8.2%	⬇ 150 bps
EBITDA Margin	**42.3%**	49.3%	⬇ 700 bps

(1) FY24 results have been restated to present the restatements for revision of accounting for supplier payables of $1.8 million before tax.

FY25 Bookings were up 20% driven by strong growth in all regions. TTV was up 22% in line with higher Bookings and a 2% increase in Average Booking Value. Revenue was up 1% reflecting the lower TTV margins. FY25 Expenses increased 15% reflecting investment in hotel contracting headcount and technology during the year. FY25 EBITDA reflects the lower Revenue and higher Expenses compared to FY24.

Divested non-core DMC business, effective 30 April 2025.

Corporate.

Corporate	FY25	FY24	Change
B2B EBITDA	**$138.8m**	$160.8m	⬇ 14%
Corporate Costs (1)	**($18.2m)**	($21.7m)	⬇ 16%
EBITDA	**$120.6m**	$139.1m	⬇ 13%

(1) FY24 corporate costs include share of net loss from associates and additional costs required to support Web Travel Group as an independent entity and consistent with section 3.6.4 of the Demerger Booklet.

FY25 represents costs for the corporate function of Web Travel Group as an independent entity. 1H25 costs reflected the pro forma allocation for Web Travel Group consistent with the methodology in the Demerger Booklet. 2H25 costs increased reflecting the on-going Group expenses on a stand-alone basis. These costs included personnel salary costs and other corporate headquarter costs related to the Australian operations.