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# Webjet Limited

ABN 68 002 013 612 Annual report for the financial year ended 30 June 2010

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# **Corporate Information**

Registered Office	Share Registry
Level 9	Computershare Investor Services Pty Ltd
492 St Kilda Road	Level 5
Melbourne Vic 3004	115 Grenfell Street
Phone: (03) 9820 9214	Adelaide SA 5000
Email: webjet@webjet.com.au	Phone: (08) 8236 2300

Principal Administrative Office Level 9 492 St Kilda Road Melbourne Vic 3004

## Company Secretary John Viegas Level 9 492 St Kilda Road Melbourne Vic 3004

# Solicitors

Minter Ellison 525 Collins Street Melbourne Vic 3001

# Auditors BDO 248 Flinders Street Adelaide SA 5000

# Bankers

ANZ Bank 420 St Kilda Road Melbourne Vic 3004 Internet Address www.webjet.com.au

# **Directors report**

The directors of Webjet Ltd submit herewith the annual financial report of the company and controlled entities for the financial year ended 30 June 2010. In order to comply with the provisions of the Corporations Act 2001, the directors report as follows:

# Information about the directors and senior management

The names and particulars of the directors of the company during or since the end of the financial year are:

Name	Experience
Allan Nahum FCA, FICD, AAISA (Non Executive Chairman)	Former partner in the Melbourne based accounting and consulting firm HLB Mann Judd, with extensive experience in the profession as a business consultant. He has worked in the travel industry as an Auditor and Consultant for over 30 years.
David Clarke (Managing Director)	Held senior management positions with the Jetset travel group from 1977 to 1995. He is regarded as pioneering the introduction of wholesale packaging through distribution access in Australia and overseas, the development of an integrated franchise structure and one of the highest ranking travel brands in Australia in the 1990's. He has worked closely with most major airlines, including Qantas, British Airways, Ansett Australia, United Airlines and others over 25 years and is internationally recognised in the travel industry.
John Lemish BEc (Executive Operations Director) (Resigned 31 March 2010)	With over 25 years experience in the travel industry, he has a wealth of operational experience. He was extensively involved in international operations in the UK and Europe, North America and Asia, and was responsible for the international buying of hotels and land suppliers globally.
Steven Scheuer BBus (Acc) (Non Executive Director)	After spending a number of years in public accounting practice, he established his own manufacturing and importing business using strong and well known clothing brand labels throughout Australia and New Zealand.
Chris Newman BEc, BComm (Non Executive Director)	Has had extensive experience over many years in investment analysis, stockbroking, mergers and acquisitions, and was instrumental in the original public listing of Webjet. Other directorships past and present include Gunns Limited, Coneco Limited, Austereo Group Limited, Prime Financial Group Limited and World Wide Entertainment Group Limited.
John Guscic BEc, MBA (Non Executive Director)	Currently Chief Commercial Officer of GTA (a Travelport company). He has been instrumental in identifying and shaping new business ventures; forging strong, strategic relationships and managing both multinational and local customer retention and growth. Prior to Travelport, John founded his own successful strategic consultancy advising internet start-ups.
Don Clarke LLB (Hons) (Non Executive Director)	Is a partner in the Law firm Minter Ellison and has had extensive commercial experience. He has been associated with Webjet in his capacity as a senior legal advisor for some years. Other directorships past and present include Circadian Technologies Ltd and Calzada Limited (formerly Metabolic Pharmaceuticals Ltd).

#### **Directors' shareholdings**

The following table sets out each director's shareholding as at 30 June 2010, their relevant interest in shares and options in the company as at the date of this report.

	Fully paid ordinary shares	Share options
Directors	Number	Number
Allan Nahum	100,000	-
David Clarke	15,443	180,000
Chris Newman	900,000	-
John Guscic	54,450	-
Steven Scheuer	6,349,785	-
Don Clarke	10,000	-

# Remuneration of directors and senior management

Information about the remuneration of directors and senior management is set out in the remuneration report of this Directors' Report, on page 6.

# Share options granted to directors and senior management

During and since the end of the financial year no share options have been granted to directors or senior management.

### **Company secretary**

John Viegas BCom, held the joint position of Company Secretary and Financial Controller at the end of the financial year. Mr Viegas has extensive background in Financial & Management Accounting in various industries including Petrochemical and Hospitality.

## **Principal activities**

The principal activities of entities within the consolidated entity during the financial year were that of an electronic manager and marketer of travel and related services utilising the internet and other mediums. There have been no significant changes in the nature of those activities during the financial year.

## **Review of Operations**

The year ended 30 June 2010 has produced a profit before tax of \$14.5 million (2009: \$10.8 million) and net profit after tax of \$10.5 million (2009: \$7.7 million). During the year the company has experienced a growth in total transaction values of \$116 million from \$388 million to \$504 million.

The year demonstrates the economic success of Webjet's increasing market footprint. Total transaction values increased by 30% relative to the same period last year. The results demonstrate the potential leverage of Webjet's low cost base, tightly controlled marketing expenditure and deliberately focused business plan.

Webjet has experienced, by any measure, an extremely successful year as evidenced by the following tabulation of results. The year demonstrates the extraordinary success of Webjet's increasing market footprint against a general travel environment that has evidenced negative growth of between 10 and 15% relative to the previous year.

Webjet has effectively defied the trend.

	30 June 2010 \$'M*	30 June 2009 \$'M	30 June 2008 \$'M	30 June 2007 \$'M	30 June 2006 \$'M
Total transaction values	504	388	330	250	172
Total number of flight bookings ('000)	798	657	544	448	358
Net profit before tax	14.5	10.8	9.5	5.3	3.5
Net profit after tax					
Net profit after tax (including once-off tax credit)	10.5	7.7	9.4	4.0	2.4
Net profit after tax (excluding once-off tax credit)	10.5	7.7	6.7	4.0	2.4
Operating cash flow	14.1	8.5	11.2	6.7	4.3

# Changes in state of affairs

There was no significant change in the state of affairs of the consolidated entity during the financial year.

#### Subsequent events

There has not been any matter or circumstance occurring subsequent to the end of the financial year that has significantly affected, or may significantly affect, the operations of the consolidated entity, the results of those operations, or the state of affairs of the consolidated entity in future financial years.

# Share buyback

During 2010 Webjet Ltd did not buy-back any shares.

#### **Future developments**

Disclosure of information regarding likely developments in the operations of the consolidated entity in future financial years and the expected results of those operations is likely to result in unreasonable prejudice to the consolidated entity. Accordingly, this information has not been disclosed in this report.

## Dividends

The final dividend for the year ended 30 June 2009 of \$0.03 per share and a special dividend of \$0.005 per share both fully franked to 100% was paid on 8 October 2009. The total payment was \$2.627M. An interim dividend for the year ended 30 June 2010 of \$0.05 per share fully franked totalling \$3.843M was paid on 14 April 2010. A final dividend of \$0.055 per share, fully franked to 100% has been declared by the directors for payment 8 October 2010.

# Shares under option or issued on exercise of options

Details of unissued shares or interests under option as at the date of this report are:									
Number of Exercise price									
Webjet Limited	I shares under option Class of shares of option Expiry date of								
David Clarke	180,000	ORD	\$1.3365	30/03/2012					
John Lemish	375,000	ORD	\$1.3365	30/03/2012					
Richard Noon	1,250,000	ORD	\$1.3480	31/08/2014					

The holders of these options do not have the right, by virtue of the option, to participate in any share issue or interest issue of the company or of any other body corporate or registered scheme.

Details of shares or interests issued during or since the end of the financial year as a result of exercise of an option are:

	Number of		Amount	Amount
Webjet Limited	shares issued	Class of shares	paid for shares	unpaid on shares
David Clarke	820,000	ORD	\$936,746	-
John Lemish	375,000	ORD	\$262,395	-
Richard Noon	600,000	ORD	\$786,908	-

# Indemnification of officers and auditors

During the financial year, the company paid a premium in respect of a contract insuring the directors of the company (as named above), the company secretary and all executive officers of the company and of any related body corporate against a liability incurred as such a director, secretary or executive officer to the extent permitted by the Corporations Act 2001. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

The company has not otherwise, during or since the end of the financial year, except to the extent permitted by law, indemnified or agreed to indemnify an officer or auditor of the company or of any related body corporate against a liability incurred as such an officer or auditor.

# **Directors' meetings**

The following table sets out the number of directors' meetings (including meetings of committees of directors) held during the financial year and the number of meetings attended by each director (while they were a director or committee member). During the financial year, 13 board meetings, 0 nomination and remuneration committee meetings and 2 audit and risk committee meetings were held.

	Nomination & remuneration Board of directors committee				Audit committee		
Directors	Held	Attended	Held	Attended	Held	Attended	
Allan Nahum	13	12	-	-	2	2	
David Clarke	13	13	-	-	2	2	
Chris Newman	13	13	-	-	2	2	
Steven Scheuer	13	12	-	-	-	-	
John Lemish	13	11	-	-	-	-	
John Guscic	13	12	-	-	-	-	
Don Clarke	13	13	-	-	2	2	

# **Non-audit services**

The Board of Directors, in accordance with advice from the Audit and Risk Committee, is satisfied that the provision of non-audit services during the year is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001. The directors are satisfied that the services disclosed below did not compromise the external auditor's independence as the nature of the services provided do not compromise the general principles relating to auditor independence as set out in the Code of Conduct APES 110 Code of Ethics for Professional Accountants issued by the Accounting Professional & Ethical Standards Board. The following fees for non-audit services were paid/payable to the external auditors or their associated entities during the year ended 30 June 2010:

	BDO	BDO	BDO
	(SA)	(QLD)	(VIC)
Taxation compliance services	-	-	33,303
Taxation advice on research and development	-	11,865	-
Other general services	-	-	-

# Auditor's independence declaration

The auditor's independence declaration has been received and is included on page 13 of the annual report.

# Rounding off of amounts

The company is a company of the kind referred to in ASIC Class Order 98/0100, dated 10 July 1998, and in accordance with that Class Order amounts in the directors' report and the financial report are rounded off to the nearest thousand dollars, unless otherwise indicated.

# **Remuneration report**

This remuneration report, which forms part of the directors' report, sets out information about the remuneration of Webjet Limited's directors and its senior management for the financial year ended 30 June 2010. The prescribed details for each person covered by this report are detailed below under the following headings:

- director and senior management details
- remuneration policy
- remuneration of directors and senior management
- service and employment agreements of key executives.

#### Director and senior management details

The following persons acted as directors of the company during or since the end of the financial year:

- Allan Nahum
- David Clarke
- John Lemish (Resigned 31 March 2010)
- Chris Newman
- Steven Scheuer
- John Guscic
- Don Clarke

The term 'senior management' is used in this remuneration report to refer to the following persons. Except as noted, the named persons held their current position for the whole of the financial year and since the end of the financial year:

- Richard Noon (Chief Executive Officer)
- Alex Orlov
  (Chief Technology Officer)
- Tim Wagg (General Manager Customer Operations Appointed 23 November 2009)
- David Galt (Marketing Manager)
- John Viegas (Financial Controller)

#### **Remuneration philosophy**

The consolidated entity's remuneration policy seeks to ensure that:

- 1. it is able to attract and retain management and operating staff with a particular and specialised mix of marketing, commercial and technical skills appropriate for its business plan. This blend of skills is sought from a competitive environment where there is limited supply.
- 2. remuneration is competitive with the appropriate incentives for continued employment, which, in turn, is an important component in the protection of the company's intellectual property which provides part of the company's competitive edge.
- 3. the interests of management and general operating staff reflect a close alignment with the interests of shareholders.

The company has accordingly, in place, a range of incentive programs at all levels, relative to certain KPIs which relate to quality standards, cost management and budget achievement.

The company does not subscribe, at senior level, to the philosophy of excessive 'at risk components' at a cash salary level and considers a more appropriate methodology is to limit the 'at risk component' to a meaningful but not excessive level. Put more succinctly, it considers total employment should be 'at risk' if performance does not deliver prescribed results.

The company monitors remuneration levels through industry comparisons, market intelligence and comparative data of publicly listed companies and takes external specific advice from specialists when considered necessary.

Having regard to the unprecedented economic climate the company is conscious of the need to ensure that there is an appropriate balance between remuneration and performance and a conservative position to ensure shareholders funds are maximized and protected. As a result the company has instigated a 'Salary Freeze' with effect from 1July 2009 for the 2009/10 financial year and has further aligned all staff payments to reflect the achievement of quality and profit targets. To ensure the company's assets are protected to the maximum extent possible a position guarantee subject only to performance has been extended to all staff with the objective of ensuring that appropriate skills are preserved and enhanced.

## Relationship between the remuneration policy and company performance

The financial and business performance of the Company (of which the overall earnings and performance of the Company compared to its budgets and prior years is an important part) is a material factor in the determination of the nature and amount (or value, as appropriate) of the remuneration of the key management personnel. However, while the Board does have regard for, and is extremely cognisant of the need to drive shareholder wealth and value through improved year on year performance and the payment of dividends (or returns of capital), as there are many and varied factors that affect (positively or negatively):

- the market price of the Company's shares; and
- its ability to pay dividends or make returns of capital,

neither the actual shareholder wealth generated in a financial year nor the relationship, if any, between the Company's performance and the actual shareholder wealth generated in that, financial results are important factors in determining the remuneration policies and/or overall remuneration of the key management personnel in any year.

	30 June				
	2010	2009	2008	2007	2006
	\$'000	\$'000	\$'000	\$'000	\$'000
Revenue	38,877	30,118	25,155	17,495	10,846
Net profit before tax	14,508	10,774	9,472	5,263	3,505
Net profit after tax	10,517	7,678	9,370	3,996	2,357

	30 June				
	2010	2009	2008	2007	2006
Share price at start of year	\$1.30	\$1.26	\$1.26	\$1.20	\$0.64
Share price at end of year	\$1.88	\$1.32	\$1.35	\$1.26	\$1.20
Interim dividend <sup>1</sup>	5.0cps	3.0cps	2.0cps	-	-
Final dividend <sup>1</sup>	5.5cps	3.5cps	3.0cps	2.0cps	-
Basic earnings per share	13.93	10.24	12.52	4.96	0.94
Diluted earnings per share	13.76	10.24	12.45	4.65	0.87

<sup>1</sup> Franked to 100% at corporate income tax rate

#### Remuneration of directors and senior management

	Short-term employee benefits			ment benefits	Other long- term employ	Share- based payment		
	Salary & fees	Bonus	Non- monetary	Other	annua- tion	ee benefits	Options & rights	Total
2010	\$	\$	\$	\$	\$	\$	\$	\$
Non-executive directors								
Allan Nahum	53,500	-	-	-	46,250	-	-	99,750
Chris Newman	42,385	-	-	-	3,815	-	-	46,200
Steven Scheuer	23,119	-	-	-	2,081	-	-	25,200
John Guscic	30,450	-	-	-	-	-	-	30,450
Don Clarke	42.385	-	-	-	3,815	-	-	46,200
	191,840	-	-	-	55,960	-	-	247,800
Executive officers								
David Clarke	502,000	225,000	-	3,600	48,000	-	-	778,600
Richard Noon	350,030	70,000	-	4,800	50,000	-	-	474,830
John Lemish	175,000	25,000	-	-	50,000	-	-	250,000
David Galt	119,266	43,506	-	-	10,734	-	-	173,506
Alex Orlov	165,138	38,460	-	-	14,862	-	-	218,460
John Viegas	119,266	19,230	-	-	10,734	-	-	149,230
Tim Wagg	115,410	-	-	-	28,000	-	-	143,410
	1,546,110	421,196	-	8,400	212,330	-	-	2,188,036

		Short-te	erm employee l	benefits	Post- employ- ment benefits Super-	Other Iong- term employ	Share- based payment	
	Salary & fees	Bonus	Non- monetary	Other	annua- tion	ee benefits	Options & rights	Total
2009	& lees	s s	monetary \$	S S	uon \$	s s	a rigins	10tai \$
Non-executive directors								
Allan Nahum	23,625	-	-	-	70,875	-	-	94,500
Chris Newman	42,385	-	-	-	3,815	-	-	46,200
Steven Scheuer	23,119	-	-	-	2,081	-	-	25,200
John Guscic	30,450	-	-	-	-	-	-	30,450
Don Clarke	42,385	-	-	-	3,815	-	-	46,200
	161,964	-	-	-	80,586	-	-	242,550
Executive officers								
David Clarke	457,600	100,000	-	-	96,000	-	-	653,600
Richard Noon	238,735	115,000	-	-	100,000	-	386,400	840,135
John Lemish	117,708	50,000	-	-	100,000	-	-	267,708
Rod Brandenburg	204,858	67,500	-	-	15,194	-	-	287,552
Alex Orlov	146,789	40,000	-	-	13.211	-	-	200,000
David Galt	119,266	20,000	-	-	10,734	-	-	150,000
John Viegas	100,765	-	-	-	9,069	-	-	109,834
	1,385,721	392,500	-	-	344,208	-	386,400	2,508,829

The following key management personnel were granted a cash bonus during the year ended 30 June 2010 based on group performance against budget for 2009 and upon certain service anniversaries. 100% of the bonuses payable for the year vested with the employees, there were no amounts forfeited except those for anniversaries where the employee was no longer employed by the group.

David Clarke	\$2	225,000
Richard Noon	\$	70,000
John Lemish	\$	25,000
David Galt	\$	43,506
Alex Orlov	\$	38,460
John Viegas	\$	19,230
Schedule of bonuses		

The schedule of bonuses outlines the bonuses payable to the key executives after the reporting period.

	Total Cash Bonus at Risk	at Risk of 2010 Group 201 Budget Increm Bon		Customer Incentives
	\$	\$	\$	\$
D Clarke	125,000	125,000	-	-
R Noon	200,000	100,000	100,000	-
J Lemish	87,500	50,000	37,500	-
D Galt	16,100	13,000	-	3,100
A Orlov	21,100	18,000	-	3,100
J Viegas	8,050	6,500	-	1,550
T Wagg	85,250	50,000	35,250	-

# Bonuses and share-based payments granted as compensation for the current financial year

# Bonuses

The current Webjet bonus plan is based on a combination of the company achieving the board approved budget for the year as well as reaching certain anniversaries of service.

From 1 July 2009, the company introduced a company-wide bonus incentive scheme. Every employee will be entitled to a bonus upon the company achieving the board approved budget for the year as well as a customer satisfaction bonus. The anniversary bonus however, will no longer be paid.

## Employee share option plan

The Webjet share option plan is no longer in existence with no further options issued during the year. The payments noted above are as a result of amounts expensed in the profit and loss as a result of those issued in prior years. The board has no intention of re-instating the plan at this time.

#### Tax deferred shares

There were no tax deferred shares granted to staff in the year ended June 2010 (2009: nil). The company has no intention of granting any further tax deferred shares at this time.

### During the financial year, the following share-based payment arrangements were in existence

		No of options	Exercise price		Grant date fair	Vesting
Options series	Grant date			Expiry date	value	date
D Clarke (a)	10/11/2004	250,000	\$0.6997	Exercised	\$0.0504	31/03/2006
J Lemish (a)	10/11/2004	375,000	\$0.6997	Exercised	\$0.0504	31/03/2006
D Clarke (a)	10/11/2004	750,000	\$1.3365	30/03/2012	\$0.0568	31/03/2007
J Lemish (a)	10/11/2004	375,000	\$1.3365	30/03/2012	\$0.0568	31/03/2007
R Noon – Tranche 2 (c)	07/03/2006	600,000	\$1.3115	Exercised	\$0.2420	1/09/2008
R Noon – Tranche 3 (c)	07/03/2006	1,250,000	\$1.3480	31/08/2014	\$0.3500	1/09/2009

(a) These options vest on the dates indicated as long as the employee remains in employment within the entity until the vesting date.

(b) There are no vesting conditions to these options.

(c) Tranche 2 – 50% vests if company achieves board determined budget for 2008, 50% vest if remains in employment at 30 June 2008. Tranche 3 – 50% vests if company achieves board determined budget for 2009, 50% vest if remains in employment at 30 June 2009.

During the year, the following directors and senior management exercised options that were granted to them as part of their compensation. Each option converts into one ordinary share of Webjet Ltd.

	No. of	No. of ordinary shares of		
Name	options exercised	Webjet Ltd issued	Amount paid	Amount unpaid
David Clarke	820,000	820,000	\$936,746	-
John Lemish	375,000	375,000	\$262,395	-
Richard Noon	600,000	600,000	\$786,908	-

# **Unexercised Options over Ordinary Shares**

Details of unissued shares or interests under option held by directors or senior executives as at the date of this report are:

	Number of		Exercise price	
	shares under option	Class of shares	of option	Expiry date of options
David Clarke	180,000	ORD	1.3365	30/03/2012
John Lemish	375,000	ORD	1.3365	30/03/2012
Richard Noon	1,250,000	ORD	1.3480	31/08/2014

# Service and employment agreements of key executives

The following table sets out the key elements of the senior executive service agreements.

	Agreement Date	Term (Years)		Termination Payment	Base Salary (Inc Superannuation)	Salary at Risk	Possible Total
		_	Notice Period	_	\$	\$	\$
				12 months in			
D Clarke	19 March 2008	3	12 Months	lieu of notice	550,000	125,000	675,000
				6 months in			
R Noon	1 July 2009	3	6 Months	lieu of notice	415,000	183,000	598,000
				6 months in			
J Lemish	22 October 2008	3	6 Months	lieu of notice	250,000	50,000	300,000
	00.4 10010		<b>4 8 4</b> 11	1 months in	105 000	~~~~~	000.000
A Orlov	28 April 2010	1	1 Months	lieu of notice	195,000	33,900	228,000
D Galt	1 July 2009	4	1 Month	1 month in lieu of notice	145.000	28,900	173,900
D'Gail	1 July 2009	'	T WORLD	3 month in	145,000	26,900	173,900
J Viegas	23 April 2010	1	3 Months	lieu of notice	145.000	28.900	173,900
U VIEYAS	23 April 2010	'	5 WOTUIS	6 months in	145,000	20,900	173,900
T Wagg	23 November 2009	3	6 Months	lieu of notice	245,000	86,750	331,750
		5	o montino		240,000	00,700	001,700

# **Remuneration philosophy**

The board monitors and reviews the performance of executive directors (including the Managing Director) as well as the performance of key senior management. The Board receives regular updates on the performance of Webjet as a whole. The Chairman of the company endeavours to implement change at a Board level to incorporate recommendations that flow out of this review process. The company has in place a Nomination and Remuneration Committee which seeks to ensure that the Company's remuneration levels are appropriately aimed at delivering maximum benefit for the Company. The Nomination and Remuneration Committee has responsibility for ensuring that the company:

- Has coherent remuneration policies and practices to attract and retain executives and directors who will create value for shareholders;
- Observes those remuneration policies and practices; and
- Fairly and responsibly rewards executives having regard to the performance of Webjet, the performance of the executives and the general pay environment.

#### **Remuneration Committee**

The current members of the Nomination and Remuneration Committee are the independent directors John Guscic (Chairman) and Allan Nahum. The Committee receives external assistance and advice to assist it in determining appropriate levels of remuneration for the directors of the Company.

#### Senior Management and Executive Director Remuneration

The Webjet group aims to reward executives with a level and mix of remuneration commensurate with their position and responsibilities within the company and so as to:

- reward executives for company, business unit and individual performance against targets set by reference to appropriate benchmarks;
- align the interests of executives with those of shareholders;
- link reward with the strategic goals and performance of the company; and
- ensure total remuneration is competitive by market standards.

Remuneration consists of the following key elements:

- fixed remuneration; and
- incentive remuneration in the form of performance and retention bonuses.

The proportion of fixed remuneration and variable remuneration is established for each executive by the Managing Director in consultation with the Nomination and Remuneration Committee. The proportion of fixed remuneration and variable remuneration is established for the Managing Director by the Nomination and Remuneration Committee.

#### Non-executive director remuneration

The Board seeks to set aggregate remuneration at a level which provides the company with the ability to attract and retain directors of the highest calibre, whilst incurring a cost which is acceptable to shareholders. When setting fees for individual directors, account is taken of the responsibilities inherent in stewardship of the consolidated entity and the demands made of directors in the discharge of their responsibilities.

#### The board is remunerated as follows:

Total Remuneration
105,000
25,200
21,000
5,000

#### **Fixed remuneration**

The level of fixed remuneration is set so as to provide a base level of remuneration which is both appropriate to the position and is competitive in the market. Fixed remuneration is reviewed annually by the Nomination and Remuneration Committee and the process consists of a review of company-wide, business unit and individual performance, relevant comparative remuneration in the market and internal and, where appropriate, external advice on policies and practices.

Senior executives are given the opportunity to receive their fixed (primary) remuneration as either cash or superannuation. It is intended that the manner of payment chosen will be optimal for the recipient without creating undue cost for the company.

#### Variable remuneration

The company has implemented a bonus plan that seeks to incentivise and retain it's key executives by rewarding company and individual performance.

Signed in accordance with a resolution of the directors made pursuant to s.298 (2) of the Corporations Act 2001. On behalf of the directors

Allan Nahum (Chairman) 21 July 2010

# Corporate governance statement

The Board of Directors are responsible for corporate governance of the company and its controlled entities. The Board considers good corporate governance a matter of high importance and aims for best practice in the area of corporate governance. This section describes the main corporate governance practices of the company.

In reviewing the corporate governance structure of Webjet, the Board have reviewed and considered the ASX Corporate Governance Councils' recommendations. Comment is made where key principles are not followed due to the size and nature of Webjet.

# **Board Responsibilities**

The Board's key responsibilities are:

- oversight of the operation of the group including establishing, reviewing and changing corporate strategies;
- ensuring that appropriate internal control, reporting, risk management and compliance frameworks are in place;
- appointing, removing, reviewing and monitoring the performance of the Managing Director to whom the Board have delegated the day to day management of the group;
- approval of the annual report (including the financial report), the budget and the business plan of the group;
- regular (at present at least monthly) review of the group's performance against the budget and the business plan;
- approving material contractual arrangements including all major investments and strategic commitments;
- making decisions concerning the group's capital structure, the issue of any new securities and the dividend policy;
- establishing and monitoring appropriate committees of the Board including the audit and risk committee and the remuneration committee;
- reporting to shareholders; and
- ensuring the company's compliance with all legal requirements including the ASX Listing Rules.

# Structure of Board

The maximum number of directors provided for by the Company's constitution is seven and the Company currently has six directors on the Board. A director may be appointed by resolution passed at a general meeting or, in the case of casual vacancies, by the directors.

Potential additions to the Board are carefully considered by the Board prior to being nominated to shareholders or appointed as casual vacancies. The skills, experience and expertise of each of the directors are set out in the first section of the Annual Report.

The Board currently has four independent directors being Allan Nahum (Chairman), Chris Newman, John Guscic and Don Clarke. The current Board is sufficiently balanced to protect the interests of shareholders. The Company facilitates and pays for directors and committee members to obtain professional independent advice if they require it.

# **Code of Conduct**

Webjet has a Code of Conduct as well as a number of internal policies and operating procedures aimed at providing guidance to directors, senior management and employees on the standards of personal and corporate behaviour required of all Webjet personnel. The Code of Conduct covers specific issues such as trading in Company securities by directors, officers and employees and also provides guidance on how to deal with business issues in a manner that is consistent with the Company's responsibilities to its shareholders.

# Audit and Risk Committee

The Board has appointed an Audit and Risk Committee that operates under a charter approved by the Board.

The Committee provides a direct link between the Board and the external audit function as well as directing the internal audit function. The Committee is responsible for reviewing and reporting to the Board that:

- the system of internal control which management has established effectively safeguards the assets of the consolidated entity;
- accounting records are properly maintained in accordance with statutory requirements;
- financial information provided to shareholders is accurate and reliable;
- the external audit function is effective; and
- the internal audit function is independent of management.

The Committee is responsible for the appointment of the external auditor and ensures that the incumbent firm (and the responsible service team) has suitable qualifications and experience to conduct an effective audit. The external audit partner will be required to rotate every five balance dates in accordance with Clerp 9 requirements.

The Audit and Risk Committee meets regularly to review the half-year and annual results of Webjet, and to review the audit

process, and those representations made by management in support of monitoring Webjet's commitment to integrity in financial reporting. The Financial Controller, Managing Director and the external auditors are invited to attend meetings of the Committee at the discretion of the Committee.

The members of the Audit and Risk Committee at the date of this annual report are the following non-executive directors of the Company: Chris Newman (Chairman of the Committee), Don Clarke and Allan Nahum.

# **Business Risk Management**

The Company endeavours at all times to minimise and effectively manage risk. The Audit and Risk Committee reviews the control systems and policies of the Company in relation to risk management on an ongoing basis and maintains a diagrammatic representation of the key operating and control systems of the company.

The Audit and Risk Committee reviews key matters of business risk management and ensures appropriate measures are in place to protect the assets of the Company including the security of its software, the security of its premises and the appropriate provisioning of insurance policies.

In addition, the Audit and Risk Committee regularly provides specific advice or recommendations to the Board regarding the existence and status of business risks that the Company faces.

# Nomination and Remuneration Committee Charter

The Nomination and Remuneration Committee is a committee of the Board of directors of Webjet Limited. The role of the Nomination and Remuneration Committee is not an executive role. The role of the Committee is to help the Board achieve its objective to ensure the company:

- has a Board of an effective composition, size and commitment to adequately discharge its responsibilities and duties;
- has coherent remuneration policies and practices to attract and retain executives and directors who will create value for shareholders;
- observes those remuneration policies and practices; and
- fairly and responsibly rewards executives having regard to the performance of the group, the performance of the executives and the general pay environment.

The Nomination and Remuneration Committee is responsible for:

- identifying and recommending to the Board, nominees for membership of the Board;
- identifying and assessing the necessary and desirable competencies and characteristics for Board membership and regularly assessing the extent to which those competencies and characteristics are represented on the Board;
- developing and implementing processes to identify and assess necessary and desirable competencies and characteristics for Board members; and
- ensuring succession plans are in place to maintain an appropriate balance of skills on the Board and reviewing those plans.

Executive remuneration and incentive policies and practices are performance based and aligned with the group's vision, values and overall business objectives. In effect, the committee must give appropriate consideration to the Company's performance and objectives, employment conditions and remuneration relativities.

# Disclosure

The company's policy is that shareholders are informed of all major developments that impact on the Company. The Company treats its continuous disclosure obligations seriously and has a number of internal operating policies and principles (including the Code of Conduct referred to above) that are designed to promote responsible decision-making and timely and balanced disclosure.

The Board is ultimately responsible for ensuring compliance by senior management and employees of the Company with the Company policies and therefore requires that senior management and employees have an up to date understanding of ASX listing requirements. The Company also ensures that the directors and senior management obtain timely and appropriate external advice where necessary.

The Company currently places all relevant announcements made to the market including all past annual reports, policies including corporate governance together with related information on its website: www.webjet.com.au/About\_us

Additionally, the Company ensures that its external auditor is represented at the annual general meeting to answer shareholder questions about the conduct of the audit and the preparation of the auditor's report.

# **Performance and Remuneration**

The Board reviews the performance of the executive directors including the Managing Director as well as the performance of key senior management. The Board receives regular updates of the performance of the group as a whole.

The Chairman of the Company endeavours to implement change at a Board level to incorporate recommendations that flow out of this review process.

As previously stated, the Company has in place a Nomination and Remuneration Committee which seeks to ensure that the company's remuneration levels are appropriate and aimed at delivering the maximum benefit for the Company.

The current members of the Nomination and Remuneration Committee are John Guscic and Allan Nahum. The Committee receives external assistance and advice to assist it in determining appropriate levels of remuneration for the directors of the Company.

Remuneration details of each of the directors and senior management are set out in the 'Remuneration Report' section of the Directors' Report.



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# AUDITOR'S INDEPENDENCE DECLARATION

# Under s307C of the Corporations Act 2001

# To the Directors of Webjet Limited and Controlled Entities

As lead auditor of Webjet Limited for the year ended 30 June 2010, I declare that, to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

This declaration is in respect of Webjet Limited and the entities it controlled during the period.

Gregory R Wiese Partner **BDO (SA)** Chartered Accountants 21 July 2010

# Managing Director and Financial Controller Declaration

The Managing Director and Financial Controller of Webjet Limited declare that:

- With regard to the integrity of the financial statements of Webjet Limited for the financial year ended 30 June 2010, that having made appropriate enquiries, in our opinion:
  - (a) the financial records of Webjet Limited and of the entities whose financial statements are required to be included in its consolidated financial statements (the consolidated entity) for the financial year have been properly maintained in accordance with section 286 of the Corporations Act 2001; and
  - (b) the financial reports of Webjet Limited and of the consolidated entity, being the financial statements and notes thereto, present a true and fair view, in all material respects of the financial position and performance of Webjet Limited and of the consolidated entity in accordance with section 297 of the Corporations Act 2001 and comply with relevant accounting standards, in all material respects, in accordance with section 296 of the Corporations Act 2001.
- 2. With regard to the risk management and internal compliance and control systems of Webjet Limited and the consolidated entity in operation as at 30 June 2010, that having made appropriate enquiries, within the context described in point 3 below, to the best of our knowledge and belief:
  - (a) The statements made in 1(b) above regarding the integrity of the financial reports is founded on a sound system of risk management and internal compliance and control systems which, in all material respects, implement the policies adopted by the Board of Directors.
  - \* (b) The risk management and internal compliance and control systems to the extent they relate to financial reporting are operating effectively, in all material respects.
  - (c) Nothing has come to our attention since 30 June 2010 that would indicate any material change to the statements made in 1(a) and 1(b) above, and
- The statements made in 2 above regarding the risk management and internal compliance and control systems are made within the following context:
  - (a) These statements provide a reasonable, but not absolute, level of assurance and do not imply a guarantee against adverse events or more volatile outcomes arising in the future.
  - (b) The design and operation of the risk management and internal compliance and control systems relating to financial reporting has been assessed primarily through the use of declarations by process owners who are responsible for those systems.

Dated 21 July 2010

David Clarke (Managing Director)

John Viegas (Financial Controller/Company Secretary)

# **Directors Declaration**

The directors of the company declare that:

1. In the directors' opinion, the financial statements and notes, as set out on pages 17 to 50, are in accordance with the Corporations Act 2001 and:

(a) comply with International Financial Reporting Standards, as stated in note 2 to the financial statements; and

(b) give a true and fair view of the financial position as at 30 June 2010 and of the performance for the year ended on that date of the company and the Consolidated Entity;

- 2. That the directors have been given the declarations required by s.295A of the Corporations Act 2001; and
- 3. In the directors' opinion, there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.
- 4. That the remuneration disclosures contained in the remuneration report comply with s300A of the Corporations Act 2001.

Signed in accordance with a resolution of directors made pursuant to s.295 (5) of the Corporations Act 2001.

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On behalf of the Directors

Alian Nahum (Chairman)

21 July 2010

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# Consolidated statement of comprehensive income for the financial year ended 30 June 2010

	Note	2010 \$'000	2009 \$'000
Revenue			
Fees		36,313	27,532
Other income		825	811
Interest income		1,739	1,775
	5	38,877	30,118
Expenses			
Employee benefits		(7,390)	(5,759)
Option expenses		-	(386)
Depreciation, amortisation and impairments		(314)	(290)
Marketing expenses		(7,619)	(7,185)
Operating costs		(6,059) (1,606)	(3,275)
Technology expenses Administrative expenses		(1,000) (492)	(1,314) (446)
Directors' fees		(248)	(243)
Other expenses		(641)	(446)
Profit before tax		14,508	10,774
Deferred tax (expense)/benefit		(485)	(393)
Current tax expense		(3,506)	(2,703)
Income tax (expense)/benefit	6	(3,991)	(3,096)
PROFIT FOR THE YEAR		10,517	7,678
Other comprehensive income Exchange differences on translating foreign operations		58	
Other comprehensive income for the year, net of			
tax		58	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		10,575	7,678
Profit/(loss) attributable to:			
Owners of the Company		10,567	7,678
Non-controlling interests		(50)	-
		10,517	7,678
Total comprehensive income attributable to:			
Owners of the Company		10,625	7,678
Non-controlling interests		(50)	
		10,575	7,678
<b>Earnings per share</b> Basic (cents per share) Diluted (cents per share) Notes to the financial statements are included on pages 21 to 50.	19	Cents 13.93 13.76	Cents 10.24 10.24

Notes to the financial statements are included on pages 21 to 50.

# Consolidated statement of financial position as at 30 June 2010

	Note	2010 \$'000	2009 \$'000
	Note	\$ 000	\$ 000
Current assets			
Cash and cash equivalents	25	17,317	9,534
Trade and other receivables	8	2,100	1,503
Other financial assets	9	21,562	21,362
Other assets	12	120	143
Total current assets		41,099	32,542
Non-current assets			
Other financial assets	9	200	-
Property, plant and equipment	10	1,126	853
Deferred tax assets	6	2,499	2,684
Intangible assets	11	6,547	5,210
Total non-current assets		10,372	8,747
Total assets		51,471	41,289
		51,471	41,209
Current liabilities			
Trade and other payables	13	7,689	3,942
Other liabilities	15	-	20
Current tax liabilities	6	1,215	1,550
Provisions	14	613	588
Total current liabilities		9,517	6,101
Non-current liabilities			
Deferred tax liabilities	6	1,578	1,280
Provisions	14	65	36
Total non-current liabilities		1,643	1,316
Total liabilities		11,160	7,417
Net assets		40,312	33,872
Equity		40,012	00,072
Contributed equity	16	25,674	23,569
Reserves	10	1,183	1,243
Retained profits	17	13,155	9,060
Equity attributable to owners of the	10	10,100	5,000
Company		40,012	33,872
Non-controlling interests	24	300	
	<u> </u>	000	
Total equity		40,312	33,872
		40,312	33,877

Notes to the financial statements are included on pages 21 to 50.

# Consolidated statement of changes in equity for the financial year ended 30 June 2010

	Fully paid ordinary shares \$'000	Retained profits/ (losses) \$'000	Foreign currency translation reserve \$'000	Option reserve \$'000	Total attributable to owners of the parent \$'000	Non- controlling interests \$'000	Total \$'000
Balance at 30 June 2008	23,069	5,884	-	1,049	30,004	-	30,004
Changes							
Profit for the year	-	7,678	-	-	7,678	-	7,678
Other comprehensive income for the year	-	-	-	-	-	-	-
Total comprehensive income for the year	-	7,678	-	-	7,678	-	7,678
Share buy-back	(218)	-	-	-	(218)	-	(218)
Share issue (exercise of options)	526	-	-	-	526	-	526
Dividends paid	-	(4,504)	-	-	(4,504)	-	(4,504)
Transfers to and from reserves							
Options exercised	192	-	-	(192)	-	-	-
Recognition of share based payments							
Options expense	-	-	-	386	386	-	386
Sub-total	500	3,174	-	194	3,868	-	3,868
Balance at 30 June 2009	23,569	9,058	-	1,243	33,870	-	33,870
Balance at 1 July 2009	23,569	9,058	-	1,243	33,870	-	33,870
Changes							
Profit for the year	-	10,567	-	-	10,567	(50)	10,517
Other comprehensive income for the year	-	-	58	-	58	-	58
Total comprehensive income for the year	-	10,567	58	-	10,625	(50)	10,575
Share buy-back	-	-	-	-	-	-	
Share issue (exercise of options)	1,987	-	-	-	1,987	-	1,987
Dividends paid	-	(6,470)	-	-	(6,470)	-	(6,470)
Additional non-controlling interest (see note 24)						350	350
Transfers to and from reserves							
Options exercised	118	-	-	(118)	-	-	-
Recognition of share based payments							
Options expense	-	-	-	-	-	-	-
Sub-total	2,105	4,097	58	(118)	6,142	300	6,442
Balance at 30 June 2010	25,674	13,155	58	1,125	40,012	300	40,312

Notes to the financial statements are included on pages 21 to 50. .

# Consolidated statement of cash flows for the financial year ended 30 June 2010

	Note	2010 \$'000	2009 \$'000
Cash flows from operating activities			
Receipts from customers		36,521	27,664
Payments to suppliers and employees		(20,161)	(18,213)
Interest received		1,539	1,653
Income tax paid		(3,843)	(2,676)
Net cash generated by operating activities	25	14,056	8,428
Net cash generated by operating activities	23	14,050	0,420
Cash flows from investing activities			
Payments for property, plant and equipment	10	(574)	(318)
Payments for intangible assets	11	(1,014)	(1,057)
Payments to acquire financial assets		(202)	(21,362)
Proceeds from disposal of floating rate notes		-	6,990
Net cash used in investing activities		(1,790)	(15,747)
Cash flows from financing activities			
Proceeds from issue of share capital		1,987	526
Payment for share buy-back		-	(218)
Payment of dividends		(6,470)	(4,504)
Net cash used in financing activities		(4,483)	(4,196)
			<u> </u>
Net increase in cash and cash equivalents		7,783	(11,515)
Cash and cash equivalents at the beginning of the financial year		9,534	21,049
Cash and cash equivalents at the end of the financial year	25	17,317	9,534
···· <b>/··</b>	-	.,	.,

Notes to the financial statements are included on pages 21 to 50.

# 1. General information

Webjet Ltd (the company) is a public company listed on the ASX Limited, incorporated in Australia.

Webjet Ltd registered office and its principal place of business are as follows:

Registered office Level 9	Principal place of business Level 9
492 St Kilda Road	492 St Kilda Road
Melbourne Victoria 3004	Melbourne Victoria 3004

The financial statements relate to the consolidated entity consisting of Webjet Limited and its subsidiaries. Separate financial statements for Webjet Limited as an individual entity are no longer presented as the consequence of a change to the Corporations Act 2001, however, limited financial information for Webjet Limited as an individual entity are included in Note 33. The entity's principal activities are on-line travel agency.

## 2. Statement of significant accounting policies

#### Statement of compliance

The financial report is a general purpose financial report which has been prepared in accordance with the Corporations Act 2001, Australian Accounting Standards and Interpretations, and complies with other requirements of the law.

Australian Accounting Standards include Australian equivalents to International Financial Reporting Standards ('A-IFRS'). Compliance with A-IFRS ensures that the financial statements and notes of the Group comply with International Financial Reporting Standards ('IFRS').

The financial statements were authorised for issue by the directors on 21 July 2010.

#### Basis of preparation

The financial report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected non-current assets, and financial assets and financial liabilities for which fair value basis of accounting has been applied. Cost is based on the fair values of the consideration given in exchange for assets. All amounts are presented in Australian dollars unless otherwise stated.

#### Critical accounting judgements and key sources of estimation uncertainty

In the application of the Group's accounting policies, management is required to make judgements, estimates and assumptions about carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

#### Adoption of new and revised Accounting Standards

In the current year, the Group has adopted all of the new and revised Standards and Interpretations issued by the Australian Accounting Standards Board (the AASB) that are relevant to its operations and effective for the current annual reporting period. Details of the impact of the adoption of these new accounting standards are set out in the individual accounting policy notes set out below. The Group has also adopted the following Standards as listed below which only impacted on the Group's financial statements with respect to disclosure:

- AASB 3 'Business Combinations' (as revised in 2008)
- AASB 8 'Operating Segments'
- AASB 101 'Presentation of Financial Statements (revised September 2007)
- AASB 2009-2 'Amendments to Australian Accounting Standards Improving Disclosures about Financial Instruments'

The following significant accounting policies have been adopted in the preparation and presentation of the financial report:

### (a) Basis of consolidation

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries) (referred to as 'the Group' in these financial statements). Control is achieved where the Company has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

In preparing these consolidated financial statements, all inter-company balances and transactions, and unrealised profits arising within the consolidated entity are eliminated in full. A controlled entity is an entity Webjet Limited has the power to control the financial and operating policies of so as to obtain benefits from its activities.

#### (b) Business combinations

AASB 3 (2008) has been adopted in the current year.

In accordance with the relevant transitional provisions, AASB 3 (2008) has been applied prospectively to business combinations for which the acquisition date is on or after 1 July 2009. The impact of the adoption of AASB 3 (2008) *Business Combinations* has been:

- to allow a choice on a transaction-by-transaction basis for the measurement of non-controlling interests (previously referred to as 'minority' interests) either at fair value or at the non-controlling interests' share of the fair value of the identifiable net assets of the acquire.
- to require that acquisition-related costs be accounted for separately from the business combination, generally leading to those costs being recognised as an expense in profit or loss as incurred, whereas previously they were accounted for as part of the costs of acquisition.

Goodwill arising on acquisition is recognised as an asset and initially measured at cost, being the excess of the cost of the business combination over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities recognised. If, after reassessment, the Group's interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities exceeds the cost of the business combination, the excess is recognised immediately in profit or loss.

The interest of minority shareholders in the acquiree is initially measured at the minority's proportion of the net fair value of the assets, liabilities and contingent liabilities recognised.

#### (c) Investments in associates

An associate is an entity over which the Group has significant influence and that is neither a subsidiary nor an interest in a joint venture. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies.

The results and assets and liabilities of associates are incorporated in these financial statements using the equity method of accounting, except when the investment is classified as held for sale, in which case it is accounted for in accordance with AASB 5 'Non-current Assets Held for Sale and Discontinued Operations'. Under the equity method, investments in associates are carried in the consolidated balance sheet at cost as adjusted for post-acquisition changes in the Group's share of the net assets of the associate, less any impairment in the value of individual investments.

Losses of an associate in excess of the Group's interest in that associate (which includes any long-term interests that, in substance, form part of the Group's net investment in the associate) are recognised only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the associate.

Any excess of the cost of acquisition over the Group's share of the net fair value of the identifiable assets, liabilities and contingent liabilities of the associate recognised at the date of the acquisition is recognised as goodwill. The goodwill is included within the carrying amount of the investment and is assessed for impairment as part of that investment. Any excess of the Group's share of the net fair value of the identifiable assets, liabilities and contingent liabilities over the cost of the acquisition, after reassessment, is recognised immediately in profit or loss.

Where a group entity transacts with an associate of the Group, profits and losses are eliminated to the extent of the Group's interest in the relevant associate.

## (d) Foreign currency

The individual financial statements of each group entity are presented in its functional currency being the currency of the primary economic environment in which the entity operates. For the purpose of the consolidated financial statements, the results and financial position of each entity are expressed in Australian dollars, which is the functional currency of Webjet Ltd and the presentation currency for the consolidated financial statements.

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency are recorded at the rates of exchange prevailing on the dates of the transactions. At each balance sheet date, monetary items denominated in foreign currencies are retranslated at the rates prevailing at the balance sheet date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing on the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences are recognised in profit or loss in the period in which they arise except for:

- exchange differences on foreign currency borrowings relating to assets under construction for future productive use, which are included in the cost of those assets when they are regarded as an adjustment to interest costs on those foreign currency borrowings;
- exchange differences on transactions entered into in order to hedge certain foreign currency risks; and
- exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur (therefore forming part of the net investment in foreign operations), which are recognised initially in other comprehensive income and reclassified from equity to profit or loss on disposal or partial disposal of the net investment.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are expressed in Australian dollars using exchange rates prevailing at the end of the reporting period. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuated significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity (attributed to non-controlling interests as appropriate).

On the disposal of a foreign operation (i.e. disposal of the Group's entire interest in a foreign operation, or a disposal involving loss of control over a subsidiary that includes a foreign operation, loss of joint control over a jointly controlled entity that includes a foreign operation, or loss of significant influence over an associate that includes a foreign operation), all of the accumulated exchange differences in respect of that operation attributable to the Group are reclassified to profit or loss. Any exchange differences that have previously been attributed to non-controlling interests are derecognised, but they are not reclassified.

In the case of a partial disposal (i.e. no loss of control) of a subsidiary that includes a foreign operation, the proportionate share of accumulated exchange differences are re-attributed to non-controlling interests and are not recognised in profit or loss. For all other partial disposals (i.e. of associated or jointly controlled entities not involving a change of accounting basis), the proportionate share of the accumulated exchange differences in reclassified to profit or loss.

Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the closing rate.

## (e) Goods and services tax

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except:

- where the amount of GST incurred is not recoverable from the taxation authority, it is recognised as part of the cost of acquisition of an asset or as part of an item of expense; or
- ii. for receivables and payables which are recognised inclusive of GST
- iii. the presentation of total transaction values.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables. Cash flows are included in the cash flow statement on a gross basis. The GST component of cash flows arising from investing and financing activities which is recoverable from, or payable to, the taxation authority is classified within operating cash flows.

#### (f) Revenue

i.

Revenue from commission and booking fees on the sale of airline tickets and travel packages is recognised when the booking is made by the customer, payment has been received and the ticket has been issued.

The company does not carry the credit risk associated with the ticket sale. There is no credit risk associated with the service fee as the amount is received from the customer at the time of booking and is non-refundable. There is a credit risk associated with commissions, which are accrued on a ticketed basis (that is the consolidated entity has discharged its obligation as an agent), but are generally only received once the customer has obtained the service from the third party service provider.

Dividend revenue from investments is recognised when the Group's right to receive payment has been established. Interest revenue is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable.

#### (g) Government grants

Government grants that are receivable as compensation for expenses or losses already incurred or for the purpose of giving immediate financial support to the Group with no future related costs are recognised as income of the period in which it becomes receivable.

#### (h) Share-based payments

Equity-settled share-based payments with employees and others providing similar services are measured at the fair value of the equity instrument at the grant date. Fair value is measured by use of a binomial model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions, and behavioural considerations.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of equity instruments that will eventually vest. At each reporting date, the Group revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognised in profit or loss over the remaining vesting period, with corresponding adjustment to the equity-settled employee benefits reserve.

Equity-settled share-based payment transactions with other parties are measured at the fair value of the goods and services received, except where the fair value cannot be estimated reliably, in which case they are measured at the fair value of the equity instruments granted, measured at the date the entity obtains the goods or the counterparty renders the service.

For cash-settled share-based payments, a liability equal to the portion of the goods or services received is recognised at the current fair value determined at each reporting date.

#### (i) Income tax

#### Current tax

Current tax is calculated by reference to the amount of income taxes payable or recoverable in respect of the taxable profit or tax loss for the period. It is calculated using tax rates and tax laws that have been enacted or substantively enacted by reporting date. Current tax for current and prior periods is recognised as a liability (or asset) to the extent that it is unpaid (or refundable).

#### Deferred tax

Deferred tax is accounted for using the balance sheet liability method. Temporary differences are differences between the tax base of an asset or liability and its carrying amount in the balance sheet. The tax base of an asset or liability is the amount attributed to that asset or liability for tax purposes.

In principle, deferred tax liabilities are recognised for all taxable temporary differences. Deferred tax assets are recognised to the extent that it is probable that sufficient taxable amounts will be available against which deductible temporary differences or unused tax losses and tax offsets can be utilised. However, deferred tax assets and liabilities are not recognised if the temporary differences giving rise to them arise from the initial recognition of assets and liabilities (other than as a result of a business combination) which affects neither taxable income nor accounting profit. Furthermore, a deferred tax liability is not recognised in relation to taxable temporary differences arising from the initial recognition of goodwill.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries and associates and interests in joint ventures except where the Group is able to control the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with these investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period(s) when the asset and liability giving rise to them are realised or settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by reporting date. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

#### Current and deferred tax for the period

Current and deferred tax is recognised as an expense or income in the income statement, except when it relates to items credited or debited directly to equity, in which case the deferred tax is also recognised directly in equity, or where it arises from the initial accounting for a business combination, in which case it is taken into account in the determination of goodwill on excess.

#### Tax consolidation

The company and all its wholly-owned Australian resident entities became part of a tax-consolidated group on 1 July 2007 under Australian taxation law. Webjet Limited is the head entity in the tax-consolidated group. Tax expense/income, deferred tax liabilities and deferred tax assets arising from temporary differences of the members of the tax-consolidated group are recognised in the separate financial statements of the members of the tax-consolidated group using the 'separate taxpayer within group' approach by reference to the carrying amounts in the separate financial statements of each entity and the tax values applying under tax consolidation. Current tax liabilities and assets and deferred tax assets arising from unused tax losses and relevant tax credits of the members of the tax-consolidated group are recognised by the company (as head entity in the tax-consolidated group).

Due to the existence of a tax funding arrangement between the entities in the tax-consolidated group, amounts are recognised as payable to or receivable by the company and each member of the group in relation to the tax contribution amounts paid or payable between the parent entity and the other members of the tax-consolidated group in accordance with the arrangement.

#### (j) Cash and cash equivalents

Cash comprises cash on hand and demand deposits. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash, which are subject to an insignificant risk of changes in value and have a maturity of six months or less at the date of acquisition. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

#### (k) Financial assets

Investments are initially measured at fair value net of transactions costs. Subsequent to initial recognition, investments in subsidiaries are measured at cost.

Other financial assets are classified into the following specified categories: financial assets 'at fair value through profit and loss', 'held-to-maturity' investments, 'available-for-sale' financial assets, and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

Investments are recognised and derecognised on trade date where the purchase or sale of an investment is under a contract whose terms require delivery of the investment within the timeframe established by the market concerned, and are initially measured at fair value, net of transaction costs except for those financial assets classified as at fair value through profit or loss which are initially measured at fair value.

#### Effective interest method

The effective interest method is a method of calculating the amortised cost of a financial asset and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees on points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the financial asset, or, where appropriate, a shorter period.

Income is recognised on an effective interest rate basis for debt instruments other than those financial assets 'at fair value through profit or loss'.

#### Available-for-sale financial assets

Certain financial assets such as floating rate notes held by the Group are classified as being available-for-sale and are stated at fair value. Gains and losses arising from changes in fair value are recognised directly in the investments revaluation reserve with the exception of impairment losses, interest calculated using the effective interest method and foreign exchange gains and losses on monetary assets which are recognised directly in profit or loss. Where the investment is disposed of or is determined to be impaired, the cumulative gain or loss previously recognised in the investments revaluation reserve is included in profit or loss for the period.

Dividends on available-for-sale equity instruments are recognised in profit and loss when the Group's right to receive the dividends is established.

The fair value of available-for-sale monetary assets denominated in a foreign currency is determined in that foreign currency and translated at the spot rate at reporting date. The change in fair value attributable to translation differences that result from a change in amortised cost of the asset is recognised in profit or loss, and other changes are recognised in equity.

#### Loans and receivables

Trade receivables, loans, and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'loans and receivables'. Loans and receivables are measured at amortised cost using the effective interest method less impairment.

Interest income is recognised by applying the effective interest rate.

#### Impairment of financial assets

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at each balance sheet date. Financial assets are impaired where there is objective evidence that as a result of one or more events that occurred after the initial recognition of the financial asset the estimated future cash flows of the investment have been impacted.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of financial assets including uncollectible trade receivables is reduced by the impairment loss through the use of an allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

With the exception of available-for-sale equity instruments, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

In respect of available-for-sale equity instruments, any subsequent increase in fair value after an impairment loss is recognised directly in equity.

#### (I) Property, plant and equipment

Each class of property, plant and equipment is carried at cost less, where applicable, any accumulated depreciation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the item.

The depreciable amount of all fixed assets is depreciated on a diminishing value basis so as to write off the net cost or other revalued amount of each asset over its expected life to its estimated residual value. The estimated useful lives, residual values and depreciation methods are reviewed at the end of each annual reporting period.

The depreciation rate used for each class of depreciable asset is:	
Office furniture, equipment and leasehold improvements	15%
Computer equipment and software	40%

#### (m) Amortisation

The useful lives of the intangible assets are reviewed on an annual basis and the useful life is altered if estimates have changed significantly. Gains or losses on the disposal of intangible assets are determined as the difference between the net disposal proceeds and the carrying amount of the asset, and are recognised in the income statement as other operating income or other operating costs, respectively.

#### (n) Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation. All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

#### (o) Leased assets

Operating lease payments are recognised as an expense on a straight-line basis over the term of the relevant lease with the exception of the property lease which does allow for immaterial annual increases.

Leases are classified as finance leases when the terms of the lease transfer substantially all the risks and rewards incidental to ownership of the leased asset to the lessee. All other leases are classified as operating leases.

#### Group as lessee

Assets held under finance leases are initially recognised at their fair value or, if lower, at amounts equal to the present value of the minimum lease payments, each determined at the inception of the lease. The corresponding liability to the lessor is included in the balance sheet as a finance lease obligation.

Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the

Group's general policy on borrowing costs. Contingent rentals are recognised as expenses in the periods in which they are incurred.

Finance leased assets are amortised on a straight-line basis over the estimated useful life of the asset. Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

#### Lease incentives

In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefits of incentives are recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

#### (p) Intangible assets

### Intangible assets internally generated

The Travel Service Aggregator (TSA) (internet booking platform) and licences are initially recognised at cost. The related benefits have an indefinite life. The portion which carries an indefinite life is capitalised at \$4.88M representing the framework of the internet booking platform.

Expenditure during the research phase of a project is recognised as an expense when incurred. Development costs are capitalised only when technical feasibility studies identify that the project will deliver future economic benefits and these benefits can be measured reliably.

The Company assessed the probability of expected future economic benefits using reasonable and supportable assumptions that represent management's best estimate of foreseeable economic conditions.

#### Intangible assets acquired separately

The intangible assets with a value of \$370K (USD \$316K) have been acquired through the interest in the subsidiary of Webjet Marketing North America LLc. These have been recorded at cost and part have been amortised on a straightline basis over their estimated useful lives \$244K. Whereas part carry an indefinite useful life (\$126K) which represent the intellectual property acquired in the set up of the subsidiary.

#### (q) Impairment of Assets

At each reporting date, the consolidated entity reviews the carrying value of its tangible and intangible assets to determine whether there is any indication that these assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the loss. Where the asset does not generate cash flows that are independent from other assets, the consolidated entity estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Intangible assets with indefinite useful lives are tested for impairment annually and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised in the profit or loss immediately.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash generating unit) is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash generating unit) in prior years. A reversal of an impairment loss is recognised in profit and loss immediately.

#### (r) Employee benefits

# (i) Wages, salaries and annual leave

Liabilities for wages, salaries and annual leave expected to be settled within 12 months of the reporting date are recognised in respect of employee's services up to the reporting date and measured at the amounts expected to be paid when the liabilities are settled. Liabilities for wages and salaries are included as part of other payables and liabilities for annual leave are included as part of the provision for employee benefits.

#### (ii) Long Service Leave

The liabilities for long service leave are recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds terms to maturity and currency that match, as closely as possible, the estimated future cash outflows

#### (s) Contributed equity

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options or costs associated with share buy-back are shown in equity as a deduction, net of tax, from the proceeds.

If the entity reacquires its own equity instruments, e.g. as the result of a share buy-back, those instruments are deducted from equity and the associated shares are cancelled. No gain or loss is recognised in the profit or loss and the consideration paid including any directly attributable incremental costs (net of income taxes) is recognised directly in equity.

#### Earnings per share

#### (i) Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to equity holders of the company, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the year.

#### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

#### (t) Share-based payment transactions

The consolidated entity operates a number of share-based compensation plans. These include both a share option arrangement and a tax deferred share scheme. The bonus element over the exercise price of the employee services rendered in exchange for the grant of shares and options are recognised as an expense in the income statement. The total amount to be expensed over the vesting period, for equity settled share-based payments granted after 7 November 2002 that were unvested as of 1 January 2005, is determined by reference to the fair value of the share options granted.

Fair value is measured by use of a binomial model. The expected life used in the model has been adjusted, based on management's best estimates for the effects of non-transferability, exercise restrictions, and continued employment.

The fair value determined at grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the consolidated entity's estimates of shares that will eventually vest.

#### (u) Payables

Trade payables and other accounts payable are recognised when the consolidated entity becomes obliged to make future payments resulting from the purchase of goods and services. These are usually settled within 30 days.

#### (v) Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that the Group will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### Onerous contracts

Present obligations arising under onerous contracts are recognised and measured as a provision. An onerous contract is considered to exist where the Group has a contract under which the unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it.

#### Restructurings

A restructuring provision is recognised when the Group has developed a detailed formal plan for the restructuring and has raised a valid expectation in those affected that it will carry out the restructuring by starting to implement the plan or announcing its main features to those affected by it. The measurement of a restructuring provision includes only the direct expenditures arising from the restructuring, which are those amounts that are both necessarily entailed by the restructuring and not associated with the ongoing activities of the entity.

#### Warranties

Provisions for warranty costs are recognised at the date of sale of the relevant products, at the directors' best estimate of the expenditure required to settle the Group's obligation.

#### Contingent liabilities acquired in a business combination

Contingent liabilities acquired in a business combination are initially measured at fair value at the date of acquisition. At subsequent reporting dates, such contingent liabilities are measured at the higher of the amount that would be recognised in accordance with AASB 137 'Provisions, Contingent Liabilities and Contingent Assets' and the amount initially recognised less cumulative amortisation recognised in accordance with AASB 118 'Revenue'.

#### (w) Financial instruments issued by the company

Debt and equity instruments are classified as either liabilities or as equity in accordance with the substance of the contractual arrangement.

Transaction costs arising on the issue of equity instruments are recognised directly in equity as reductions in the proceeds of the equity instruments to which the costs relate. Transaction costs are the costs incurred directly in connection with the issue of those equity instruments and which would not have otherwise been incurred had those instruments not been issued.

Interest and dividends are classified as expenses or as distributions of profit consistent with the balance sheet classification of the related debt or equity instruments.

#### Other financial liabilities

Other financial liabilities, including borrowings, are initially measured at fair value, net of transaction costs. Other financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis.

#### (x) Comparative amounts

Where required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

#### (y) Rounding of amounts

The company satisfies the requirements of Class Order 98/0100 issued by the Australian Securities and Investments Commission relating to 'rounding off' of amounts in the Directors' Report and the financial report to the nearest thousand dollars. Amounts have been rounded off in the Directors' Report and financial report in accordance with that Class Order.

#### (z) New accounting standards and interpretations

The following new and revised Standards and Interpretations have also been adopted in these financial statements. Their adoption has not had any significant impact on the amounts reported in these financial statements but may affect the accounting for future transactions or arrangements.

(i) AASB 2008-7 Amendments to Australian Accounting Standards – Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate

The amendments deal with the measurement of the cost of investments in subsidiaries, jointly controlled entities and associates when adopting A-IFRS for the first time and with the recognition of dividend income from subsidiaries in a parent's separate financial statements.

# 3. Critical accounting judgements and key sources of estimation uncertainty

#### Critical judgements in applying the entity's accounting policies

The preparation of the financial report required the making of estimations and assumptions that affect the recognised amounts of assets, liabilities, revenues and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The estimates and judgements that have a significant risk of causing an adjustment to the carrying value of assets and liabilities with the next financial year are discussed below.

#### (i) Key Estimates - Impairment

The consolidated entity assesses whether intangible assets with indefinite useful lives are impaired at least annually. These calculations involve an estimation of the recoverable amount of the cash generation to which the intangible assets with indefinite useful lives are allocated. The useful life of the Travel Service Aggregator (TSA) has been assessed as indefinite after regard to the history of other airline booking platforms that have been in use for an extensive period and continue to achieve economic benefits.

#### 4. Segment information

The company has adopted AASB 8 *Operating Segments* and AASB 2007-3 *Amendments to Australian Accounting Standards arising from AASB 8* with effect from 1 January 2009. AASB 8 requires operating segments to be identified on the basis of internal reports about components of the company that are regularly reviewed by the chief operating decision maker in order to allocate resources to the segment and to assess its performance. The consolidated entity operated in one aggregated business segment being internet-based travel booking services in Australia. Activities in other geographical locations are not material either individually or in aggregate.

#### Revenue from major products and services

The following is an analysis of the company's revenue from its major products and services.

	Revenue from major products and services		
	2010 \$'000	2009 \$'000	
TSA booking fees Airfare commissions Other	22,527 9,235 4,551 36,313	17,428 7,267 2,837 27,532	

#### **Geographical information**

The company's revenues from continuing operations from external customers and information about its non-current assets\* by geographical location are detailed below.

	Revenue from ex	ternal customers	Non-current assets*		
	2010 \$'000	2009 \$'000	2010 \$'000	2009 \$'000	
Australia Other	36,143 170	27,532	7,329 344	6,063	
	36,313	27,532	7,673	6,063	

\* Non-current assets excluding financial assets, deferred tax assets, post-employment benefit assets and assets arising from insurance contracts.

# 5. Revenue

An analysis of the Group's revenue for the year is as follows:

An analysis of the Group's revenue for the year is as follows.	Conse	olidated
	2010 \$'000	2009 \$'000
Fees	36,313	27,532
	36,313	27,532
Interest revenue:		
Bank deposits	398	813
Bank notes	1,341	962
	1,739	1,775
Investment revenue earned on financial assets that are at fair value through profit or loss	1,739	1,775
Other	825	811
Other revenue	825	811
	38,877	30,118

# 6. Income taxes

# Income tax recognised in profit or loss

income tax recognised in profit or loss	Oamaal	: dete d
	Consol	
	2010	2009
	\$'000	\$'000
Tax expense/(benefit) comprises:		
Current tax expense in respect of the		
current year	3,681	2,724
Adjustments recognised in the current year		
in relation to the current tax of prior years	(175)	(21)
Benefit arising from previously unrecognised		
temporary difference that is used to reduce		
current tax of prior periods	-	-
Benefit arising from previously unrecognised		
temporary difference that is used to reduce		
current tax expense	-	-
	3,506	2,703
Deferred tax expense/(income) relating to		
the origination and reversal of temporary		
differences	485	393
Unused tax losses and tax offsets not		
recognised as deferred tax asset	-	-
Benefit from a previously unrecognised		
temporary difference that is used to reduce		
deferred tax expense	-	-
	485	393
Total tax expense/(benefit) attributable to		
continuing operations	3,991	3,096

The prima facie income tax expense on pre-tax accounting profit from operations reconciles to the income tax expense in the financial statements as follows:

	Conso	olidated
	2010 \$'000	2009 \$'000
Profit from operations	14,508	10,774
Income tax expense calculated at 30%	4,352	3,232
Effect of overseas expenses not deductible Effect of expenses that are not deductible in	30	
determining taxable profit	5	128
Effect of R&D tax incentives	(208)	(195)
	4,179	3,165
Capital allowance	(13)	(48)
Adjustments recognised in the current year in		
relation to the current tax of prior years	(175)	(21)
	3,991	3,096

The tax rate used in the above reconciliation is the corporate tax rate of 30% payable by Australian corporate entities on taxable profits under Australian tax law. There has been no change in the corporate tax rate when compared with the previous reporting period.

## Current tax assets and liabilities

	COlla	olidated
	2010	2009
	\$'000	\$'000
Current tax liabilities		
Income tax payable attributable to:		
Parent entity	397	311
Entities in the tax-consolidated group	818	1,239
Other	-	-
	1,215	1,550

#### 6. Income taxes (cont'd)

#### **Deferred tax balances**

Deferred tax assets/(liabilities) arise from the following:

		Consolidated				
			Recognised	Recognised in	Recognised	
	Opening	Under/over	in profit or	comprehensive	directly in	
0010	balance	provision	loss	income	equity	Closing balance
2010	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Gross deferred tax liability						
Intangibles	(1,280)	-	(298)	-	-	(1,578)
	(1,280)	-	(298)	-	-	(1,578)
Gross deferred tax asset						
Financial assets	16	-	-	-	-	16
Allowance for doubtful debts	29	-	-	-	-	29
Sundry expense accruals	117	-	(92)	-	-	25
Provision for employee benefits	188	-	15	-	-	203
Expenses deductible over 5						
years	2	-	(2)	-	-	-
Capital allowance	2,332	-	(106)	-	-	2,226
	2,684	-	(185)	-	-	2,499
Unused tax losses and credits	-	-	-	-	-	
	2,684	-	(185)	-	-	2,499

		Consolidated				
2009	Opening balance \$'000	Under/over provision \$'000	Recognised in profit or loss \$'000	Recognised in comprehensive income \$'000	Recognised directly in equity \$'000	Closing balance \$'000
Gross deferred tax liability						
Intangibles	(963)	-	(317)	-	-	(1,280)
	(963)	-	(317)	-	-	(1,280)
Gross deferred tax asset						
Financial assets	-	-	16	-	-	16
Allowance for doubtful debts	43	-	(14)	-	-	29
Sundry expense accruals	140	-	(23)	-	-	117
Provision for employee benefits	155	-	33	-	-	188
Expenses deductible over 5 years	2	-	-	-	-	2
Capital allowance	2,442	-	(110)	-	-	2,332
	2,782	-	(98)	-	-	2,684
Unused tax losses and credits	-	-	-	-	-	-
	2,782		(98)	-	-	2,684

#### Tax consolidation

#### Relevance of tax consolidation to the Group

The company and its wholly-owned Australian resident entities have formed a tax-consolidated group with effect from 1 July 2007 and are therefore taxed as a single entity from that date. The head entity within the tax-consolidated group is Webjet Ltd. The members of the tax-consolidated group are identified at note 23.

#### Nature of tax funding arrangements and tax sharing agreements

Entities within the tax-consolidated group have entered into a tax funding arrangement and a tax-sharing agreement with the head entity. Under the terms of the tax funding arrangement, Webjet Ltd and each of the entities in the tax-consolidated group has agreed to pay a tax equivalent payment to or from the head entity, based on the current tax liability or current tax asset of the entity. Such amounts are reflected in amounts receivable from or payable to other entities in the tax-consolidated group.

The tax sharing agreement entered into between members of the tax-consolidated group provides for the determination of the allocation of income tax liabilities between the entities should the head entity default on its tax payment obligations or if an entity should leave the tax-consolidated group. The effect of the tax sharing agreement is that each member's liability for tax payable by the tax-consolidated group is limited to the amount payable to the head entity under the tax funding arrangement.

# 7. Profit for the year

Profit for the year includes the following expenses:

The following expenses.	0	
		olidated
	2010	2009
	\$'000	\$'000
Depreciation and amortisation of non-current		
assets	314	290
Research and development costs immediately		
expensed	1,100	885
Operating loops rental evidences	332	328
Operating lease rental expenses	332	320
Employee benefit expense	7,390	5,759
Share-based payments	-	386

# 8. Trade and other receivables

	Consolidated	
	2010 \$'000	2009 \$'000
Trade receivables	1,898	1,425
Allowance for doubtful debts	(100)	(100)
Other	302	178
	2,100	1,503

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Consolidated

The average credit period for trade receivables is 30 to 90 days. An amount only becomes receivable on completion of the contract period which may be up to 12 months. Management is prudent in its provisions against these receivables and as such has provided for all balances over 90 days and any of those over 30 days that may be considered potentially irrecoverable. Trade receivables are non interest bearing. There are no balances past due date that have not been provided for.

Movement in the allowance for doubtful debts:

	2010 \$'000	2009 \$'000
Balance at the beginning of the year	100	145
Impairment losses recognised on receivables	-	-
Amounts written off as uncollectible	-	(45)
Amounts recovered during the year	-	-
Balance at the end of the year	100	100

# 9. Other financial assets

	Conso	lidated
	2010	2009
	\$'000	\$'000
Available-for-sale investments carried at fair		
value:		
Current		
Floating rate notes (i)	21,562	21,362
0 ()	,	,
Non-current		
Shares in unlisted companies (ii)	200	-
	_00	
	21,762	21 262
	21,702	21, 362
Disclosed in the financial statements as:		
Current other financial assets	01 560	01 060
	21,562	21, 362
Non-current other financial assets	200	-
	21,762	21,362

(i) The Group holds \$21.562M (2009: \$21.362M) ANZ and Commonwealth Bank AA rated floating rate notes. These attract interest at a premium to the 90 day bank bill swap rate with interest paid and the rate reset quarterly.

(ii) The Group holds 20% of the ordinary share capital of Taguchimarketing Pty Ltd, a company involved in email marketing and distribution activities. The directors of the Group do not consider that the Group is able to exert significant influence over Taguchimarketing Pty Ltd as the day-to-day running of the business is not under the influence of the Group.

# 10. Property, plant and equipment\_\_\_\_\_

	Consolidated					
	Software at cost \$'000	Computer Equipment at cost \$'000	Furniture & Fittings at cost \$'000	Office Equipment at cost \$'000	Leasehold Improveme nts at cost \$'000	Total \$'000
Gross carrying amount						
Balance at 30 June 2009	227	807	77	100	251	1,462
Additions	108	247	60	35	124	574
Disposals						
Acquisitions through business combinations						
Classified as held for sale						
Net revaluation increments/ (decrements)						
Net foreign currency exchange differences						
Other						
Balance at 30 June 2010	335	1,054	137	135	375	2,036
Accumulated depreciation/ amortisation and impairment Balance at 30 June 2009 Disposals Net adjustments from revaluation (increments)/ decrements Classified as held for sale Impairment losses charged to profit Reversals of impairment losses charged to profit Depreciation expense	(128)	(371) (196)	(37)	(28)	(45) (39)	(609) (301)
Net foreign currency exchange differences Other	( - )	( )	( )	~ /	()	()
Balance at 30 June 2010	(171)	(567)	(48)	(40)	(84)	(910)
Net book value						
As at 30 June 2009	99	436	40	72	206	853
As at 30 June 2010	164	487	89	95	291	1,126

#### Webjet Limited And Controlled Entities Notes to the financial statements

# 11. Intangible assets

	Consolidated		
	Capitalised development	Identifiable intangibles	Total
	\$'000	\$'000	\$'000
Gross carrying amount			
Balance at 1 July 2008	4,737	-	4,737
Additions	1,057	-	1,057
Other	-	-	-
Balance at 30 June 2009	5,794	-	5,794
Additions	994	370	1,364
Other	-	-	-
Balance at 30 June 2010	6,788	370	7,158
Accumulated amortisation and impairment			
Balance at 1 July 2008	(584)	-	(584)
Balance at 30 June 2009	(584)	-	(584)
Amortisation expense	-	(27)	(27)
Other	-	-	-
Balance at 30 June 2010	(584)	(27)	(611)
Net book value			
As at 30 June 2009	5,210	-	5,210
As at 30 June 2010	6,204	343	6,547

The capitalised development intangible assets represent Webjet's Travel Service Aggregator (TSA) (internet booking platform) and licences. These intangible asset have an indefinite useful life.

The other intangible assets with a value of \$370K (USD \$316K) have been acquired through the interest in the subsidiary of Webjet Marketing North America LLc and represent contracts of supply, customer databases, technology licences, intellectual property and goodwill generated from the combination of the two equity holders to the Webjet Marketing North America LLc formation. These have been recorded at cost and part have been amortised on a straight-line basis over their estimated useful lives \$244K. Whereas part carry an indefinite useful life (\$126K) which represent the intellectual property acquired in the combination.

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### 12. Other assets

	Consolidated	
	2010 \$'000	2009 \$'000
Current		
Prepayments	120	143
Other	-	-
	120	143
Non-current		
Prepayments	-	-
Other	-	-
	-	-
	120	143

# 13. Trade and other payables

	0	
	Consol	Idated
	2010	2009
	\$'000	\$'000
Trade payables	5,088	2,330
Other	2,601	1,612
	7.689	3.942

The average credit period on trade payables is 30 to 60 days and are often due for payment within 6 months. No interest is payable on trade payables.

Concolidated

# 14. Provisions

	Consolidated	
	2010	2009
	\$'000	\$'000
Current		
Employee benefits (i)	613	588
Other	-	-
	613	588
Non-current		
Employee benefits	65	36
Other	-	-
	65	36
	678	624

The current provision for employee benefits for the Group includes \$227,202 of vested long service leave entitlements (i) accrued but not expected to be taken within 12 months.

# 15. Other liabilities

	Con	Consolidated	
	2010 \$'000	2009 \$'000	
Current			
Deferred revenue (i)	-	20	
	-	20	
Non-current			
Other	-	-	
	-	-	
	-	20	

Deferred revenue relates to amounts received but not yet deemed to be earned, this includes amounts received for (i) promotional activities that have not yet taken place.

# 16. Contributed equity

	Conso	lidated
	2010 \$'000	2009 \$'000
76,861,278 fully paid ordinary shares		
(2009: 75,066,278)	25,674	23,569
	25.674	23.569

Changes to the then Corporations Act abolished the authorised capital and par value concept in relation to share capital from 1 July 1998.

	2010		2009	
	No.		No.	
	'000	\$'000	'000	\$'000
Fully paid ordinary shares				
Balance at beginning of financial year	75,067	23,569	74,861	23,069
Issue of shares under employee share plan	1,795	1,987	400	526
Transfer from equity-settled employee benefits	-	118	-	192
reserve				
Share buy-back	-	-	(194)	(218)
Share buy-back costs	-	-	-	-
Balance at end of financial year	76,862	25,674	75,067	23,569

### 16. Contributed equity (cont'd)

Fully paid ordinary shares carry one vote per share and carry the right to dividends.

Share options granted under the employee share option plan carry no rights to dividends and no voting rights. Further details of the employee share option plan are contained in note 23 to the financial statements.

### 17. Reserves

	Cons	olidated
	2010	2009
	\$'000	\$'000
Equity-settled employee benefits	1,125	1,243
Foreign currency translation	58	-
	1,183	1,243

	Consolidated	
	2010 \$'000	2009 \$'000
Equity-settled employee benefits reserve		
Balance at beginning of financial year	1,243	1,049
Options expensed	-	386
Options exercised and transferred out	(118)	(192)
Balance at end of financial year	1,125	1,243

The equity-settled employee benefits reserve arises on the grant of share options to directors and executives under various share option scheme. Amounts are transferred out of the reserve and into issued capital when the options are exercised.

	Consolidated	
	2010 \$'000	2009 \$'000
Foreign currency translation reserve		
Balance at beginning of financial year	-	-
Exchange differences arising on translating the net assets of foreign operations	58	-
Balance at end of financial year	58	-

Exchange differences relating to the translation of the net assets of the Group's foreign operations from their functional currencies to the Group's presentation currency (i.e Australian dollars) are recognised directly in other comprehensive income and accumulated in the foreign currency translation reserve. Exchange differences previously accumulated in the foreign currency translating both the net assets of foreign operations) are reclassified to profit or loss on the disposal or partial disposal of the foreign operation.

### 18. Retained earnings

<b>3</b>	Conse	Consolidated	
	2010 \$'000	2009 \$'000	
Balance at beginning of financial year	9,058	5,884	
Profit attributable to members of the parent entity	10,567	7,678	
Dividends paid	(6,470)	(4,504)	
Balance at end of financial year	13,155	9,058	

2010

76,782

2009

74,983

# 19. Earnings per share

10. Lamings per share	Consol	idated
	2010 Cents per share	2009 Cents per share
Basic earnings per share		•
From continuing operations	13.93	10.24
From discontinued operations	-	-
Total basic earnings per share	13.93	10.24
Diluted earnings per share From continuing operations	13.76	10.24
From discontinued operations	-	-
Total diluted earnings per share	13.76	10.24

#### Basic earnings per share

The earnings and weighted average number of ordinary shares used in the calculation of basic earnings per share are as follows: 2010

	2010 \$'000	2009 \$'000
Profit for the year attributable to owners of the Company	10,567	7,678
Other	-	-
Earnings used in the calculation of basic EPS	10,567	7,678
Adjustments to exclude profit for the period from discontinued operations	-	-
Earnings used in the calculation of basic EPS from continuing operations	10,567	7,678
	2010	2009
	No.'000	No.'000
Weighted average number of ordinary shares for the purposes of		
basic earnings per share	75,877	74,983

basic earnings per share

# Diluted earnings per share

The earnings used in the calculation of diluted earnings per share is as follows:

	\$'000	\$'000
Profit for the year attributable to owners of the Company	10,567	7,678
Other	-	-
Earnings used in the calculation of diluted EPS	10,567	7,678
Adjustments to exclude profit for the period from discontinued operations	-	-
Earnings used in the calculation of diluted EPS from continuing operations	10,567	7,678
	2010 No.'000	2009 No.'000
Weighted average number of ordinary shares used in the calculation of basic EPS Shares deemed to be issued for no consideration in respect of:	75,877	74,983
Employee options		
	905	-

Weighted average number of ordinary shares used in the calculation of diluted EPS

There are nil potential ordinary shares that are considered not dilutive and therefore have not been included in the weighted average number of shares for the purposes of diluted earnings per share.

# 20. Dividends

	20	10	20	09
	Cents per share	Total \$'000	Cents per share	Total \$'000
Recognised amounts				
Fully paid ordinary shares				
Interim dividend for 2010:				
Fully Franked	5	3,843	3	2,249
Final & special dividend for 2009:				
Fully Franked	3.5	2,627	3	2,255
	8.5	6,470	6	4,504

The directors have declared a fully franked final dividend of 5.5 cents per share to the holders of fully paid ordinary shares in respect of the financial year ended 30 June 2010, to be paid to shareholders on 8 October 2010. This dividend has not been included as a liability in these financial statements. The total estimated dividend to be paid is \$4.227M.

	Conso	lidated
	2010 \$'000	2009 \$'000
Adjusted franking account balance	2,569	3,463
Impact on franking account balance of dividends not recognised	(1,812)	(3,361)
	757	102

The balance of the franking account to be disclosed shall include:

- (a) franking credits that will arise from the payment of the amount of the provision of income tax
- (b) franking debits that will arise from the payment of dividends recofnised as a liability at the reporting date; and
- (c) franking credits that will arise from the receipt of dividends recofnised as receivables at the reporting date.

### 21. Contingent liabilities and contingent assets

There are no contingent liabilities or contingent assets requiring disclosure as at the date of this report.

### 22. Leases

#### **Operating leases** Leasing arrangements Rental expenses on operating leases

Non-cancellable operating lease commitments

	Conso	lidated
	2010 \$'000	2009 \$'000
Not longer than 1 year	372	209
Longer than 1 year and not longer than 5 years	1,157	-
Longer than 5 years	-	-
	1,529	209

The office lease is a non-cancellable three year lease expiring 13 February 2013. Rent is payable monthly in advance.

The company also has a rental agreements for office equipment which have less than a year to expire. Rent is payable monthly in advance.

## 23. Subsidiaries

		Ownership interest	
Name of subsidiary	Country of incorporation	2010 %	2009 %
Webjet Marketing Pty Ltd	Australia	100	100
Webjet Operations Pty Ltd	Australia	100	100
PlanitonEarth Pty Ltd	Australia	100	100
Webjet USA Holdings Inc	United States of America	100	-
Webjet Marketing North America LLC	United States of America	50	-

Webjet Limited is the head entity within the tax-consolidated group. The fully-owned Australian subsidiaries above are all part of the tax-consolidated group.

### 23. Subsidiaries (con't)

Webjet Ltd holds a 50% interest in Webjet Marketing North America Llc, through it's 100% owned subsidiary Webjet USA Holdings Inc. Although Webjet Marketing North America Llc has a CEO in the US controlling its' operations, the power of veto on key decisions and ultimate control of the company lies in it's Chairman, David Clarke, a member of the Webjet Ltd Board, and hence, the company is a subsidiary of Webjet Ltd.

## 24. Non-controlling interests

	Consolidated	
	2010 \$'000	2009 \$'000
Balance at beginning of year	-	-
Additions from creation of overseas entities	350	
Share of profit/(loss) for the year	(50)	-
Balance at end of year	300	-

# 25. Notes to the cash flow statement

# (a) Reconciliation of cash and cash equivalents

For the purposes of the cash flow statement, cash and cash equivalents includes cash on hand in banks at call as well as including term deposits with a maturity of less than 6 months, net of outstanding bank overdrafts. Cash and cash equivalents at the end of the financial year as shown in the cash flow statement is reconciled to the related items in the balance sheet as follows:

	Consolidated	
		2009 \$'000
Cash and cash equivalents	17,317	9,534
Short term deposits	-	-
	17,317	9,534

### (b) Reconciliation of profit for the period to net cash flows from operating activities

(b) Reconcination of profit for the period to net cash nows from operating activities	Consolio	dated
	2010 \$'000	2009 \$'000
Profit for the year	10,517	7,678
Cash flow excluded from profit from ordinary		
activities attributable to operating activities		
Non-cash flows in profit from ordinary activities		
(Profit) / Loss on sale of investments	-	(117)
Amortisation of intangible assets	27	-
Depreciation of plant and equipment	301	290
Write off of assets	-	-
Share option and employee share expenses	-	386
Provision for doubtful debts	-	(45)
Foreign exchange translation	57	-
Changes in assets and liabilities		
Decrease/(increase) in trade, term and	(797)	(488)
intercompany receivables		
Decrease/(increase) in prepayments	22	235
Increase in trade payables and accruals	3,727	(35)
Decrease/(increase) in deferred tax	482	414
Increase in provisions	55	109
Increase in tax liability	(335)	1
Net cash from operating activities	14,056	8,428

# 26. Financial instruments

### (a) Capital risk management

The Group has a capital risk and investment policy to provide guidance for its capital requirements. The policy is reviewed annually to take into consideration the Group's changing risk and short and long term funding needs. At present the Group has no financial debt other than that disclosed in the balance sheet representing liabilities incurred in the normal course of operations. The Group's debt and capital includes ordinary share capital, and financial liabilities, supported by financial assets. The Group has significant cash reserves and the investment policy ensures that the organization maximizes its return from funds invested whilst adopting a very conservative approach to risk and also ensuring sufficient working capital is maintained.

### (b) Categories of financial instruments

(b) Categories of infancial instruments			
	Cons	Consolidated	
	2010	2009	
	\$'000	\$'000	
Financial assets			
Fair value through profit or loss (FVTPL):			
Held for trading	-	-	
Designated as at FVTPL	-	-	
Derivative instruments in designated hedge			
accounting relationships	-	-	
Held-to-maturity investments	-	-	
Loans and receivables	2,100	1,503	
Cash and cash equivalents	17,317	9,534	
Available-for-sale financial assets (1)	21,762	21,362	
Financial liabilities			
Fair value through profit or loss (FVTPL):			
Held for trading	-	-	
Designated as at FVTPL	-	-	
Derivative instruments in designated hedge			
accounting relationships			
Amortised cost	7,689	3,942	
Financial guarantee contracts	2,600	-	
(1) Election water water and shows in Tanuahime dusting Dt. 1 to			

(1) Floating rate notes and shares in Taguchimarketing Pty Ltd

#### (c) Financial risk management objectives

The Group's financial instruments consist of deposits with banks and floating rate notes along with trade receivables incurred in the normal course of operations. The entity does not have any significant derivative financial instruments at 30 June 2010.

The senior executives of the Group meet regularly to analyse foreign currency and interest rate exposure to determine if the current treasury policy is appropriate in the current economic climate.

### (d) Market risk

The Group's activities expose it primarily to the financial risks of changes in foreign currency exchange rates and interest rates. The Group analyses its risk by completing sensitivity testing on its foreign currency and interest rate exposures and determining the potential impact on it's effected expenses and revenue of movements in these rates. If the potential variance is material then management may seek to minimise this exposure but it does not consider this to be the case at this time.

#### Foreign Exchange

The Group has US dollar (USD) currency foreign exchange exposure with a loan receivable, denominated in USD, from its subsidiary, Webjet Marketing North America LLc totalling USD\$715K. Therefore 50% of this loan has a foreign exchange exposure.

The Group also has a investment, denominated in USD, in its subsidiary Webjet Marketing North America LLc totalling USD\$326K (2009: less than \$30,600 in transactions). Therefore 50% of this investment has a foreign exchange exposure.

The Group has a New Zealand dollar (NZD) currency foreign exchange exposure with the New Zealand website now accepting NZD transactions. The forecast net income for 2011 is NZD\$1,200,000 (2010: \$750,000) denominated in NZD.

#### 26. Financial instruments (con't)

The carrying amount of the Group's foreign currency denominated monetary assets and monetary liabilities at the reporting date is as follows:

	Liabilities		Assets	
	2010	2009	2010	2009
	\$'000	\$'000	\$'000	\$'000
USD	-	-	1,501	3
NZD	187	-	305	26

The following table details the Group's sensitivity to a 10% increase and decrease in the Australian dollar against the relevant currencies. 10% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency rates. A positive number below indicates an increase in profit and other equity where the Australian dollar strengthens 10% against the relevant currency. For a 10% weakening of the Australian dollar against the relevant currency, there would be a comparable impact on the profit and other equity, and the balances below would be negative.

	USD imp	USD impact (i)		ict (ii)
	2010	2009	2010	2009
	(\$'000)	(\$'000)	(\$'000)	(\$'000)
Profit or loss	114	-	13	3
Other equity	-	-	-	-

(i) This is mainly attributable to the exposure outstanding on USD receivable and payables in the Group at the end of the reporting period.

(ii) This is mainly attributable to the exposure outstanding on NZD receivable and payables in the Group at the end of the reporting period.

#### **Interest Rates**

The group does not hedge its exposure to interest rate movements and does not invest in fixed interest financial instruments. At 30 June 2010 it had \$37.1M (2009: \$30.9M) in cash, floating rate notes and deposits. The average interest rate on all deposits for 2010 was 5.50% (2009: 6.19%).

Interest received for the group for 2010 was \$1.74M a table showing the sensitivity of this number to interest rate movements is detailed below.

Average Interest Rates	Income (\$000)	Variance to actual (\$'000)
5.50% (Actual)	1,739	-
6.00% (+0.5%)	1,925	160
6.50% (+1.0%)	2,086	321
5.00% (-0.5%)	1,604	(160)
4.50% (-1.0%)	1,444	(321)

Management has considered that both a positive and negative 1% variance is sufficient to illustrate the potential variations in interest income.

The group has invested in floating rate notes in 2010 \$21.56M (2009: \$21.36M), the notes are AA rated issued by the ANZ and Commonwealth Bank. The interest rate is fixed to the bank bill swap rate and is reset every 90 days accordingly. This amount is included in the \$1.74M noted above in the interest rate sensitivity analysis.

#### 26. Financial instruments (con't)

#### (e) Credit risk management

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the consolidated entity. The consolidated entity has adopted a policy of only dealing with parties considered to be creditworthy. The consolidated entity does not require collateral in respect of financial assets. The consolidated entity exposure and the credit ratings of its counterparties are continuously monitored. The consolidated entity measures credit risk on a fair value basis.

The majority of the trade receivables are with debtors that operate in the travel industry. Specifically, the consolidated entity has a concentration of credit risk with companies in the airline industry, which at 30 June 2010 totalled \$1.2M (2009: \$0.6M). The carrying amount of financial assets in the financial statements, net of any impairment and provision, represents the consolidated entity's maximum exposure to credit risk.

#### (f) Liquidity risk management

The consolidated entity manages liquidity risk by maintaining adequate reserves and banking facilities by continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

The Group's non-interest bearing liabilities as at 30 June 2010 of \$7.7M (2009: \$3.9M) are expected to be settled within one month after the reporting period.

#### (g) Fair value of financial instruments

The directors consider that the carrying amount of financial instruments recorded in the financial statements approximates their fair values.

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Level 1 to 3 based on the degree to which the fair value is observable.

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	30 June 2010				
	Level 1 \$'000	Level 2 \$'000	Level 3 '\$000	Total \$'000	
Floating rate notes Investment in Taguchimarketing	21,562	-	-	21,562	
Pty Ltd	-	200	-	200	
-	21,562	200	-	21,762	

There were no transfers between Level 1 and 2 in the period.

# 27. Share-based payments

# Employee share option plan

The following executive share-based payment arrangements were in existence during the current and comparative reporting periods:

				Exercise price	Fair value at grant date
Options series	Number	Grant date	Expiry date	\$	\$
D Clarke (a)	250,000	10/11/2004	Exercised	0.6997	0.0504
J Lemish (a)	375,000	10/11/2004	Exercised	0.6997	0.0504
D Clarke (a)	570,000	10/11/2004	Exercised	1.3365	0.0568
D Clarke (a)	180,000	10/11/2004	30/03/2012	1.3365	0.0568
J Lemish (a)	375,000	10/11/2004	30/03/2012	1.3365	0.0568
R Noon – tranche 1 (b)	750,000	07/03/2006	Exercised	1.2284	0.2812
R Noon – tranche 2 (b)	1,000,000	07/03/2006	Exercised	1.3115	0.2420
R Noon – tranche 3 (b)	1,250,000	07/03/2006	31/08/2014	1.3480	0.3500

- (a) These options have vested but remain unexercised.
- (b) Tranche 1 50% vests if company achieves board determined budget for 2007, 50% vests if remains in employment at 30 June 2007. Tranche 2 – 50% vests if company achieves board determined budget for 2008, 50% vests if remains in employment at 30 June 2008. Tranche 3 – 50% vests if company achieves board determined budget for 2009, 50% vests if remains in employment at 30 June 2009

There were no options issued during the year ending 30 June 2010. Options granted to Richard Noon in the 2006 financial year were independently valued by Benson Partners in a report dated 21 July 2006. These options are subject to the following terms and conditions:

	Option series				
Inputs into the model	Tranche 1	Tranche 2	Tranche 3		
Grant date	07/03/2006	07/03/2006	07/03/2006		
Vesting date	01/09/2007	01/09/2008	01/09/2009		
Expiry date	31/08/2012	31/08/2013	31/08/2014		
Grant date share price	\$0.35	\$0.35	\$0.35		
-post consolidation	\$1.40	\$1.40	\$1.40		
Exercise price	\$0.3071	\$0.3279	\$1.3480		
-post consolidation	\$1.2284	\$1.3115	\$1.3480		

# 27. Share-based payments (con't)

The following reconciles the outstanding share options granted under the employee share option plan at the beginning and end of the financial year:

	20	10	2009	
	Number of options	Weighted average exercise price	Number of options	Weighted average exercise price
Balance at beginning of the financial year	3,600,000	1.1608	4,000,000	1.2334
Granted during the financial year	-	-	-	-
Forfeited during the financial year	-	-	-	-
Exercised during the financial year (i)	1,795,000	1.1064	400,000	1.3115
Expired during the financial year	-	-	-	-
Balance at end of the financial year (ii)	1,805,000	1.3445	3,600,000	1.2258
Exercisable at end of the financial year	1,805,000	1.3445	2,350,000	1.1608

### (i) Exercised during the financial year

The following share options granted under the employee share option plan were exercised during the financial year:

2010 Options series	Number exercised	Exercise date	Share price at exercise date	Option price at exercise date \$
Tranche 2 (c) Richard Noon	100,000	8/10/2009	\$1.555	\$1.3115
David Clarke	320,000	29/10/2009	\$1.87	\$1.3365
David Clarke	250,000	29/10/2009	\$1.87	\$0.6997
Tranche 2 (c) Richard Noon	140,000	27/01/2010	\$2.25	\$1.3115
David Clarke	100,000	3/02/2010	\$2.39	\$1.3365
Tranche 2 (c) Richard Noon	110,000	26/02/2010	\$2.34	\$1.3115
David Clarke	100,000	11/03/2010	\$2.47	\$1.3365
Tranche 2 (c) Richard Noon	170,000	15/03/2010	\$2.50	\$1.3115
David Clarke	50,000	15/03/2010	\$2.50	\$1.3365
John Lemish	375,000	23/03/2010	\$2.61	\$0.6997
Tranche 2 (c) Richard Noon	80,000	29/03/2010	\$2.52	\$1.3115

2009 Options series	Number exercised	Exercise date	Share price at exercise date	Option price at exercise date \$
Tranche 2 (c) Richard Noon	200,000	1/09/2008	\$1.33	\$1.3115
Tranche 2 (c) Richard Noon	100,000	9/09/2008	\$1.41	\$1.3115
Tranche 2 (c) Richard Noon	100,000	10/06/2009	\$1.30	\$1.3115

2008 Options series	Number exercised	Exercise date	Share price at exercise date	Option price at exercise date \$
Tranche 1 (c) Richard Noon	750,000	3/09/2007	1.275	1.2284

This does not include options exercised by non executive directors.

#### (ii) Balance at end of the financial year

The share options outstanding at the end of the financial year had an weighted average exercise price of \$1.34 (2009: \$1.23), and a weighted average remaining contractual life of 3.4 years (2009: 3.7 years).

### Amount Included Under Employee Benefits Expense in Income Statement

There were nil amounts (2009: \$386K) included under employee benefits expense in the income statement that relates, in full, to amortisation of equity-settled share-based transactions.

## 28. Key management personnel compensation

# Details of key management personnel

The directors and other members of key management personnel of the Group during the year were:

- Allan Nahum FCA, FICD, AAISA, (Non Executive Chairman)
- David Clarke
  (Executive Managing Director)
- Christopher Newman
  BEc, BComm (Non Executive Director)
- John Lemish
  BEc (Executive Operations Director) (Resigned 31 March 2010)
- Steven Scheuer
  BBus (Acc) (Non Executive Director)
- John Guscic
  BEc, MBA (Non Executive Director)
- Don Clarke
  LLB (Hon) (Non Executive Director)
  - Richard Noon FCPA, CTFP (Snr), B Bus, Grad Dip (Acc), (Chief Executive Officer)
- Alex Orlov M/B(H) Physics and Engineering (Chief Technology Officer)
- David Galt
  BBus (Marketing) (Marketing Manager)
- John Viegas
  BCom, CPA (Financial Controller)
- Tim Wagg MBA (General Manager Customer Operations) (Appointed 23 November 2009)

### Key management personnel compensation

The aggregate compensation made to key management personnel of the company and the Group is set out below:

	Conso	lidated
	2010 \$	2009 \$
Short-term employee benefits	2,167,546	1,940,185
Post-employment benefits	268,290	424,793
Other long-term benefits	-	-
Termination benefits	-	-
Share-based payment	-	386,400
	2,435,836	2,751,378

There were no share options or tax deferred shares granted during the year ended 30 June 2010 (2009: nil tax deferred shares)

Further details of the directors and senior executives compensation is contained within the remuneration report on page 6.

# 29. Related party transactions

#### (a) Transactions with key management personnel

There were no transactions or loans between the company and key management personnel other than those disclosed below in related party transactions.

#### (b) Key management and directors equity holdings

The following shares are either held directly or via an associated party.

#### Fully paid ordinary shares of Webjet Limited

<i>,</i> , <i>,</i>					
	Balance at 30 June 2009 No.	Granted as compensation No.	Received on exercise of options No.	Net other change No.	Balance at 30 June 2010 No.
2010					
Allan Nahum	722,925	-	-	(622,295)	100,000
Steven Scheuer	6,349,785	-	-	-	6,349,785
Chris Newman	1,177,387	-	-	(277,387)	900,000
John Guscic	54,450	-	-	-	54,450
Don Clarke	10,000	-	-	-	10,000
David Clarke	15,443	-	820,000	(820,000)	15,443
Richard Noon	1,691,329	-	600,000	(266,329)	2,025,000
John Lemish	2,172,087	-	375,000	30,000	2,577,087
Alex Orlov	42,500	-	-	-	42,500
David Galt	-	-	-	-	-
Tim Wagg	-	-	-	10,000	10,000

#### 29. Related party transactions (con't)

	Balance at 30 June 2008 No.	Granted as compensation No.	Received on exercise of options No.	Net other change No.	Balance at 30 June 2009 No.
2009					
Allan Nahum	722,925	-	-	-	722,925
Steven Scheuer	6,349,785	-	-	-	6,349,785
Chris Newman	1,343,403	-	-	(146,016)	1,177,387
John Guscic	54,450	-	-	-	54,450
Don Clarke	10,000	-	-	-	10,000
David Clarke	15,443	-	-	-	15,443
Richard Noon	1,311,329	-	400,000	(20,000)	1,691,329
John Lemish	2,172,087	-	-	-	2,172,087
Rod Brandenburg	80,855	-	-	(35,855)	45,000
Alex Orlov	42,500	-	-	-	42,500
David Galt	-	-	-	-	-

#### Share options of Webjet Limited

	Balance at 30 June 2009 No.	Granted as compen -sation No.	Exercised No.	Net other change No.	Bal at 30 June 2010 No.	Bal vested at 30 June 2010 No.	Vested but not exerci- sable No.	Vested and exerci- sable No.	Options vested during year No.
2010									
D Clarke	250,000	-	(250,000)	-	-	-	-	-	-
J Lemish	375,000	-	(375,000)	-	-	-	-	-	-
D Clarke	750,000	-	(570,000)	-	180,000	180,000	-	-	-
J Lemish	375,000	-		-	375,000	375,000	-	-	-
R Noon – tranche 2	600,000	-	(600,000)	-	-	-	-	-	-
R Noon – tranche 3	1,250,000	-		-	1,250,000	1,250,000	-	1,250,000	1,250,000
	Balance	Granted		Not		Bal vested	Vested	Vested	Options

	Balance at 30 June 2008 No.	as compen -sation No.	Exercised No.	Net other change No.	Bal at 30 June 2009 No.	Bal vested at 30 June 2009 No.	vested but not exerci- sable No.	Vested and exerci- sable No.	Options vested during year No.
2009									
D Clarke	250,000	-	-	-	250,000	250,000	-	250,000	-
J Lemish	375,000	-	-	-	375,000	375,000	-	375,000	-
D Clarke	750,000	-	-	-	750,000	750,000	-	750,000	-
J Lemish	375,000	-	-	-	375,000	375,000	-	375,000	-
R Noon – tranche 1	-	-	-	-	-	-	-	-	-
R Noon – tranche 2	1,000,000	-	(400,000)	-	600,000	600,000	-	600,000	1,000,000
R Noon – tranche 3	1,250,000	-	-	-	1,250,000	-	-	-	-

All share options issued to key management personnel were made in accordance with the provisions of the employee share option plan.

During the financial year 1,795,000 options (2009: 400,000) were exercised by key management personnel at an exercise price of \$1.11 per option for 1,795,000 ordinary shares in Webjet Limited (2009: 400,000) No amounts remain unpaid on the options exercised during the financial year at year end.

### (c) Transactions with other related parties

### Transactions between Webjet Ltd and its related parties

Amplify Services Pty Ltd, of which Richard Noon is a director (ceased being Director on 7 May 2010), was paid a total of \$565,805 (2009: \$622,468) of which \$211,549 (2009: \$243,715) related to third party search engine payments for entities such as Google and Yahoo and \$354,256 (2009: \$382,753) relates to consultancy search management and design services. At 30 June 2010 \$nil (2009:\$nil) was payable to Amplify Services Pty Ltd.

#### 29. Related party transactions (con't)

	2010 \$	2009 \$
Amplify Services Pty Ltd – consulting and management fees Third party search engine – eg. Google, Yahoo	354,256 211,549	382,753 243,715
	565,805	626,468

Minter Ellison Lawyers of which Don Clarke is a principal was paid a total \$144,960 (2009:\$175,250) during the year. All transactions were conducted on a commercial arms length basis and charged accordingly. At 30 June 2010 \$7,223 (2009: \$4,825) was payable to Minter Ellison Lawyers.

### (d) Wholly-owned group transactions

#### Loans

As at 30 June 2010 Webjet Ltd owes Webjet Marketing Pty Ltd \$9,020,062(2009: \$4,508,013), Webjet USA Holdings Inc owes Webjet Ltd \$838,906 (US\$715,000) (2009: nil), and Webjet Marketing North America LLc owes Webjet USA Holdings Inc \$807,973 (US688,635) (2009: nil) An additional amount of \$1,180,941 (2009: \$1,219,987) is also payable from Webjet Marketing Pty Ltd to Webjet Ltd as part of the tax sharing arrangement.

### **Royalty Payments**

As at year end, both Webjet Limited and Webjet Marketing Pty Ltd have recognised a royalty payment expense from Webjet Marketing Pty Ltd to Webjet Limited for \$7,497,693 (2009: \$1,655,156). The royalty payment has been charged based upon a licence agreement between the entities.

#### (e) Normal course of business

These transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties, and which in management's opinion is comparable to amounts that would have been paid to non-related parties.

# 30. Remuneration of auditors

	Consol	idated
	2010	2009
	\$	\$
Auditor of the parent entity		
Audit or review of the financial report	55,550	52,000
	55,550	52,000
Related practice of the parent entity auditor		
Preparation of the tax return	33,303	25,575
Other non-audit services (R&D)	11,865	8,100
Other non-audit services	-	352
	45,168	34,027

The auditor of Webjet Limited is BDO.

### 31. Other information

The consolidated entity operated in one business segment being internet based travel booking services. The consolidated entity operates from one geographical segment being Australia.

#### 32. Subsequent events

A final dividend of 5.5 cents per share, fully franked to 100% has been declared by the directors for payment 8 October 2010. There were no other subsequent events.

Webjet Limited And Controlled Entities Notes to the financial statements

# 33. Parent entity disclosures

	Parent		
	30 June 2010	30 June 2009	
	\$'000	\$'000	
Financial position			
Assets			
Current assets	23,545	21,548	
Non-current assets	14,290	13,127	
Total assets	37,855	34,675	
Liabilities			
Current liabilities	8,332	7,140	
Non-current liabilities	1,578	1,280	
Total liabilities	9,910	8,420	
Equity			
Issued capital	25,674	23,570	
Retained earnings	1,068	1,442	
Reserves			
Equity settled employee benefits	1,125	1,243	
Foreign currency revaluation	58	-	
Total equity	27,925	26,255	

	Parent		
	Year ended 30 June 2010 \$'000	Year ended 30 June 2009 \$'000	
Financial performance			
Profit for the year	6,169	3,581	
Other comprehensive income	58	-	
Total comprehensive income	6,226	3,581	



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# INDEPENDENT AUDITOR'S REPORT

To the members of Webjet Limited

# Report on the Financial Report

We have audited the accompanying financial report of Webjet Limited, which comprises the statement of financial position as at 30 June 2010, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration of the consolidated entity comprising the company and the entities it controlled at the year's end or from time to time during the financial year.

# Directors' Responsibility for the Financial Report

The directors of the company are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the *Corporations Act 2001*. This responsibility includes establishing and maintaining internal controls relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. In Note 2, the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that compliance with the Australian equivalents to International Financial Reporting Standards ensures that the financial report, comprising the financial statements and notes, complies with International Financial Reporting Standards.

### Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

# Independence

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001* would be in the same terms if it had been given to the directors at the time that this auditor's report was made.

# Auditor's Opinion

In our opinion:

- (a) the financial report of Webjet Limited is in accordance with the *Corporations Act 2001*, including:
  - giving a true and fair view of the consolidated entity's financial position as at 30 June 2010 and of its performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Corporations Regulations 2001; and
- (b) the financial report also complies with International Financial Reporting Standards as disclosed in Note 2.

# Report on the Remuneration Report

We have audited the Remuneration Report included in pages 5 to 9 of the directors' report for the year ended 30 June 2010. The directors of the company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

### Auditor's Opinion

In our opinion, the Remuneration Report of Webjet Limited for the year ended 30 June 2010, complies with section 300A of the *Corporations Act 2001*.

BDO (SA)

Gregory R Wiese Partner Dated 21 July 2010

# Additional stock exchange information as at 30 June 2010

# Number of holders of equity securities

Ordinary share capital

76,861,278 fully paid ordinary shares are held by 4,151 individual shareholders. All issued ordinary shares carry one vote per share.

#### Options

1,805,000 options are held by 3 individual option holders. Options do not carry a right to vote.

### Distribution of holders of equity securities

	Fully paid ordinary shares	Options
1 – 1,000	883	
%1,001 – 5,000	1,874	
5,001 - 10,000	678	
10,001 - 100,000	662	
100,001 and over	54	3
	4,151	3
Holding less than a marketable parcel	-	-

### Twenty largest holders of quoted equity securities

	Fully paid ordinary shares		Partly	paid ordinary shares
Ordinary shareholders	Number	Percentage	Number	Percentage
ANZ Nominees Limited	13,525,319	17.69%		
HSBC Custody Nominees (Australia)				
Limited	5,802,847	8.44%		
National Nominees Limited	4,766,197	6.23%		
Mr Steven Scheuer (No 1 A/c)	4,089,860	5.35%		
Mr Steven Scheuer (No 2 A/c)	2,134,925	2.79%		
Mr John Lemish	2,022,087	2.64%		
UBS Nominees Pty Ltd	2,000,000	2.62%		
Equity Trustees Limited	1,562,279	2.04%		
Ms King-Eng Tan	1,314,081	1.72%		
Crimson Skies Pty Ltd (Crimson Skies				
S/F A/c)	990,000	1.29%		
Brincliff Pty Ltd	900,000	1.18%		
Mr Chris Carr & Mrs Betsy Carr	875,000	1.14%		
Mr Ian Stanley Bootes & Mrs Kylie Bootes	748,750	0.98%		
Sandhurst Trustees Limited	740,713	0.97%		
Mr John Lemish & Mrs Suzanne Lemish				
(John Lemish S/F A/c)	525,000	0.69%		
JDV Limited	489,521	0.64%		
Queensland Investment Corporation	457,338	0.60%		
Mr Richard Allan Noon	450,000	0.59%		
Citicorp Nominees Pty Limited	435,590	0.57%		
Crimson Skies Pty Ltd (Richard Noon				
Family A/c)	400,000	0.52%		
	44,229,504	57,84%		