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WebBeds

Managing Director - Webjet Limited

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**What is a
Bedbank?**

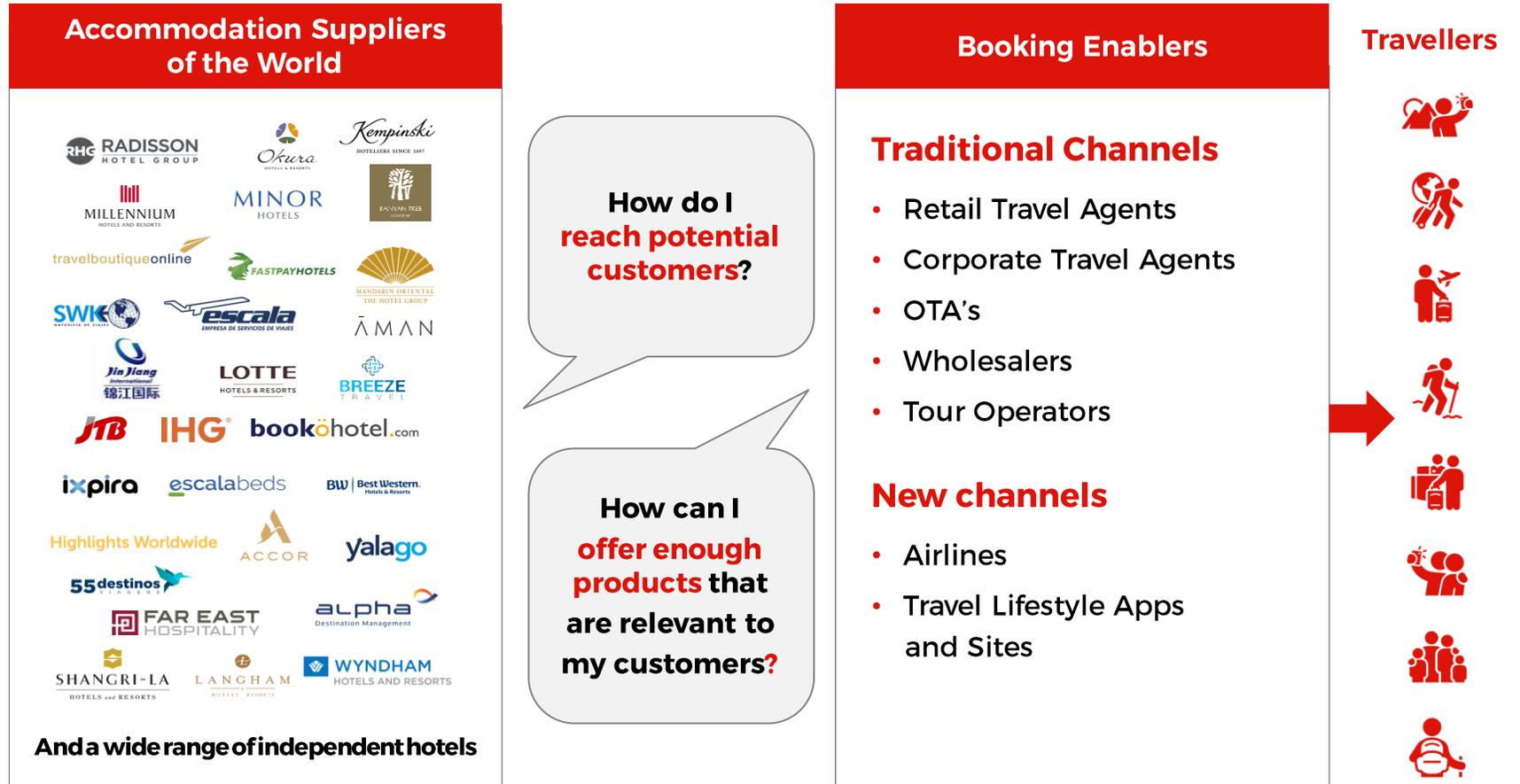
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Bedbanks provide a global B2B marketplace that connect **sellers to buyers**.

What is a Bedbank?

A complex global ecosystem of travel distribution.

WebBeds connect **sellers** with **buyers**



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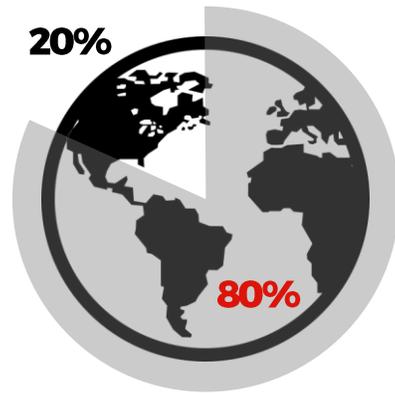
**Why hotels work
with bedbanks.**

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Why hotels
work with
bedbanks.

We provide a **critical distribution channel.**

The **global** accommodation market is huge and highly fragmented



- **80% Independent hotels ⁽¹⁾**
- **20% Part of a chain**

Independent hotels will likely:

- Have limited direct booking capabilities
- Be less able (or willing) to invest in a global sales and distribution team

Bedbanks therefore provide a **critical distribution channel:**

- Global reach and scope
- Independence and transparency
- Cost effectiveness
- Service quality and efficiency
- Bookings with higher ABV, longer lead times & lower cancellation rates

(1) Source: STR Global and Company estimates based on all hotels offering rooms for sale.

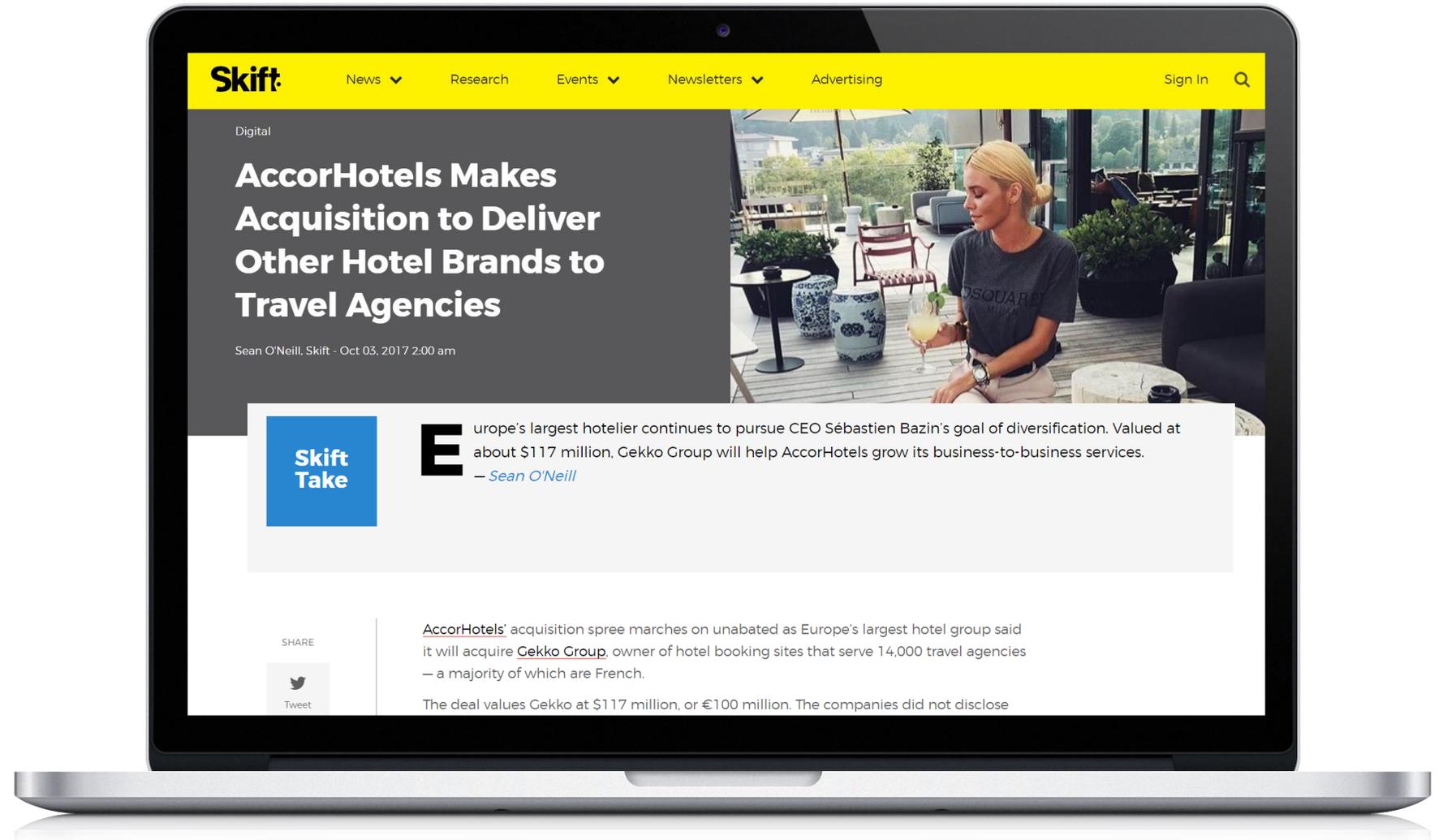
-STR Global data only counts properties with more than 10 rooms <https://str.com/>

-Company estimates include properties with less than 10 rooms

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Why hotels
work with
bedbanks.

The global market is highly fragmented...
Hotels need multiple sources of distribution.



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**Why booking
enablers work
with bedbanks.**

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Why booking enablers **work** with bedbanks.

We provide a **critical distribution channel**.

The **global** accommodation market is huge and highly fragmented - worth **more than US\$50 billion** in TTV.

Bedbanks customer pool:

Any business that offers their customers the ability to make accommodation bookings:

- ✓ **Traditional channels:** OTAs, Corporate Travel Agents, Retail Travel Agents, Tour operators and other wholesalers.
- ✓ **New channels:** Airlines, Travel lifestyle Apps & sites

Customers need:

- Access to inventory
- Cost efficiency
- Reliable technology

Bedbanks therefore provide a **critical distribution channel**:

- Global reach and scope
- Independence and transparency
- Cost effectiveness
- Service quality and efficiency

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**Our business
model.**

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Our business model.

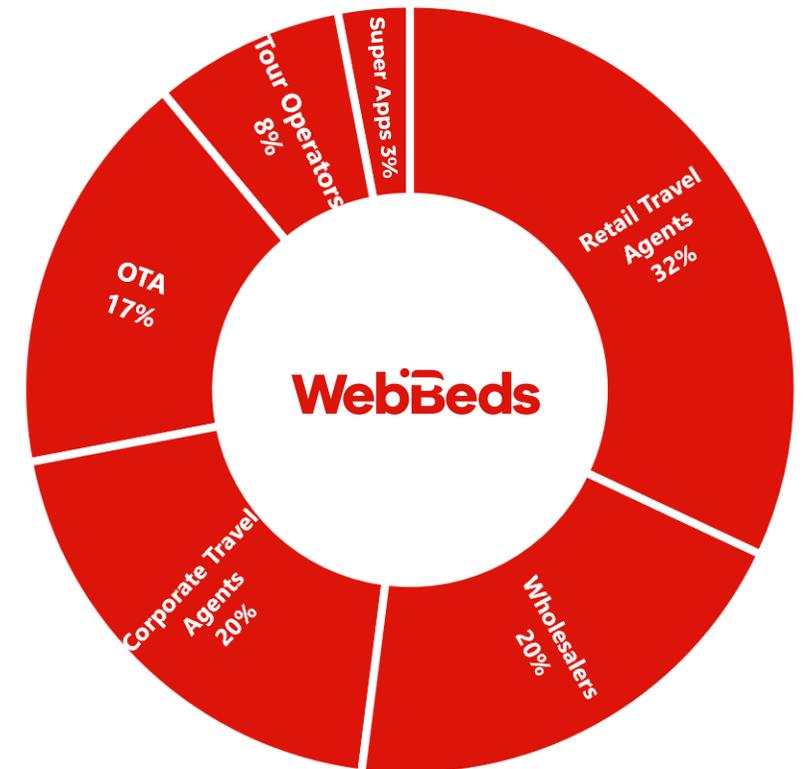
Who are our customers?

WebBeds has a portfolio of **over 20,000+** travel provider customers worldwide.

Some of the largest Booking Enablers in the Industry - **including the 5 largest travel companies** by market capitalization globally

We have seen **fast growth** from the Super App category in recent months

WebBeds Customer Profile



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Our business model.

What **we offer** our customers?

✓ Quick, **easy access** to a full suite of global inventory



Over 250,000 hotels
30,000+ directly contracted hotels
Connections with 55+ leading hotel chains

✓ Highly **competitive** inventory pricing



1 booking every 9 seconds

✓ Market leading **technology**



50+ offices globally

✓ **Dedicated** local sales and supplier support team structure



1,800 staff worldwide

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Our business model.

Who are our hotel **supply partners**?

- **30,000+** key hotels, directly contracted
- **55+** leading Hotel Chains
- 3rd party providers including **70+** global & specialist wholesalers worldwide
- The **3 largest travel companies** in the world by market capitalization supply to WebBeds

Independent hotels worldwide

- Estimated 80% of the world's hotels are independent
- Global chains are not present in many destinations

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Our business model.

What **we offer** our hotel partners?

- ✓ Quick and **easy distribution**
- ✓ **Transparency and predictability** to help in the management of their occupancy rates and profitability
- ✓ **Diversification** of their demand sources

We sell to **over 200 destinations** globally through customers in **more than 130 markets**

We have valuable and useable aggregated data which provides insights into market performance

WebBeds is the 1st bedbank to share our knowledge with the industry: **WebBeds Destination Index**



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Our business model.

WebBeds Destination Index Launch.



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The global
travel market.

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The global travel market.

Travel is resilient...

Latest example: China

YoY room night growth:

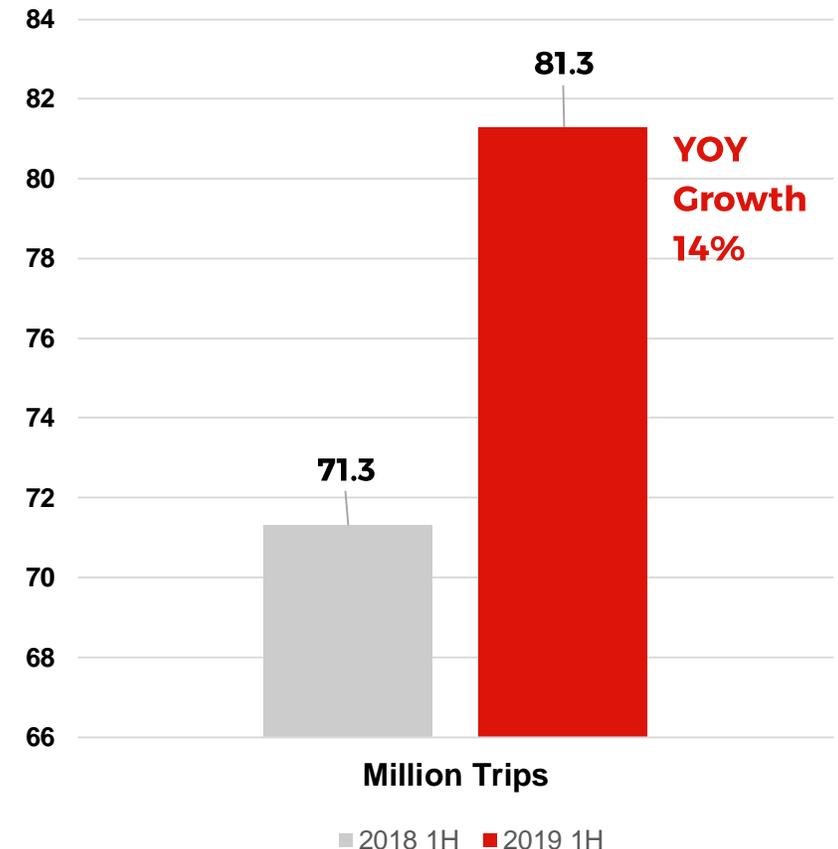
- 85% of China outbound travellers visited Asia Pacific
- Declines to Hong Kong, Taiwan (top 5 destinations) – but still 14% growth YOY

Total international tourism arrival numbers has been **steadily increasing over the last 20+ years** (in billions).

Travel growth consistently **exceeds global GDP growth**

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

China Outbound Travellers



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The global travel market.

Travel is growing...

Investment into **next wave already begun**, with more people expected to travel

India plans to open 100 airports in five years

In order to revive economic growth, India is planning to open 100 additional airports by 2024.

Jakarta to get new airport as Indonesia pumps billions into expansion amid travel boom

• State-owned airport operator will conclude a feasibility study for a greenfield facility in the archipelago's capital this year

• Indonesia **Beijing is building hundreds of airports as millions of Chinese take to the skies**

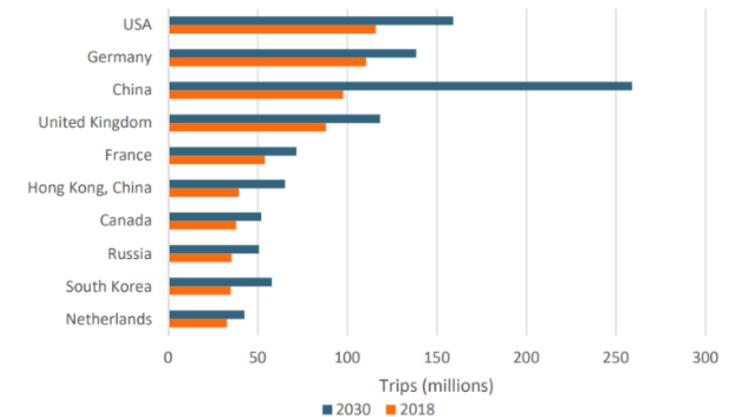
JLL projects 2019 global hotel investment volume will total \$67.0 billion

WebBeds is well positioned to capture the upswing

- **Sales teams** are in markets where next wave of travellers are coming from
- **Hotel contracting and sourcing teams** are in key destinations where travelers will be going

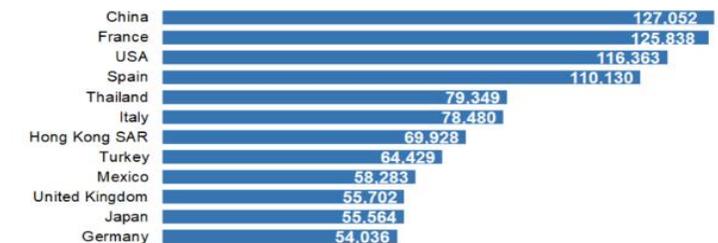
Where travellers will come from...*

Top 10 Outbound Source Markets 2018–2030



Where travellers be going...*

These will be the world's biggest tourist destinations in 2030
Number of estimated arrivals in 000s, based on the Megatrends Shaping the Future of Travel report



Source: Euromonitor International

China will overtake France to become the biggest tourist destination by 2030

Image: Euromonitor International

* Source: Euromonitor International

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Thank you.