helloworld TRAVEL LIMITED

HELLOWORLD TRAVEL LIMITED RESULTS ANNOUNCEMENT

FOR THE YEAR ENDED 30 JUNE 2026

Melbourne, 26 August 2026

HELLOWORLD TRAVEL FULL YEAR FY26 RESULTS

Helloworld Travel Limited (ASX: HLO, 'Helloworld', 'Helloworld Travel', the 'Company' or the 'Group') has today released its audited financial results and annual report for the year ending 30 June 2026 (FY26) including Appendix 4E and an investor presentation.

FY26 RESULTS OVERVIEW

On an underlying and continuing operations basis:

- **Total Transactional Value (TTV) of $4.0 billion (up 4.1% pcp)**
- **Revenue of $208.5 million (up 8.1% pcp)**
- **Revenue margin improved to 5.1% (4.9% pcp)**
- **Underlying EBITDA of $60.2 million (up 8.4% pcp)**
- **Underlying EBITDA margin at 28.9% (28.8% pcp)**
- **Underlying profit after tax of $30.2 million (down 0.5% pcp)**
- **Final dividend of 5.0 cents per share, fully franked (payment date 16 September 2026)**

Andrew Burnes AO, CEO and Managing Director of Helloworld Travel Limited, said: "Helloworld delivered a strong performance in FY26, reflecting the resilience of our operations, the quality of our people and the ongoing demand and value of professional travel services.

FY26 was a year impacted by global complexities. The events of the Middle East unfavourably impacted the June quarter results, and consequently the full year results. In their absence, the financial performance would have been considerably stronger. We have delivered growth across key business metrics, including TTV, revenue and revenue margin; and despite the broader retail downturn being experienced across Australia and New Zealand, the financial year ahead looks favourable, with July 2026 TTV being the same as July 2025 and the EBITDA for the month up 8.8%.

This performance demonstrates the strength of our diversified business and our ability to adapt to changing market conditions. Despite ongoing geopolitical uncertainty, travellers continued to prioritise travel and to seek the expertise, reassurance and advocacy provided by professional travel advisors.

The Company enters FY27 with strong forward bookings, a healthy pipeline of new members and retail opportunities across Australia and New Zealand. We are confident in our ability to capitalise on future growth opportunities, supported by disciplined cost control and ongoing investment in the business. Helloworld remains focused on delivering sustainable profitable growth and long-term value for shareholders."

SUMMARY OF RESULTS

	UNDERLYING RESULT (1)			STATUTORY RESULT (1)		
$'million (unless otherwise stated)	**FY26**	**FY25**	**Change**	**FY26**	**FY25**	**Change**
Total Transaction Value (TTV) (billion) (2)	**3.958**	**3.800**	**4.1%**	**3.960**	**3.800**	**4.2%**
Revenue and income	**208.5**	**192.8**	**8.1%**	**208.9**	**192.8**	**8.3%**
Revenue margin (3)	***5.1%***	***4.9%***		***5.1%***	***4.9%***	
Expenses	(151.0)	(142.4)	6.0%	(161.1)	(143.0)	12.7%
Equity accounted profits	2.7	5.1	(47.0%)	2.7	5.1	(47.0%)
Fair value (loss)/gain on Webjet Group shares	-	-		(34.3)	5.0	
Fair value gain on the Group's existing 50% interest in MTA	-	-		20.3	-	
Fair value loss on consideration paid in a business combination	-	-		(6.3)	-	
EBITDA (4) (5)	**60.2**	**55.6**	**8.4%**	**30.1**	**60.0**	**(49.8%)**
EBITDA margin (6)	***28.9%***	***28.8%***		***14.4%***	***31.1%***	
Depreciation and amortisation	(17.7)	(13.7)	29.4%	(17.7)	(13.7)	(29.4%)
Finance expenses	(2.2)	(0.8)	189.5%	(2.2)	(0.8)	189.5%
Profit before income tax from continuing operations	40.3	41.1	(2.0%)	10.2	45.6	(77.6%)
Income tax expense	(10.1)	(10.7)	(6.3%)	(8.9)	(12.4)	(28.6%)
Profit after income tax from continuing operations	30.2	30.4	(0.5%)	1.3	33.2	(96.0%)
Loss after income tax from discontinued operations	(0.4)	(4.7)	(90.9%)	(0.4)	(4.7)	(90.9%)
Profit after income tax	29.8	25.7	16.0%	0.9	28.5	(96.8%)
Profit attributable to Helloworld Travel Limited shareholders	29.9	26.6	12.6%	1.0	29.4	(96.5%)

	UNDERLYING RESULT (1)			STATUTORY RESULT (1)		
Cents (unless otherwise stated)	**FY26**	**FY25**	**Change**	**FY26**	**FY25**	**Change**
Basic earnings/(loss) per share						
Continuing operations	18.5	18.7	(1.1%)	0.9	20.4	(95.6%)
Discontinued operations	(0.3)	(2.3)	(87.0%)	(0.3)	(2.3)	(87.0%)
Diluted earnings/(loss) per share						
Continuing operations	18.5	18.7	(1.1%)	0.9	20.4	(95.6%)
Discontinued operations	(0.3)	(2.3)	(87.0%)	(0.3)	(2.3)	(87.0%)
Interim dividend per share	5.0	8.0	(37.5%)	5.0	8.0	(37.5%)
Final dividend per share	5.0	6.0	(16.7%)	5.0	6.0	(16.7%)

(1) The Statutory Result represents the Group's reported profit or loss for the period as disclosed in the Consolidated income statement of the Consolidated Financial Statements. The Underlying Result represents the Statutory Result excluding the impact of significant items and is not subject to audit or review. Significant items are those gains or losses where their nature, including the expected frequency of the events giving rise to them, and impact is considered material to the financial statements.

(2) 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 agents for various airlines and other service providers, plus revenue from other sources. The Group's revenue is, therefore, derived from TTV. TTV does not represent the Group cash inflows as some transactions are settled directly between customer and supplier.

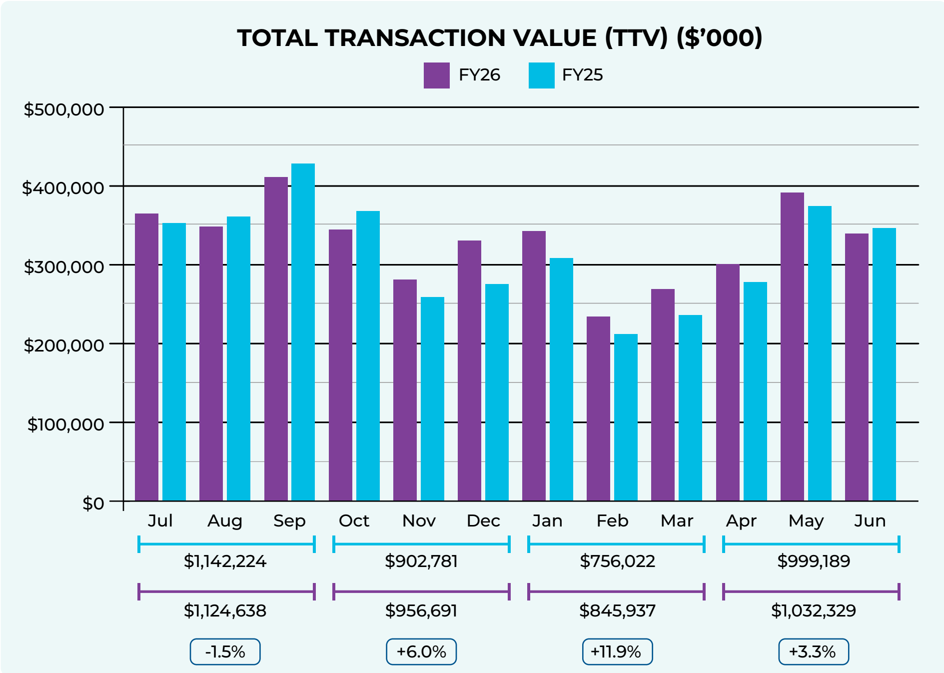
(3) Revenue margin is calculated as revenue from contracts with customers as a percentage of TTV. The calculation does not include interest income and other income.

(4) 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.

(5) The EBITDA underlying result (Underlying EBITDA) represents EBITDA excluding significant items. 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 operating segments and is not subject to audit or review. A reconciliation of Underlying EBITDA to profit before income tax expense is provided in note 2.3: *Segment information* of the Consolidated Financial Statements.

(6) EBITDA margin has been calculated as EBITDA as a percentage of total revenue and income.

TTV



Helloworld delivered solid growth in Total Transactional Value (TTV) in FY26 with TTV increasing to $4.0 billion during the year, demonstrating growth of 4.1% on prior year. This result reflects strength in travel demand that was negatively impacted by the Middle East crisis in the fourth quarter. Recent acquisitions contributed to TTV growth.

OVERVIEW

During FY26, Helloworld Travel continued to strengthen its portfolio through a series of strategic investments and acquisitions across Australia and New Zealand.

In 2016, HLO acquired a 50% interest in Mobile Travel Agents (MTA). In October 2025, the Group acquired the remaining 50% interest in the network, which today comprises 450 home-based advisors.

In New Zealand, the Group expanded its corporate travel footprint through the acquisition of Auckland based Gilpin Corporate Travel, during FY26.

The Group also acquired 40% of Brighton Travelworld and increased its ownership in Hunter Travel Group (HTG).

Helloworld's key financial results for the year ended 30 June 2026 (FY26) compared with the prior year ended 30 June 2025 (FY25) on a continuing operations basis are:

- Total Transaction Value (TTV) for the full year was $4.0 billion, compared to $3.8 billion in FY25; representing a 4.1% increase on the prior year. The year-on-year growth includes the positive part-year contribution from the FY26 acquisitions of MTA and Gilpin Corporate Travel and the full year contribution of the FY25 acquisition of Barlow Travel Group. Despite this, the FY26 result has been negatively impacted by the protracted Middle East conflict which saw international travel plans interrupted and booking volumes adversely impacted by the ongoing uncertainty.
- Underlying revenue and income in FY26 of $208.5 million, compared to $192.8 million in the prior year, up 8.1%. The revenue margin improved from 4.9% in the prior corresponding period (pcp) to 5.1% in the current year.
- The Group's share of profits of equity accounted investments for FY26 was $2.7 million, down $2.4 million on pcp. The reduction is due to Helloworld ceasing to equity account for its investment in MTA from 20 October 2025, and from that date, consolidating 100% of MTA's results.
- During the year, the Group recognised a fair value loss through profit and loss of $34.3 million from the revaluation of Helloworld's holding of Webjet Group Limited shares (2025: gain of $5.0 million).
- In FY26, Helloworld recognised a fair value gain of $20.3 million through profit and loss upon remeasurement to fair value of the Group's initial 50% interest in MTA.
- Following the acquisition of Gilpin Corporate Travel during FY26, a fair value loss on consideration paid in a business combination of $6.3 million was booked as a result of the purchase price not reflecting fair value.
- Depreciation and amortisation increased by $4.0 million to $17.7 million in FY26. The increase is primarily due to the amortisation of identifiable intangible assets attributable to the MTA and Barlow Travel Group acquisitions.
- Finance expenses for the year were $2.2 million, compared to $0.8 million in the pcp. The increase reflects the interest paid on the Group's debt facility that was drawn down during FY26 to fund acquisitions.

OVERVIEW CONTINUED

- Underlying EBITDA for FY26 was $60.2 million, compared to $55.6 million in the prior year. The underlying EBITDA margin for the year was 28.9%, compared to 28.8% in the prior year.
- Statutory profit before income tax for the year was $10.2 million, down 77.6% on FY25. However, underlying profit before income tax was $40.3 million compared to $41.1 million in FY25. Statutory profit after income tax for the year was $1.3 million, down 96.0% on FY25. Underlying profit after income tax was $30.2 million compared to $30.4 million in the prior year.
- Basic earnings per share for FY26 was 0.9 cents on a statutory basis, compared to 20.4 cents in FY25. On an underlying basis, basic earnings per share in the current and prior year were 18.5 cents and 18.7 cents respectively.

BUSINESS HIGHLIGHTS

Retail Networks

- The Helloworld network continued to strengthen during FY26, attracting new agencies and members across Australia and New Zealand.
- Helloworld Travel awarded the *Most Outstanding Travel Agency Group* at the 2025 National Travel Industry Awards (NTIA) and is again a Finalist for 2026 (to be announced in October 2026).
- The Helloworld Travel Academy remained an important talent pipeline in FY26, training more than 145 new advisors and attracting almost 6,700 attendances across masterclasses and webinars. The Academy was recognised as a Finalist for *Most Outstanding Travel Industry Training Program* at the 2026 National Travel Industry Awards.

Wholesale

- In FY26, the Helloworld Wholesale division achieved TTV growth of 15.6% in Australia and 4.7% in New Zealand vs year prior, demonstrating strength in light of the global challenges in the latter half of the year.
- HLO's Wholesale hotel booking platform, ReadyRooms, continues to grow with 49.5% growth year-on-year in Australia and New Zealand.
- VIVA Holidays is a Finalist for the *Most Outstanding Wholesaler* in 2026 at the National Travel Industry Awards.

Cruise

- Wholesale cruise sales continue to grow, up 12.3% in FY26 across our dedicated cruise brands.
- Cruiseco launched dynamic cruise packaging, delivering value led complete cruise holidays with a focus on short to medium haul destinations.
- Cruiseco was awarded *Most Outstanding Wholesaler* in 2025 at the National Travel Industry Awards and is a Finalist again for 2026.

Inbound

- During FY26, the division facilitated travel for more than 65,000 international visitors, predominantly leisure travellers.
- Growth in business from the UK (26%) and Germany (30%) as well as increases from other existing and new markets.
- With clients in 30 countries, Inbound brands work closely with over 300 agent partners globally and approximately 4,000 supplier partners in the region.

Air Consolidation

- Air Tickets is a Finalist for the *Most Outstanding Travel Support Service* at the 2026 National Travel Industry Awards.
- Launched enhanced refund automation in FY26, significantly reducing turnaround times for agents and customers during the Middle East disruption.

Marketing activity

- In Australia and New Zealand, over 210 retail campaigns were delivered during the year, leveraging a diverse mix of media channels including television, radio, digital, print and outdoor advertising.
- Announced in March 2026, Helloworld will be the inaugural naming rights sponsor for a new stadium in Penrith NSW. The Helloworld Stadium will hold 25,000 - 30,000 people for sports and events and open in early 2027.

OVERVIEW CONTINUED

Technology

- Launched Resworld Next Generation in FY26, the next evolution of Helloworld Travel's flagship mid-office platform. Designed in consultation with network members, the platform brings key agency functions together in a single integrated environment, improving efficiency and productivity.
- Fully rolled out Data Vantage in FY26, building on the foundations of Data Check to provide deeper business intelligence and performance analytics. The platform equips agency owners and managers with actionable data-driven insights to support planning, decision-making and growth.

My Way Travel & Events

- During FY26, new partnerships with major event owners and venues contributed to growth, with AFL Grand Final travel packages, and Marvel and Accor Stadium concert experiences, among the strongest performers.
- MyWay Travel & Events also expanded its sports travel offering through a new partnership with Collingwood Football Club.

LIQUIDITY AND FUNDING

- As at 30 June 2026, the Group held total cash of $84.8 million compared with $79.4 million at 30 June 2025. This includes $33.0 million of restricted cash under the International Air Transport Association (IATA) requirements (2025: $18.5m).
- The Company held 78,250,205 shares in Webjet Group Limited (WJL) shares valued at $32.1 million at 30 June 2026 which equates to 20.29% of the ordinary shares of WJL.
- The Group's external bank debt at 30 June 2026 is $35.0 million.

DIVIDEND

- On 26 August 2026, Helloworld Board declared a final dividend of 5.0 cents per share, fully franked, with a payment date of 16 September 2026. This brings the total dividends declared for FY26 to 10.0 cents per share, a yield of 7.0% on the HLO closing share price at 30 June 2026 of $1.42.

OUTLOOK

- Strong forward bookings entering FY27 support confidence in the Company's growth outlook and provide a solid foundation for continued momentum across the business.
- A healthy pipeline of new member recruitment and retail expansion opportunities across Australia and New Zealand is expected to support continued network growth in FY27.
- Helloworld remains well positioned to capture demand following an easing of geopolitical tensions, with previous experience indicating a recovery in leisure travel demand within 60 to 90 days of market stabilisation.
- The complexity of travel, especially for Australian and New Zealand travellers travelling internationally, continues to reinforce the value of professional travel advisors, with customers seeking expert guidance, reassurance and advocacy throughout their journey.
- Travel demand has remained strong despite ongoing geopolitical uncertainty, reflecting the enduring trust placed on travel expertise by Helloworld's core customer base.
- Ongoing demand for travel and trusted professional advice provides a strong base for continued TTV growth, profitable operations and disciplined cost control.
- A diversified business model, combined with ongoing demand for professional travel advice, supports continued TTV growth, profitable operations and disciplined cost control.
- We anticipate providing guidance prior to the HLO Annual General Meeting (October 2026).

This announcement has been approved by the Board.

-ends-

About Helloworld Travel Limited

Helloworld Travel Limited (ASX: HLO) is a leading Australian and New Zealand travel distribution company, comprising retail leisure travel and business travel networks, travel broker networks, destination management services (inbound), air ticket consolidation, tourism transport operations, wholesale travel services, including event packaging and online operations, all supported by world class proprietary and non-proprietary distribution systems.

Helloworld businesses have over 900 personnel located in Australia, New Zealand, Fiji and Greece, and approximately 2,600 members of its travel agency and broker networks in Australia and New Zealand.

Helloworld Travel is a proud sponsor of the School of St Jude in Tanzania, Ollie's Echo, Raptor Rescue, The Danii Foundation, and My Room Children's Cancer Charity.

CONTACT

Mike Smith
Chief Financial Officer
Helloworld Travel Limited
+61 3 9867 9600
mike.smith@helloworld.com.au