

helloworld  
TRAVEL LIMITED

2026 Half Year  
Investor  
Presentation

25 February 2026



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*This document includes the presentation of results on a statutory basis as well as non-statutory information. All financial results are presented in AUD (unless otherwise stated) and rounded to millions (unless otherwise stated). Data used for calculating percentage movements has been rounded to thousands.*

## **Key non-statutory financial metrics:**

- **Total Transaction Value (TTV)** does not represent revenue in accordance with Australian Accounting Standards and is not subject to audit or review. TTV represents the price at which travel products and services have been sold across the Group, as agent for various airlines and other service providers, plus revenue from other sources. The Group’s revenue is, therefore, predominantly derived from TTV. TTV does not represent the Group cash inflows as some transactions are settled directly between the customer and the supplier.
- **Earnings Before Interest Expense, Taxation, Depreciation and Amortisation (EBITDA)** is a financial measure which is not prescribed by Australian Accounting Standards and is not subject to audit or review. EBITDA includes interest income.
- **Underlying EBITDA** is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Chief Executive Officer (CEO) to assess the financial performance of the Group and segments and is not subject to audit or review. Underlying EBITDA represents EBITDA excluding significant items. Significant items are those gains or losses where their nature, including the expected frequency of the event giving rise to them, and impact is considered material to the financial statements.
- **Revenue margin** has been calculated as revenue from contracts with customers as a percentage of TTV. The calculation does not include interest income and other income.
- **EBITDA margin** has been calculated as EBITDA as a percentage of total revenue and other income.
- **Underlying EBITDA margin** has been calculated as Underlying EBITDA as a percentage of total revenue and other income.

*A reconciliation of Underlying EBITDA to profit before income tax expense is provided in Note 4.3: Segment Information of the Consolidated Interim Financial Statements.*

*Unless otherwise stated, current and prior year financial results and metrics are based on continuing operations and exclude the Entertainment Logistix business (discontinued operation).*

# AGENDA



✓ **Results overview**

- Investment Fundamentals
- Key Financial Metrics
- Key Business Highlights
- Acquisitions
- Outlook
- Questions

✓ **Additional Information**

- Financial Results
- Business Overview
- Technology
- Brands & Company Background

# PRESENTERS



**MIKE SMITH**  
Chief Financial Officer



**ANDREW BURNES AO**  
Chief Executive Officer &  
Managing Director



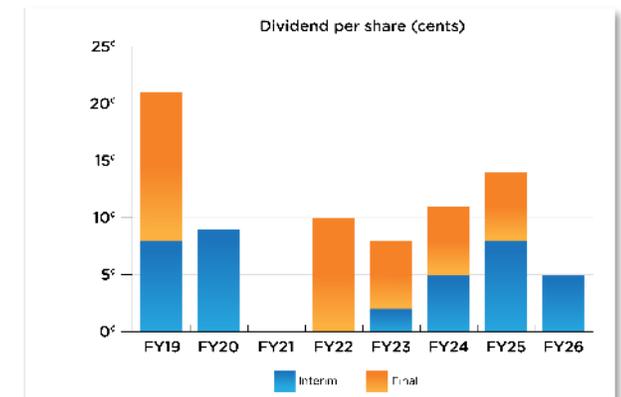
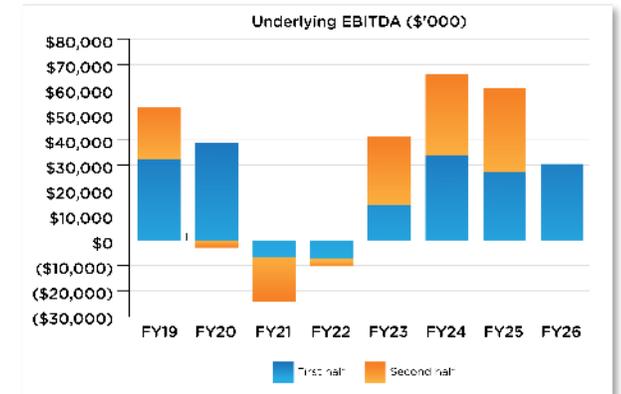
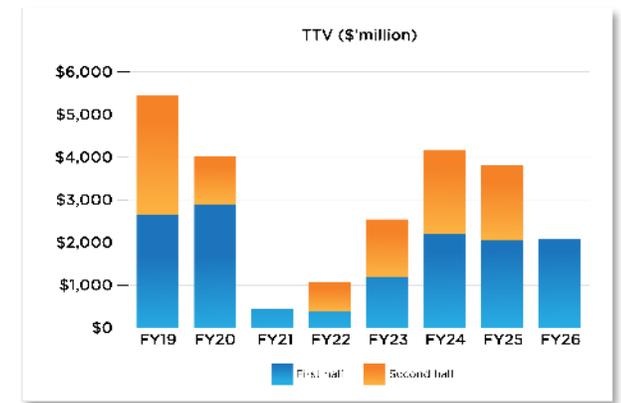
**CINZIA BURNES**  
Chief Operating Officer &  
Executive Director



# INVESTMENT FUNDAMENTALS

Helloworld's performance supports a positive long-term growth outlook.

- ✓ TTV of \$2.1 billion with strong forward bookings for the remainder of FY26 and well into FY27.
- ✓ On track to achieve full-year guidance.
- ✓ Underlying EBITDA for the half of \$30.5 million, up 12.1%. Revenue margin of 5.1% (pcp 4.6%) and underlying EBITDA margin of 28.0%.
- ✓ Ongoing focus on cost control and cash management.
- ✓ Strong track record of paying attractive fully franked dividends.
- ✓ Multiple strategic, earnings accretive, acquisitions made during 1HFY26 backed by a long history of successful integrations.
- ✓ Suite of best-in-class technologies supporting our agent and broker networks.
- ✓ Largest independent network of travel agents and brokers across Australia and New Zealand with 2,600 agencies and brokers and over 10,000 travel professionals.
- ✓ Demand for leisure travel continues to grow supported by high discretionary spend across HLO's key demographic customer segments.



# KEY FINANCIAL METRICS

PROFIT AFTER  
TAX

**\$31.1m**

up 96.7% vs pcp



EARNINGS PER  
SHARE

**19.0 cents**

up 95.9% vs pcp



INTERIM  
DIVIDEND

**5.0 cents** per  
share, fully franked  
(8.0 cents pcp)



TTV

**\$2.1b**

Up 1.8% vs pcp



REVENUE

**\$108.6m**

up 10.1% vs pcp



REVENUE  
MARGIN

**5.1%**

vs 4.6% pcp



UNDERLYING  
EBITDA

**\$30.5m**

up 12.1% vs pcp



UNDERLYING  
EBITDA  
MARGIN

**28.0%**

vs 27.5% pcp



# KEY BUSINESS HIGHLIGHTS

## ✓ Retail

- New retail agencies opened across Australia and New Zealand.
- Helloworld Travel awarded NTIA's Most Outstanding Branded Travel Agency Group at the 2025 Awards.

## ✓ Wholesale & Inbound

- Wholesale TTV up 23% in Australia and 19% in New Zealand.
- ReadyRooms continues to grow strongly across Australia and New Zealand.
- Inbound growth from UK, Italy and Germany.

## ✓ Cruise

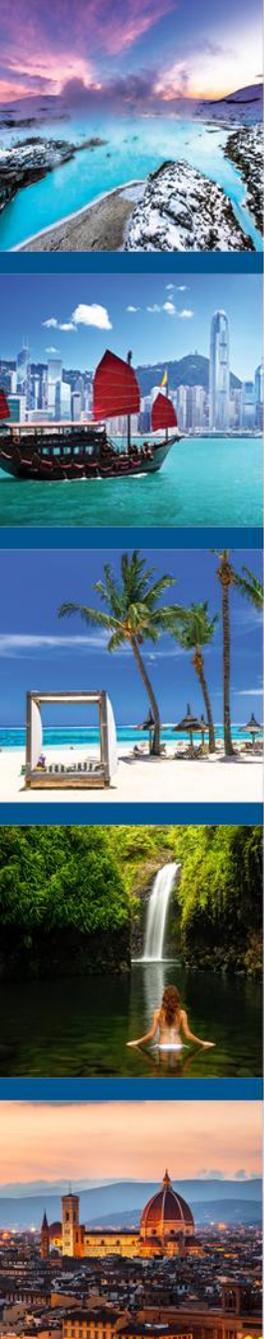
- Wholesale Cruise bookings up 17% in luxury cruising.
- Cruiseco awarded NTIA's Most Outstanding Wholesaler at the 2025 Awards.

## ✓ Air Tickets

- Number of tickets issued up 10% across HLO's partnerships with 154 airlines.

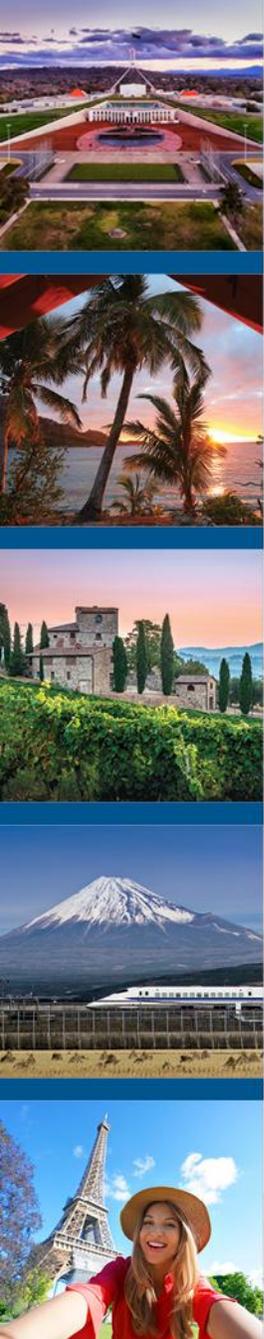
## ✓ Technology

- Resworld continues strong growth with an increase in active users and store footprint. Significant enhancement program continuing to roll out.

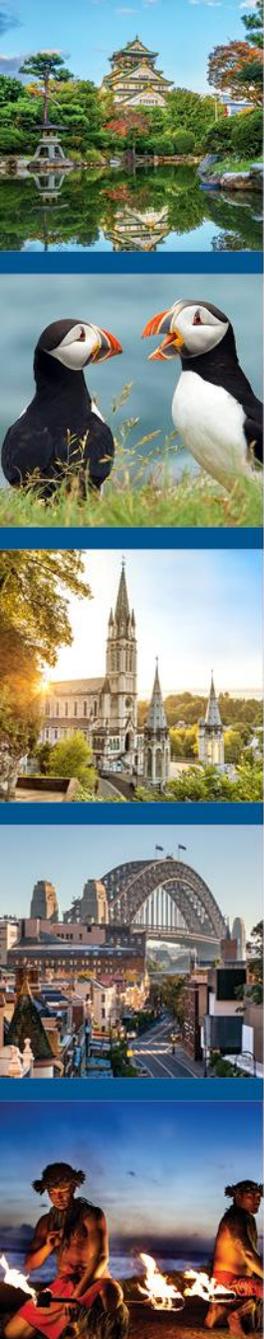


# RECENT ACQUISITIONS DELIVERING

- ✓ **MTA**
  - In October 2025 HLO acquired the remaining 50% of MTA taking HLO ownership to 100%.
  - MTA offers home-based travel consulting services provided by mobile travel consultants throughout Australia.
  - Over 450 home-based travel advisors and 60 MTA personnel based in Queensland.
- ✓ **Barlow Travel Group**
  - In April 2025 HLO acquired 100% of BTG.
  - BTG, established in 2011, is a leading corporate and event travel provider trading as BCD Travel in New Zealand and based in Wellington.
- ✓ **Gilpin Corporate Travel**
  - In October 2025 HLO acquired 100% of Gilpin.
  - Based in Auckland, Gilpin has over 30 years experience in corporate and group travel.
- ✓ **Brighton Travelworld**
  - In November 2025 HLO acquired a 40% interest in BTW.
  - Located prominently on Church Street, Brighton, Victoria, BTW has been operating from the same location for over 50 years.
- ✓ **Hunter Travel Group**
  - In October 2025 HLO increased its ownership interest to 16%.
  - HTG is the largest branded member of the Helloworld Travel network with more than 175 travel professionals across 35 locations in New South Wales, Queensland, Tasmania, Victoria, Western Australia, and the ACT.



# OUTLOOK



- ✓ Helloworld reaffirms the Underlying EBITDA guidance of \$64-\$72 million (provided at HLO Annual General Meeting in October 2025). This guidance range excludes any profit or loss impact from remeasurement of Helloworld's investment in Webjet Group Limited to fair value.
- ✓ Forward bookings remain strong through the remainder of FY26 and well into FY27. Ticketed air sales scheduled to depart in 2HFY26 are up 14% in Australia and 9% in New Zealand compared to the same time last year.
- ✓ Strong start to 2HFY26 with TTV for the month of January 2026 up 11.6% on the prior corresponding period.
- ✓ Strong focus on cost control positions Helloworld for sustainable profit growth.
- ✓ Demand for leisure travel, both inbound and outbound, remains strong.
- ✓ Recent acquisitions are earnings accretive. Integration plans well advanced.
- ✓ Continued investment in technology will support frontline travel agent and broker efficiencies.
- ✓ Significant investment in advertising and marketing activities will continue, reinforcing brand awareness and driving qualified leads to our agency and broker networks.

# QUESTIONS?

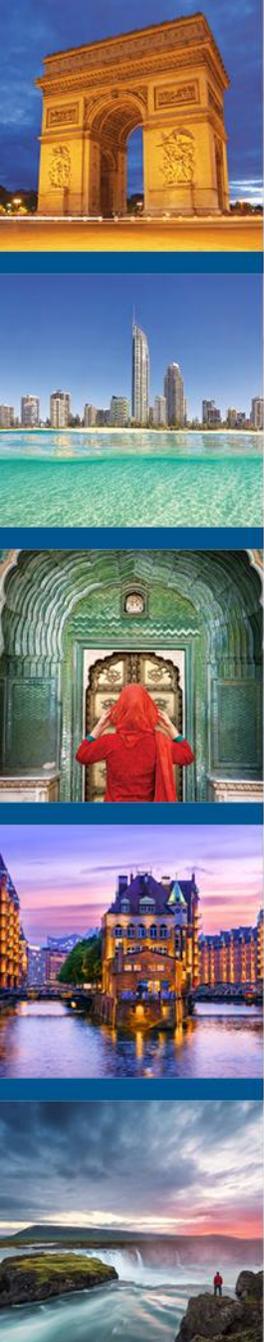
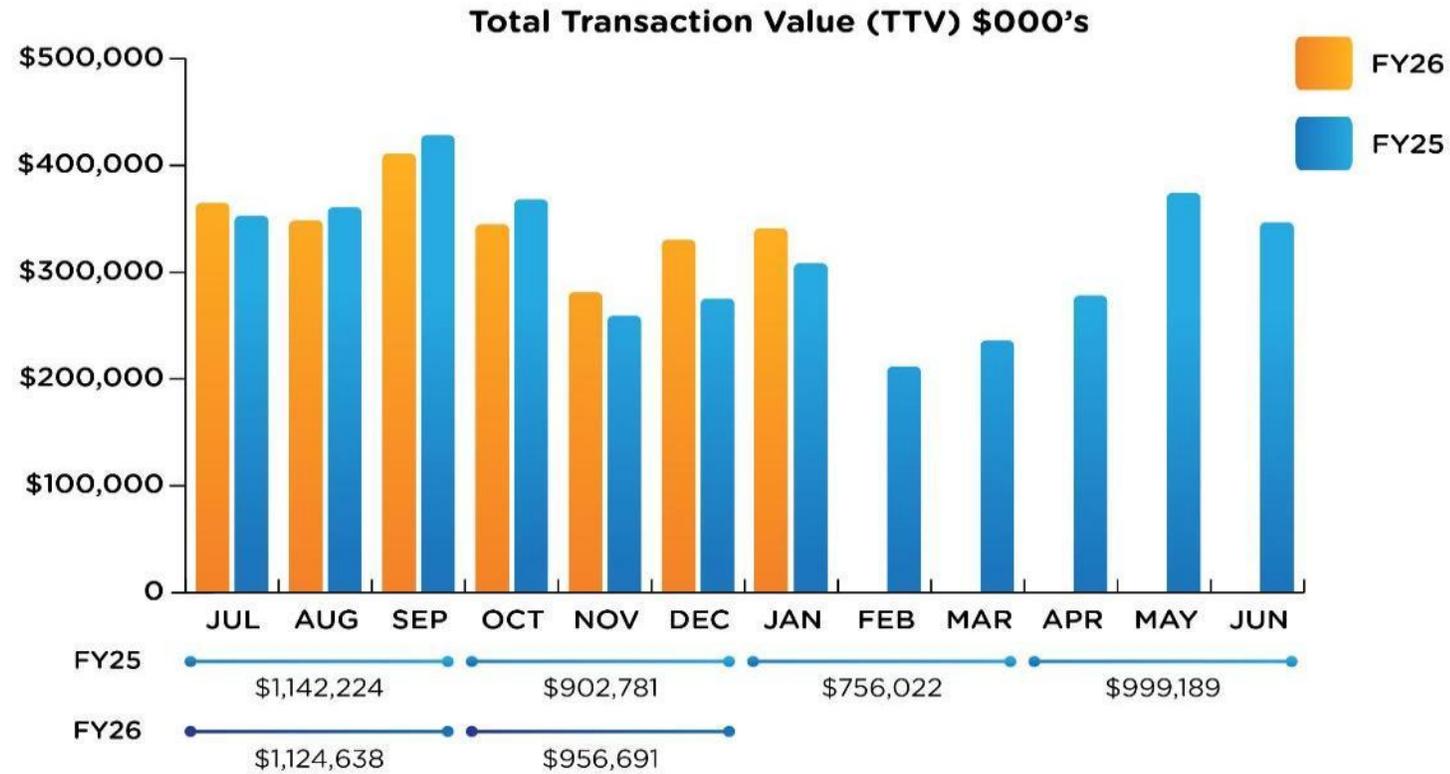


# ADDITIONAL INFORMATION



- ✓ **Additional Information**
  - Financial Results
    - TTV
    - Group Results
    - Cash Flow
    - Balance Sheet
    - ABS Statistics
  - Business Overview
  - Technology
  - Brands & Company Background

# 1HFY26 TTV \$2.1 BILLION, UP 1.8% STRONG START TO 2HFY26, JAN UP 11.6%



# GROUP RESULTS

<i>From continuing operations</i>	1HFY26 \$'000	1HFY25 \$'000	Change
<b>Total Transaction Value (TTV)</b>	<b>2,081,329</b>	<b>2,045,005</b>	<b>1.8%</b>
Revenue from contracts with customers	105,150	94,982	10.7%
<i>Revenue margin</i>	5.1%	4.6%	10.9%
Other income	1,926	375	413.6%
Interest income	1,539	3,311	(53.5%)
<b>Total revenue and other income</b>	<b>108,615</b>	<b>98,668</b>	<b>10.1%</b>
Employee benefit expenses	(35,589)	(34,027)	4.6%
Selling and marketing expenses	(33,576)	(30,109)	11.5%
Communication and technology expenses	(4,894)	(5,086)	(3.8%)
Other expenses	(5,459)	(5,412)	0.9%
Significant items (other expenses)	(5,037)	3,936	-
<b>Total expenditure</b>	<b>(84,555)</b>	<b>(70,698)</b>	<b>19.6%</b>
Share of profits of equity accounted investments	1,720	2,047	(16.0%)
Fair value loss on Webjet Group shares	(1,393)	-	-
Fair value gain on the 50% interest in MTA	20,277	-	-
<b>Underlying EBITDA</b>	<b>30,460</b>	<b>27,168</b>	<b>12.1%</b>
<i>Underlying EBITDA margin</i>	28.0%	27.5%	1.8%
<b>EBITDA</b>	<b>44,664</b>	<b>30,017</b>	<b>48.8%</b>
<i>EBITDA margin</i>	41.1%	30.4%	35.2%
Depreciation and amortisation (D&A)	(7,113)	(6,942)	2.5%
Finance expense	(848)	(344)	146.5%
<b>Profit before income tax (NPBT)</b>	<b>36,703</b>	<b>22,731</b>	<b>61.5%</b>
<b>Profit after income tax (NPAT)</b>	<b>31,083</b>	<b>15,803</b>	<b>96.7%</b>
<b>Basic earnings per share (EPS)</b>	<b>19.0 cents</b>	<b>9.7 cents</b>	<b>95.9%</b>

## KEY OUTCOMES

- NPAT up 96.7%, NPBT up 61.5%, Underlying EBITDA up 12.1%, total revenue up 10.1%, and EPS up 95.9%. Improvements in revenue margin (from 4.6% to 5.1%), and Underlying EBITDA margin (from 27.5% to 28.0%).
- TTV result reflects
  - In Australia, air ticket volumes in 1HFY26, on a departed basis, were comparable to the pcp, while in New Zealand, ticket volumes declined 8% during a period of tough economic conditions.
  - Average international airfares in Australia and New Zealand were circa 8% and 4% lower in 1HFY26, while domestic airfares fell circa 1% and 9%, both of which help drive further travel demand.
  - Despite lower cruise capacity, with a number of ships moving their home port to locations outside of Australia and New Zealand, cruise TTV in Australia was consistent with the prior period and slightly higher in New Zealand.
  - Strong demand for land (accommodation, car hire, and other non-air ancillaries) in Australia and New Zealand.
- Other income up due to dividends received from WJL. Offset by a reduction in interest income.
- Fair value gain of \$20.3m upon recalculation of HLO's initial 50% interest in MTA.
- Fair value loss of \$1.4m on 67.79 million Webjet Group shares at 31 December 2025 (at an 88 cents closing price).

# CASH FLOW

	1H FY26 \$'000	1H FY25 \$'000
Receipts from customers	1,296,343	1,272,617
Payments to suppliers and employees	(1,291,401)	(1,311,449)
Interest received	1,534	2,647
Interest paid	(349)	(350)
Net income tax paid	(16,834)	(4,685)
<b>Net operating cash flows from continuing operations</b>	<b>(10,707)</b>	<b>(41,220)</b>
Transfers from/(to) term deposits	13,752	(52,094)
Payments of intangibles	(1,718)	(768)
Payments of property, plant and equipment	(291)	(248)
Payments for investments	(52,468)	-
Proceeds from sale of CTM shares	2,254	-
Proceeds from disposal of property, plant and equipment	43	16
Dividends received	4,060	3,039
<b>Net investing cash flows from continuing operations</b>	<b>(34,368)</b>	<b>(50,055)</b>
Dividends paid	(9,740)	(9,599)
Proceeds from borrowings	35,000	
Payment of principal elements of leases	(2,556)	(2,289)
<b>Net financing cash flows from continuing operations</b>	<b>22,704</b>	<b>(11,888)</b>
<b>Net decrease in cash and cash equivalents from continuing operations</b>	<b>(22,371)</b>	<b>(103,163)</b>
Net decrease in cash and cash equivalents from discontinued operations	(121)	(1,789)
<b>Net decrease in cash and cash equivalents</b>	<b>(22,492)</b>	<b>(104,952)</b>

## KEY OUTCOMES

- Net operating cash flows reflects:
  - 1HFY26 including one additional BSP agent collection for the half and one less BSP payment for the half.
  - Higher tax payments in 1HFY26 compared to FY25 due to limited FY25 tax instalments needing to be paid in 1H FY25.
- Reduction in interest received, offset by WJL dividends.
- Payments for investments – MTA 50% (\$35.9m), WJL shares (\$7.5m), Gilpin Corporate Travel (\$7.5m), Brighton Travelworld 40% (\$1.3m), and Tin Alley (\$0.3m).
- All remaining CTM shares sold during Q1FY26.
- Final FY25 dividend of 6 cents per share paid in September 2025.
- Drawdown on Citibank debt facility to fund acquisitions.



# BALANCE SHEET

	31 Dec 2025 \$'000	30 Jun 2025 \$'000
Cash, cash equivalents and cash deposits	67,686	79,405
Trade and other receivables	33,525	63,545
Accrued revenue	42,627	33,414
Other investments	59,657	55,608
Other current assets	11,498	13,086
Income tax receivable	4,446	-
Assets held for sale	-	6,942
<b>Total current assets</b>	<b>219,439</b>	<b>252,000</b>
Trade and other receivables	5,517	6,236
PPE and ROU assets	10,565	12,818
Equity accounted investments	16,482	28,761
Other investments	2,077	2,856
Intangibles	336,826	266,494
Deferred tax assets	35	284
<b>Total non-current assets</b>	<b>371,502</b>	<b>317,449</b>
Trade and other payables	148,236	165,092
Lease liabilities	4,355	4,927
Provisions	10,948	9,991
Deferred revenue	10,587	11,555
Income tax payable	-	10,879
Other current liabilities	243	1,201
Liabilities associated with assets held for sale	-	5,644
<b>Total current liabilities</b>	<b>174,369</b>	<b>209,289</b>
Lease liabilities	4,353	5,897
Borrowings	35,000	-
Deferred tax liabilities	16,284	11,289
Provisions	1,301	1,234
Deferred revenue	407	596
Other non-current liabilities	120	135
<b>Total non-current liabilities</b>	<b>57,465</b>	<b>19,151</b>
<b>Net assets</b>	<b>359,107</b>	<b>341,009</b>

## KEY OUTCOMES

- Cash reduction due to higher payments for tax and new acquisitions and investments.
- Reduction in trade and other receivables reflects the timing of the last BSP agent collection prior to period end (25 June 2025 vs 31 December 2025).
- Reduction in trade and other payables reflects the change from peak (June) to off-peak (December) for Northern hemisphere travel.
- Investments include Phil Hoffmann Travel (40%), Australiareiser (34%), Webjet Group Limited (ASX: WJL) (17.3%). Reduction in equity accounted investments due to the acquisition of the remaining 50% of MTA during 1HFY26.
- Increase in intangible assets reflects goodwill on MTA and Gilpin acquisitions (on a provisional basis).
- Borrowings represent the drawdown on the Citibank debt facility to fund the acquisitions of MTA and Gilpin Corporate Travel.
- Assets held for sale (and associated liabilities) related to the Entertainment Logistix business. The exit from this business was completed in 1HFY26.

# ABS STATISTICS – LEISURE DEPARTURES UP 8%, LEISURE ARRIVALS UP 10%

RESIDENT DEPARTURES, 12 MONTHS YEAR ENDING

Rank	Country	Dec-24	Dec-25	Change	% Change	Share of 2024
1	Indonesia	1,678,920	1,750,370	71,450	4%	104%
2	New Zealand	1,363,580	1,451,700	88,120	6%	106%
3	Japan	798,710	951,950	153,240	19%	119%
4	United States of America	735,210	712,690	-22,520	-3%	97%
5	China	580,500	692,510	112,010	19%	119%
6	Thailand	587,130	639,080	51,950	9%	109%
7	UK, CIs & IOM	620,490	637,510	17,020	3%	103%
8	India	549,270	599,180	49,910	9%	109%
9	Vietnam	437,190	519,780	82,590	19%	119%
10	Fiji	408,710	412,730	4,020	1%	101%
11	Singapore	355,020	392,610	37,590	11%	111%
12	Italy	311,380	317,550	6,170	2%	102%
13	Malaysia	269,940	302,380	32,440	12%	112%
14	Philippines	266,140	291,780	25,640	10%	110%
15	Hong Kong	175,310	178,600	3,290	2%	102%
16	Canada	162,650	167,890	5,240	3%	103%
17	France	147,940	167,840	19,900	13%	113%
18	Greece	139,210	153,880	14,670	11%	111%
19	Korea, South	129,430	137,140	7,710	6%	106%
20	Sri Lanka	108,910	135,430	26,520	24%	124%
Total Top 20 Markets		9,825,640	10,612,600	786,960	8%	108%
Total		11,595,890	12,549,290	953,400	8%	108%
Total (Holiday)		6,896,810	7,545,540	648,730	9%	109%
Total (VFR)		3,125,170	3,311,110	185,940	6%	106%

Source: Australian Bureau of Statistics, Overseas arrivals and departures

INBOUND ARRIVALS, 12 MONTHS YEAR ENDING

Rank	Country	Dec-24	Dec-25	Change	% Change	Share of 2024
1	New Zealand	1,392,960	1,435,050	42,090	3%	103.0%
2	China	891,550	1,040,140	148,590	17%	116.7%
3	UK, CIs & IOM	640,760	758,290	117,530	18%	118.3%
4	United States of America	712,380	744,970	32,590	5%	104.6%
5	India	443,460	451,530	8,070	2%	101.8%
6	Singapore	417,900	443,710	25,810	6%	106.2%
7	Japan	397,330	423,120	25,790	6%	106.5%
8	Korea, South	374,560	398,440	23,880	6%	106.4%
9	Hong Kong	216,240	249,090	32,850	15%	115.2%
10	Indonesia	224,250	242,080	17,830	8%	108.0%
11	Malaysia	203,080	213,680	10,600	5%	105.2%
12	Taiwan	164,470	193,490	29,020	18%	117.6%
13	Philippines	174,790	190,660	15,870	9%	109.1%
14	Germany	168,580	179,500	10,920	6%	106.5%
15	Canada	165,010	171,620	6,610	4%	104.0%
16	Vietnam	173,100	164,990	-8,110	-5%	95.3%
17	France	127,860	145,300	17,440	14%	113.6%
18	Thailand	96,430	98,410	1,980	2%	102.1%
19	Ireland	86,500	95,890	9,390	11%	110.9%
20	Italy	65,950	76,860	10,910	17%	116.5%
Total Top 20 Markets		7,137,160	7,716,820	579,660	8%	108.1%
Total		8,270,930	8,937,390	666,460	8%	108.1%
Total (Holiday)		3,607,920	3,976,590	368,670	10%	110.2%
Total (VFR)		2,809,890	2,955,550	145,660	5%	105.2%

Source: Australian Bureau of Statistics, Overseas arrivals and departures

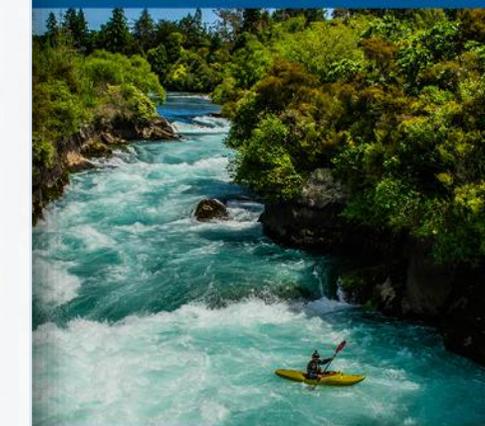
ABS data indicates that the number of Australian residents heading overseas continues to grow strongly with CY25 departures at +8% on the prior period. Departures to USA remained flat over the reported period. Similarly, the number of visitors to Australia also increased by 8% compared to the pcp with HLO's key inbound markets performing well.

# BUSINESS OVERVIEW



## ✓ Divisions Overview

- Retail Networks
- Wholesale
- Inbound
- Air Consolidation
- Events



# RETAIL NETWORKS

10,000+  
Travel Professionals

2,600  
Agency and Broker  
Members

## About

- Helloworld has the largest network of independent travel professionals in Australia and New Zealand.
- Helloworld has 2,600 members across its agency and broking networks including fully branded Helloworld outlets, Helloworld Associates, Helloworld Business Travel, Magellan Travel, The Travel Brokers (NZ), Mobile Travel Agents (MTA), My Travel Group, Express Travel Group, Alatus, Select Travel Group, Independent Travel Group, iTalktravel and Cruise, and First Travel Group (NZ).
- Across the Company's agency and broker networks, there are over 10,000 travel professionals delivering expert advice and service across Australia and New Zealand.
- The scale of the HLO networks ensures our networks offer competitive pricing and broad choice, while delivering local, personalised service to their customers.
- The Helloworld Travel Academy plays a critical role in building capability and confidence across the HLO retail networks, supporting talent attraction, retention and career progression.

## Highlights

- Stability and strength of the HLO networks in Australia and New Zealand remain foundational to our success.
- Expansion of the retail network in Australia with new agencies in various locations including Hampton, Mt Gravatt, Mentone and Montmorency.
- New Zealand expansion includes new agencies in Christchurch, Whangārei (Northland), and Ormiston (SE Auckland).
- Express Travel Group, acquired in early FY24, continues to perform strongly with bookings up 8% on the pcp.
- Helloworld Travel was awarded the Most Outstanding Branded Travel Agency Group at the 2025 National Travel Industry Awards (NTIA).



# WHOLESALE

**+23%**  
WHOLESALE TTV IN  
AUSTRALIA

**+19%**  
WHOLESALE TTV IN  
NEW ZEALAND

## About

- Encompassing four main brands, VIVA Holidays, GO Holidays, ReadyRooms and Cruiseeco, operating in both Australia and New Zealand.
- The Wholesale division is supported by dedicated sales, contracting, marketing and reservations teams, as well as offering bespoke booking platforms that allow agents and brokers to efficiently create, quote and confirm travel for their clients.
- VIVA Holidays and GO Holidays specialise in domestic and international leisure destinations including Asia, North America, Europe and the Pacific, offering packages and tailor-made programs ranging from short breaks to extended touring programs, enabling agents and brokers to deliver well-priced, well-designed holidays backed by specialist 24/7 support and trusted product knowledge.
- Ready Rooms is a broad coverage Hotel specialist for agents offering over 400,000 Hotels plus touring and transfer options globally.
- Cruiseeco is our cruise wholesale operation offering cruising packages on over 40 cruise lines around the world including a range of bespoke packages.

## Highlights

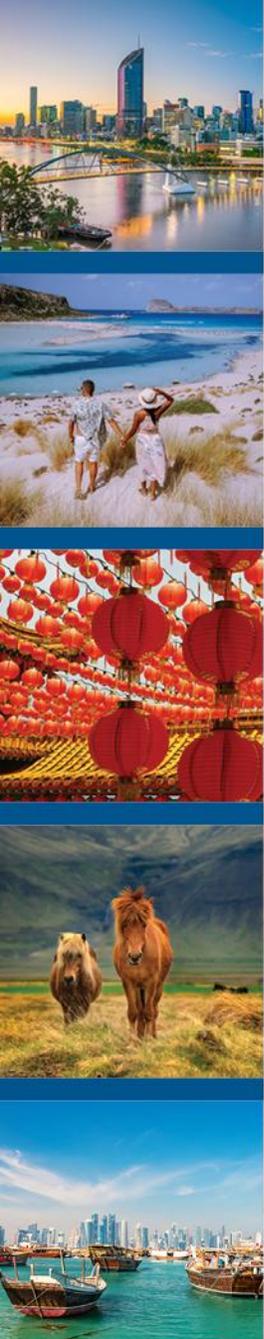
- Wholesale TTV in 1HFY26 up 23% in Australia and 19% in New Zealand.
- ReadyRooms continues to grow strongly across Australia and New Zealand.
- Luxury cruise sales are up 17% vs pcp.
- Cruiseeco was awarded Most Outstanding Wholesaler – Product/Service at the 2025 National Travel Industry Awards (NTIA).

**VIVA**  
HOLIDAYS

**GO**  
HOLIDAYS!

**cruiseeco**

**ReadyRooms**



# INBOUND

**+37%**  
INCREASE IN UK  
TRAVELLERS

**+10%**  
INCREASE IN  
INBOUND LEISURE  
ARRIVALS

## About

- HLO's three inbound brands, ATS Pacific, AOT Inbound and Experience Tours Australia work with international travel agents, wholesalers and tour operators around the world. They curate and package accommodation, touring, transfers, attractions and experiences into ready-to-sell itineraries and tailor-made programs, ensuring all elements are coordinated and delivered seamlessly once the traveller arrives.
- Offering different styles of inbound travel, ranging from independent travellers and groups through to incentives and special-interest travel, for specific markets including the UK, Europe and North America.
- Inbound operations and destinations services are located in Australia, New Zealand and Fiji.

## Highlights

- Airline capacity continues to increase and interest in this region is still strong. Australia and New Zealand are seen as a safe destinations for international travellers.
- Increase in travellers from the UK (up 37% pcp), also growth from Germany and Italy.
- UK up significantly on travelled passengers in this period due to high demand for Ashes cricket series.
- Inbound arrivals to Australia up 10% in the leisure sector in calendar 2025.

*a.t.s. Pacific*

**aotinbound**

 **eta**  
experience tours australia

 aot**NZ**

# AIR CONSOLIDATION

**+10%**  
**TICKETS ISSUED**  
**IN 1HFY26**

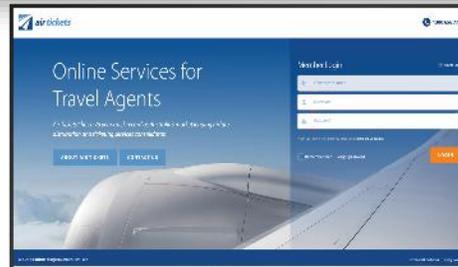
**154**  
**AIRLINE PARTNERS**

## About

- Helloworld's air ticketing businesses, Air Tickets and Express Tickets, provide travel agents, brokers and airlines throughout Australia, New Zealand and overseas with a multi award-winning, one-stop solution for domestic and international airfare distribution, ticketing services and post ticketing systems and processing.
- Air Tickets and Express Tickets remain at the forefront of ticketing and consolidation offerings within the travel industry utilising the sophisticated SmartSuite of technologies including SmartNDC and National Travel Industry Award Winning SmartRefunds.
- With highly trained and skilled teams located across Australia and in New Zealand providing domestic and international airfares and ticketing services for 154 airlines to travel agencies and brokers across Australia, New Zealand and overseas Online Travel Agents (OTA).

## Highlights

- Number of tickets issued up 10% across commercial partnerships with 154 airlines.
- Average international airfares in Australia and New Zealand were circa 8% and 4% lower in 1HFY26, while domestic airfares fell circa 1% and 9%, both of which help drive further travel demand.
- Air TTV up 5% (on a booked basis).
- 98% of all tickets are issued by our automated systems, providing both internal and external benefits.



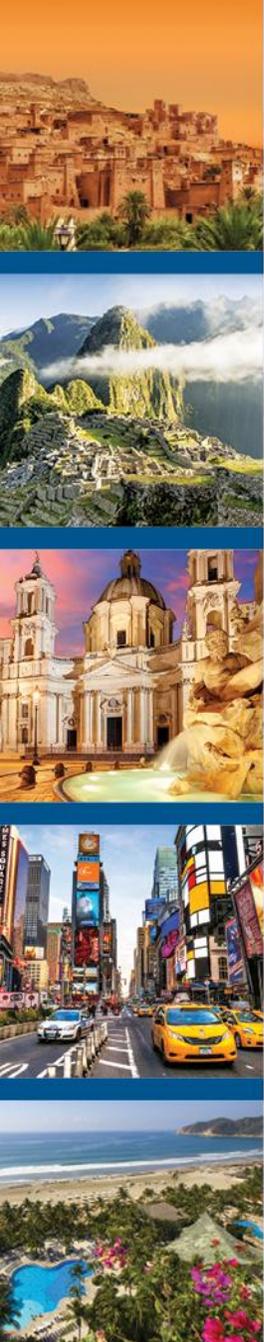
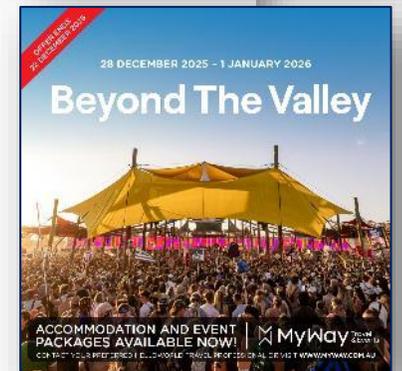
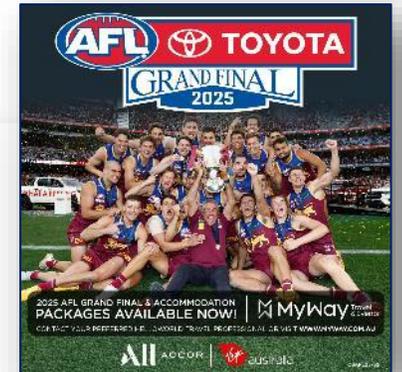
# EVENTS

## About

- Launched 18 months ago, My Way Travel & Events (MWTE) is a premier experience integration provider for ticketed sports and entertainment events globally.
- Selling through the HLO networks as well as direct to customer, MWTE delivers a convenient, reliable and streamlined solution for those seeking multiple components of their live event experience.
- With event travel packages across sport, theatre, music (concerts and festivals) and lifestyle, MWTE has significant partnership agreements with the AFL, Marvel Stadium, Cricket Australia Travel Office, NBL, LIV Golf, Melbourne Cricket Ground, Live Nation, Beyond The Valley Music Festival, Royal Edinburgh Military Tattoo and Michael Cassell Group.

## Highlights

- Strong partnership with AFL and Marvel Stadium produced excellent results for AFL Grand Final travel and event packages, and Marvel Stadium Concert Series packages across Spring and Summer.
- Secured a new partnership with Collingwood Football Club (CFC) to provide inhouse travel services, and match day and event travel packages to their fans and members.



# TECHNOLOGY



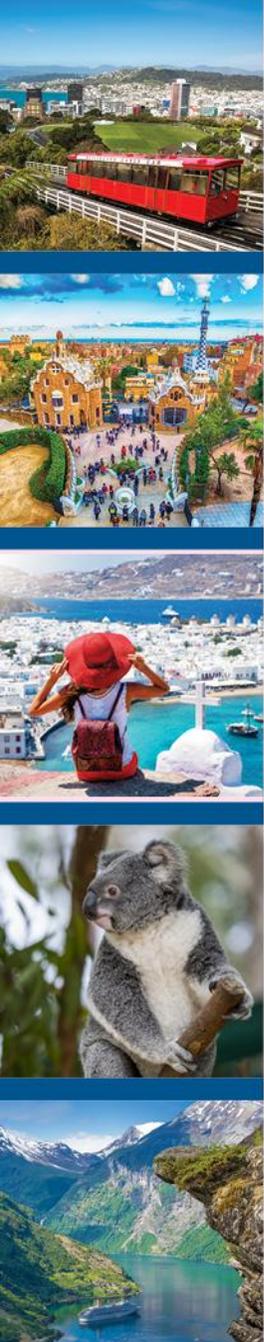
## ✓ Proprietary Owned

- Air Tickets
- Resworld
- ReadyRooms

## ✓ Licensed / Tailored / Partnered

- Travefy
- helloworld.com.au
- Genesys
- Microsites
- Datacheck
- Tourplan
- Mango & GoNet
- Ires
- Odysseus





# TECHNOLOGY DESIGNED TO DELIVER

Long term investment in proprietary capability, deep expertise and industry-leading partnerships working together to support growth and underpin success. Supporting our networks today, and into the future.

## **Agility and adaptability**

Our proprietary, wholly owned technologies enable us to respond quickly to change and continuously adapt solutions to best support our agents and brokers.

## **In-house expertise**

Our specialist technology teams deliver tailored, purpose-built solutions that meet the evolving needs of our users and the industry.

## **Partnering with the best**

We complement our own platforms with best-in-class third party software, providing our network with access to leading, global solutions.

## **Robust technology infrastructure**

Long-term investment in our technology ecosystems underpins a reliable, secure and scalable platform built to support sustained growth.

# MARKET LEADING PROPRIETARY SOLUTIONS

Our wholly-owned technology provides the flexibility to respond to change, tailor solutions and retain full control over performance and development, delivering long term strategic advantage.

## Air Ticketing Consolidation

- Helloworld's air ticketing systems, Air Tickets and Express Tickets, are market leading with ongoing enhancements to the SmartSuite of technologies including SmartNDC and SmartRefunds.

## Highlights

- Total tickets issued across Australia and New Zealand, up 10%.
- Partnerships with 154 airlines.
- Air TTV up 5% (on a booked basis) in the half.
- 98% of all tickets issued by automated systems.

## Resworld

- Helloworld's flagship retail mid-office platform, Resworld, continues to deliver strong operational efficiencies and digital enablement across agency networks in Australia and New Zealand.

## Highlights

- Growth in active users and store footprint.
- Recent enhancements include integration with HLO travel app.
- Increased supplier integrations and Data Check connectivity.

## ReadyRooms

- HLO's wholesale hotel booking platform, continues to deliver a rapid increase in user sales. The booking platform features over 400,000 hotels, activities and transfers, providing travel agents and brokers with a cutting-edge booking portal.

## Highlights

- Significant growth vs pcp.
- Partnership with Viator, the world's leading platform for tours, activities and experiences, delivering additional volume.



**RESWORLD**  
Powered by **helloworld TRAVEL**



**ReadyRooms**

# LEADING RETAIL TECHNOLOGY

Our licensed software solutions, often tailored to our requirements, provide access to best-in-class capability while maintaining flexibility, performance and alignment with our operating model.

## Used across our Retail Networks

### Helloworld Trips App – Travefy

- Travefy is an itinerary and business process platform, specifically designed for Travel Agents, that links directly to Helloworld’s itinerary app, or for non-branded stores, a generic app. The app provides customers with itineraries that include all travel information and documentation. The app also provides features such as live flight tracking and city guides.

### helloworld.com.au

- The overarching helloworld.com.au website delivers enquiries and customers directly to the Helloworld advisor networks. With geolocation technology, all users are directed to their closest advisor, where they can book content or view and enquire about the latest deals.

### Genesys

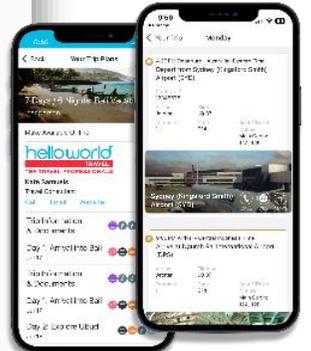
- Genesys360 is a powerful email and social media marketing platform for agents and brokers. Genesys comes with pre-approved supplier templates meaning that communicating offers to customers is quick and simple, or agents can tailor their own marketing.

### Microsites

- Our agent-specific microsites are customisable and tailored by each store to meet their needs. Featuring bookable content, geolocation technology, and an easy-to use CMS, they are designed to allow agencies to carry their own brand identity.

### Data Check

- The Helloworld Data Check portal offers data-rich insights and revenue generation possibilities.



# GLOBAL TECHNOLOGY PARTNERSHIPS

Our licensed software solutions, often tailored to our requirements, provide access to best-in-class capability while maintaining flexibility, performance and alignment with our operating model.

## Used across Wholesale & Inbound

### Tourplan

- Mango and GoNet are powered by Tourplan, a leading software solution for tour operators and DMCs around the world.
- Supplier integrations are delivered via the Tourplan DX platform, the distribution channel for travel product integrations.

### Mango & GoNet

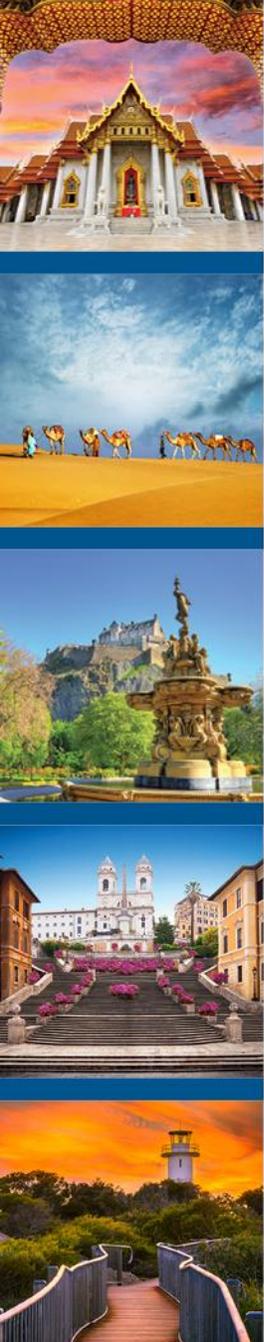
- Helloworld's wholesale Travel Agent booking platforms continue to be developed and enhanced to increase efficiency and integration.

### Ires

- Ires, also powered by Tourplan, specifically allows global agents to access this Agent Booking platform. Used by our Inbound divisions and brands.

### Odysseus

- Used by CruiseCo, this third party system has direct API feeds from all major global cruise lines. The HLO tailored version has bespoke enhancements allowing for white label agent rebrands and instant confirmation on cruise bookings for agents and their customers.



# BRANDS & COMPANY BACKGROUND



- ✓ Brand Portfolio
- ✓ Brands and Businesses
- ✓ Company Background



# HELLOWORLD BRAND PORTFOLIO

- Retail and corporate travel agency franchise, buying group and broker networks in Australia and New Zealand.
- International and domestic leisure travel wholesaling including dedicated sporting and live events packaging businesses.
- Major inbound tour operating businesses in Australia, New Zealand and Fiji.
- Air ticket consolidation across over 150 airlines.
- Luxury tours operating in Australia and international.
- Tourism related transport services in Fiji.



# BRANDS & BUSINESSES

## RETAIL



Travel agencies in Australia and New Zealand who adopt full branding on their agencies and collateral material. Including the tagline 'The Travel Professionals'.



Travel agencies who carry the 'Member of Helloworld Travel' brand and value proposition while maintaining their own brand presence in market.



Australia's largest network of premium independently owned corporate travel agents and travel management companies.



Australian based network with loyal high-end clients managing their own brand and marketing while leveraging off the Helloworld brand and the buying strengths of the Group.



One of the largest independent travel agency networks in Australia and New Zealand, established in 1983 with a respected reputation for service, collaboration, tools and technology.



ETG's premium franchise network comprising premium and independent travel management companies that operate in the high-end leisure and corporate travel space.



A member of ETG. 'We Speak Your Language' is the key identifier for this group, made up of agents predominantly focused on Asian markets.



Part of ETG, italktravel & cruise (ITT) operates across Australia, utilising the ITT brand as well as their own specific branding. United by their 'talk to us' identity and tagline.



One of the premier travel agency brands in South Australia. Phil Hoffmann Travel operates leisure, business and curated group travel services.



Australia's largest independent buying network, able to leverage the strength of Helloworld's supplier relationships and maintain their independence.



The Travel Brokers is one of New Zealand's leading home based networks. Established in 2002 members have vast experience managing travel for leisure, corporate, weddings, groups and conventions.



Australia's leading group of mobile travel agents for leisure and corporate travel; utilising bespoke technologies designed for home based agents whilst utilising the Helloworld Group buying power.



YOU! Travel and Cruise is a branded franchise network operating in New Zealand. With a range of vibrantly branded stores across the country.



New Zealand's leading independent travel alliance, providing members with market efficiencies to enhance customer experience in retail, corporate and wholesale travel.



Independent Travel Group encompasses independently owned and operated travel businesses in Australia. A partnership model allows members to tailor a business based on their needs.



A leading corporate and event travel provider based in Wellington, trading as BCD Travel in New Zealand. Acquired by Helloworld Travel in April 2025.



With over 30 years experience in corporate and group travel, based in Auckland and specialising in delivering comprehensively tailored travel management programs to suit NZ clients' requirements.

## WHOLESALE



One of the largest wholesale brands in Australia, offering an extensive range of products covering most destinations throughout the world.



A new brand for discerning clients focusing on high-end, small group touring in Australia and international destinations.



VIVA Gold delivers high-end, exclusive travel experiences that offer unique, often once-in-a-lifetime experiences and packages.



New Zealand's longest serving travel wholesaler offering its travel agency distribution a diverse and extensive range of travel products around the globe.



HLO's wholesale hotel booking platform features over 300,000 hotels, activities and transfers worldwide, providing travel agents and brokers with a cutting-edge booking portal.



Founded in 1967 by former All Blacks fullback, Mick Williment, Williment Travel is New Zealand's sports and events travel specialists.



Provides travel agents with everything they need to plan and book their clients' next cruise holiday, combining an unbeatable mix of service, support and value.



A specialist cruise package wholesaler providing access to cruise products, creating exclusive fly/cruise products and specialised charters.



Signature Collection by CruiseCO offers a range of specially designed luxury cruise packages complete with all the components of a truly elite cruise offering.

## AIR CONSOLIDATION



Air Tickets is the travel industry's major airfare distribution and ticketing service consolidator, with a 24/7 web-based portal to real-time airfares allowing agents to shop, book and ticket in one system.



Express Tickets is a service focused consolidation division backed by an advanced fares & ticketing technology platform. A market-leading consolidator providing travel agencies, tour operators and OTA's with an efficient, easy-to-use airfare and airline ticketing solution.

## TECHNOLOGY



A bespoke Retail Mid-Office Solution with integrated booking management workflows able to import bookings from multiple GDS systems. Agents can automate payments to suppliers and generate documentation.



ReadyRooms offers travel agents the ability to search, compare and book an extensive range of worldwide accommodation and activities online.



Mango is a B2B booking engine used to search and book accommodation, transfers, car hire and tours. Mango supports Viva Holidays, Go! Holidays, AOT Online, ETA Online and ATS Pacific.



World class technology providing travel agents with a ticket processing system subject to rigorous real-time validation and a queuing system the envy of global consolidators.



SmartFares\* is a web based shopping tool sourcing the latest airline fares for our travel agent customers. Locating flight options for every airline in the world, in real time 24/7.



SmartRefunds\* offers industry leading online refund capabilities. GDS or NDC Tickets can be refunded in 2 clicks, eliminating frequent touchpoints and follow-ups.



SmartNDC is integrated with IATA's "New Distribution Capabilities - NDC" and uses the latest APIs and airline technologies. With the ability to shop, book, ticket, cancel, re-shop, exchange and refund NDC airline tickets.

## DMC - AUSTRALIA, NEW ZEALAND AND FIJI



A leading inbound tour operator with offices in Australia, NZ and Fiji, providing specialty inbound services in all three destinations for FIT and Group markets from UK, Europe, USA and other long-haul Western markets.



Established in 1989, AOT Inbound is one of Australia's longest established inbound tour operator in Australia, offering an excellent booking platform and staff to service the FIT and Group markets from UK, Europe, USA and other long-haul Western markets.



Proudly operating since 1986, Experience Tours Australia (ETA) is a leading inbound tour operator and specialist in travel from Asia to Australia, New Zealand and the South Pacific. Working across 16 countries throughout Asia.



New Zealand's largest inbound tour operator offering an excellent booking platform and staff to service both the FIT and Group markets from UK, Europe, USA and other long-haul Western markets.



Australiareiser is the largest wholesaler from Scandinavia to Australia and the South Pacific, operating from Norway, Sweden and Denmark.

## EVENTS



My Way Travel & Events specialises in premium travel and event experiences. From major sporting events to the best theatre, global concerts and arena shows, creating tailored travel packages that showcase the best of the world's biggest events and experiences.

## FIJI OPERATIONS



Tourist Transport Fiji operates a fleet of 40 vehicles providing transfer services throughout Fiji with sightseeing tours and adventure packages under the Great Sights and Feejee Experience brands.

## ATHENS OFFICE



Helloworld operates a dedicated software development office in Athens, Greece. Supporting key technology platforms including ReadyRooms, Tourplan, and Air Tickets, the team of experts contribute significantly to the Company's global technology capability.

# COMPANY BACKGROUND INFORMATION

## BOARD AND MANAGEMENT TEAM

- Non-Executive Director and Chairman – Garry Hounsell**  
 Garry was appointed to the Board as Chairman on 4 October 2016 and has extensive Director experience on a wide range of highly successful Boards including Qantas, Treasury Wines, Dulux and Myer.
- Chief Executive Officer & Managing Director – Andrew Burnes AO**  
 Andrew was appointed CEO and Managing Director on 1 February 2016. He founded The Australian Outback Travel Company (which became The AOT Group) in 1987 and merged this business with Helloworld Travel in 2016.
- Executive Director & Chief Operating Officer – Cinzia Burnes**  
 Cinzia was appointed on 1 February 2016 and brings extensive sector and management experience to the Board, having played a pivotal role in growing The AOT Group for over 25 years and Helloworld Travel since 2016.
- Non-Executive Director – Rob Dalton**  
 Rob was appointed to the Board as Independent Non-executive Director and Chair of the Audit & Risk Committee on 9 November 2021. Rob has over 30 years accounting, advisory and leadership experience.
- Non-Executive Director – Hon. Martin Pakula**  
 Martin was appointed to the Board as Independent Non-executive Director on 30 November 2022 following his retirement as an MP and Minister in the Victorian Government, where he served as Tourism Minister amongst several other portfolios.
- Non-Executive Director – Leanne Coddington**  
 Leanne was appointed to the Board as an Independent Non-executive Director on 1 February 2023 following a long career with Tourism and Events Queensland including nine years as CEO.
- Chief Financial Officer – Mike Smith**  
 Mike was appointed CFO in May 2022. Michael was previously the CFO and CEO of Amplifon Australia. Prior to this Mike was the CFO at Adacel Technologies and a senior manager at PwC.
- Group Company Secretary – Sylvie Moser**  
 Sylvie joined Helloworld Travel in January 2021 as Company Secretary and was appointed Group Company Secretary in April 2022. Sylvie has several years' experience in CFO and company secretarial roles.

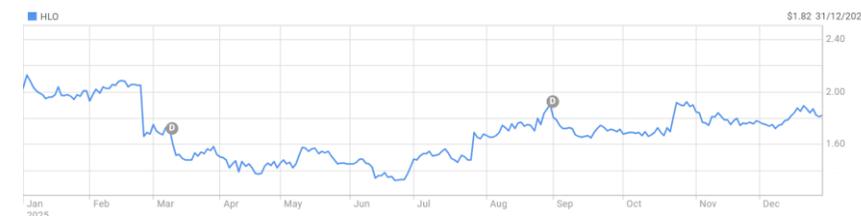
AT 31 DECEMBER 2025

**A\$1.825**  
Share price

**163.7 million**  
Shares on issue

**A\$298.7 million**  
Market capitalisation

**A\$67.7 million cash**  
**A\$35.0 million debt**



## SUBSTANTIAL SHAREHOLDERS AT 31 DECEMBER 2025

Burnes Group & Associates	39,541,832	24.2%
Spiros & Irene Alysandratos	24,556,724	15.0%
FIL Limited	14,475,534	8.9%
Total Top 10 (as at 31 Dec 2025)	93,576,563	57.2%
Total Top 10 (as at 31 Dec 2024)	93,762,408	57.6%

helloworld  
TRAVEL LIMITED



THANK YOU

