INVESTOR PRESENTATION

# FY26

26 AUGUST 2026

helloworld TRAVEL LIMITED

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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**:*

- *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.*
- *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.*
- *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.*
- *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.*
- *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.*
- *EBITDA margin has been calculated as EBITDA as a percentage of total revenue and income.*

*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
- Outlook
- Questions

## Additional Information

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

# PRESENTERS

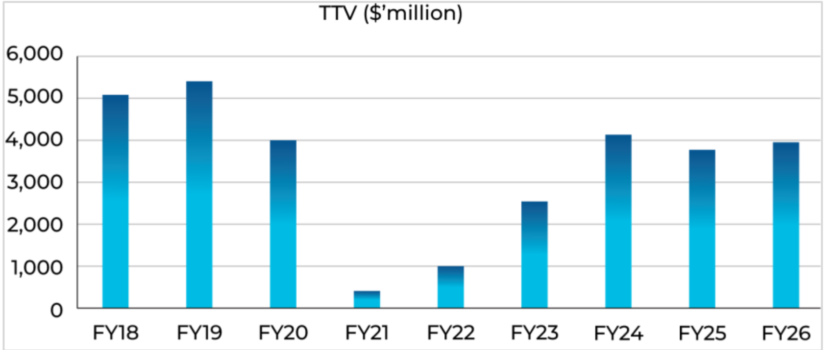
**ANDREW BURNES AO**
Chief Executive Officer & Managing Director

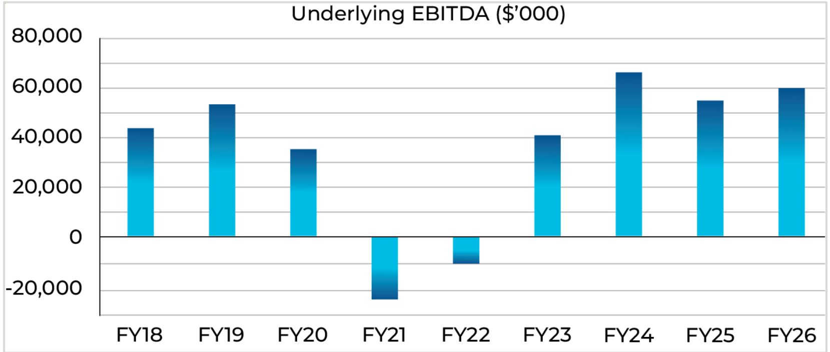
**CINZIA BURNES**
Chief Operating Officer & Executive Director

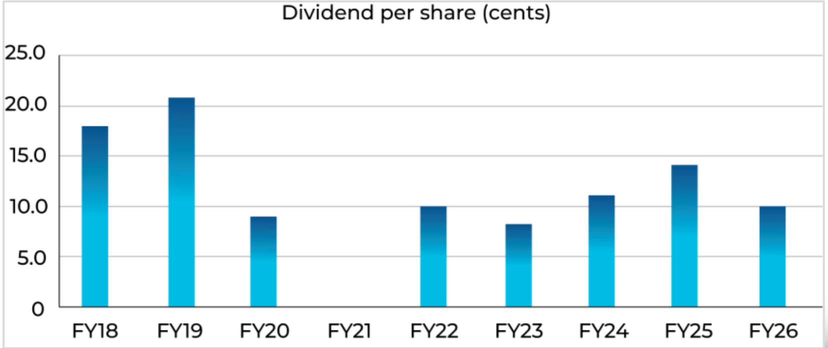
**MIKE SMITH**
Chief Financial Officer

# INVESTMENT FUNDAMENTALS

- Underlying EBITDA of $60.2 million, up 8.4% on pcp, with margin improving to 28.9% (FY25: 28.8%).
- TTV of $4.0 billion, up 4.1% on pcp, impacted by Middle East conflict.
- Revenue margin of 5.1%; up from 4.9% on FY25.
- Multiple acquisitions and investments undertaken during FY26 backed by a long history of successful integrations.
- Investment in Webjet Group currently at 20.29%,with options being assessed and business performance being monitored.
- Largest independent network of travel agents and brokers across Australia and New Zealand with approx. 2,600 agencies and brokers and 10,000+ travel professionals.
- Despite ongoing geopolitical uncertainty, travellers continued to prioritise travel and seek the expertise, reassurance and advocacy provided by professional travel advisors.




# KEY FINANCIAL METRICS – UNDERLYING RESULTS

**TOTAL TRANSACTION VALUE**
**$4.0**
**BILLION**
↑ up 4.1% vs pcp

**UNDERLYING EBITDA**
**$60.2**
**MILLION**
↑ up 8.4% vs pcp

**REVENUE**
**$208.5**
**MILLION**
↑ up 8.1% vs pcp

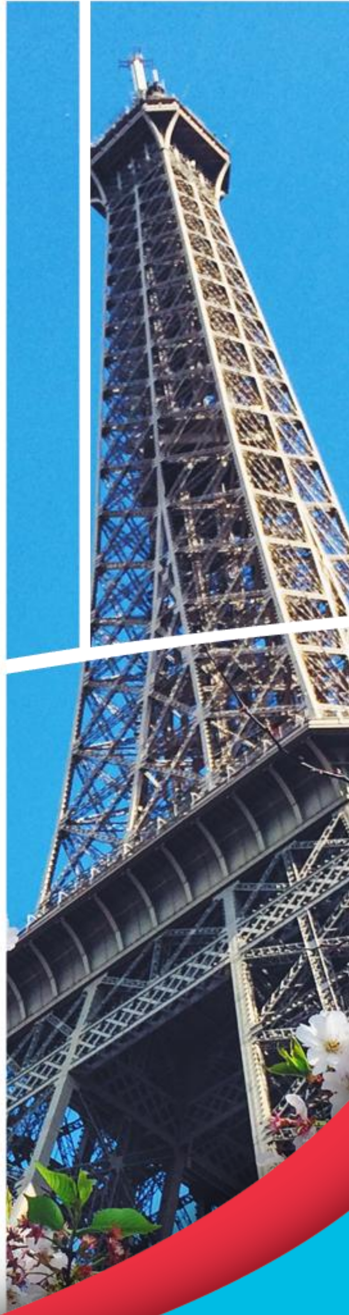
**REVENUE MARGIN**
**5.1**
**PERCENT**
↑ vs pcp (4.9%)

**EBITDA MARGIN**
**28.9**
**PERCENT**
↑ vs pcp (28.8%)

**PROFIT AFTER TAX**
**$30.2**
**MILLION**
↓ down 0.5% vs pcp

**EARNINGS PER SHARE**
**18.5**
**CENTS**
↓ down 1.1% vs pcp

**FINAL DIVIDEND PER SHARE**
**5.0**
**CENTS (FULLY FRANKED)**
↓ vs pcp (6.0¢)



# 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 demographics.
- 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).

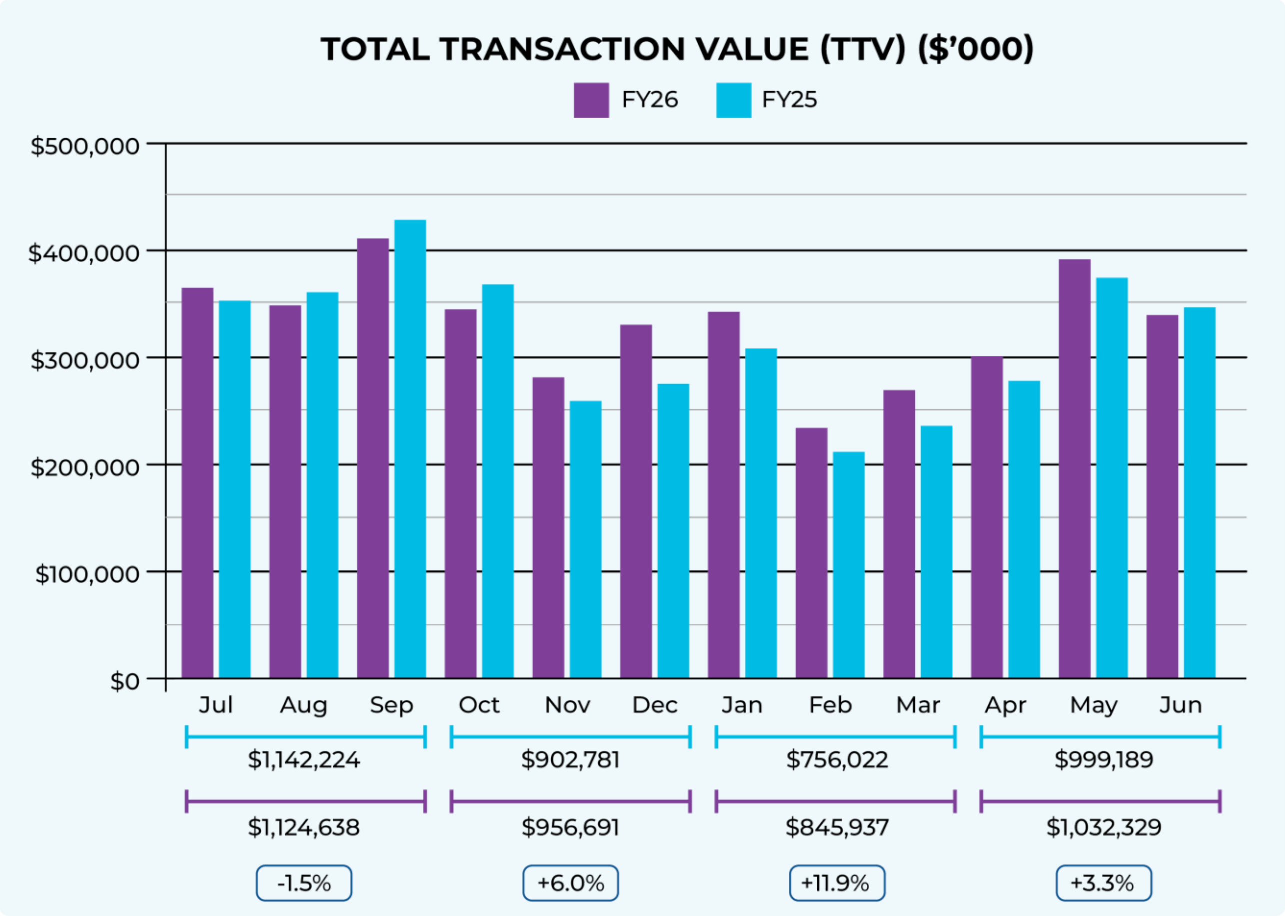
# QUESTIONS?

# ADDITIONAL INFORMATION

- TTV
- Results
- Cash Flow
- Balance Sheet
- Business Segment Overview
- Brands & Company Background

# 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.




# RESULTS

| $'000 (unless otherwise stated) | Underlying | | | Statutory | | |
|---|---|---|---|---|---|---|
| | FY26 | FY25 | Change | FY26 | FY25 | Change |
| **Total Transaction Value (TTV) (million)** | **3,957.7** | **3,800.2** | **4.1%** | **3,959.6** | **3,800.2** | **4.2%** |
| **Total revenue and income** | **208,456** | **192,815** | **8.1%** | **208,887** | **192,815** | **8.3%** |
| ***Revenue margin*** | ***5.1%*** | ***4.9%*** | | ***5.1%*** | ***4.9%*** | |
| Expenses | (150,979) | (142,406) | 6.0% | (161,140) | (142,988) | 12.7% |
| Equity accounted profits | 2,730 | 5,149 | (47.0%) | 2,730 | 5,149 | (47.0%) |
| Fair value (loss)/gain on equity instruments at fair value through profit or loss (Webjet) | - | - | | (34,335) | 5,048 | |
| Fair value gain on the Group's initial 50% interest in MTA | - | - | | 20,277 | - | |
| Fair value loss on consideration paid in a business combination (Gilpin) | - | - | | (6,293) | - | |
| **EBITDA** | **60,207** | **55,558** | **8.4%** | **30,126** | **60,024** | **(49.8%)** |
| ***EBITDA margin*** | ***28.9%*** | ***28.8%*** | | ***14.4%*** | ***31.1%*** | |
| Depreciation and amortisation | (17,728) | (13,704) | 29.4% | (17,728) | (13,704) | 29.4% |
| Finance expenses | (2,200) | (760) | 189.5% | (2,200) | (760) | 189.5% |
| Profit before income tax from continuing operations | 40,279 | 41,094 | (2.0%) | 10,198 | 45,560 | (77.6%) |
| Income tax expense | (10,064) | (10,737) | (6.3%) | (8,855) | (12,398) | (28.6%) |
| *Effective tax rate* | *25.0%* | *26.1%* | | *86.8%* | *27.2%* | |
| Profit after income tax from continuing operations | 30,215 | 30,357 | (0.5%) | 1,343 | 33,162 | (96.0%) |
| Total loss after tax from discontinued operations | (426) | (4,679) | (90.9%) | (426) | (4,679) | (90.9%) |
| Profit after tax for the year | 29,789 | 25,678 | 16.0% | 917 | 28,483 | (96.8%) |
| Profit attributable to the owners of Helloworld Travel Limited | 29,906 | 26,552 | 12.6% | 1,034 | 29,357 | (96.5%) |

**KEY OBSERVATIONS**

- See next slide

# RESULTS

## KEY OBSERVATIONS

- Underlying EBITDA for FY26 of $60.2m, up $4.6m or 8.4% on pcp. Underlying EBITDA to revenue margin improvement to 28.9% (28.8% pcp).
- Underlying profit after income tax was $30.2m compared to $30.4m in the prior year.
- TTV growth of 4.1% on pcp reflecting positive part-year contributions from Mobile Travel Agents (MTA) and Gilpin Corporate Travel (GCT) and the full year contribution of Barlow Travel Group (BTG). 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.
- Underlying revenue and income in FY26 of $208.5m was up on the prior year by $15.6m or 8.1%. The revenue margin improved from 4.9% in the prior corresponding period (pcp) to 5.1% in the current year.
- Other income grew year-on-year due to dividends received from Webjet Group; however, this was offset by a reduction in interest income.
- Year-on-year increase in underlying expenses of 6.0% reflects the impact of recent acquisitions.
- Lower equity accounted profits due to ceasing to equity account for MTA from 20 October 2025, and from that date, consolidating 100% of MTA's results.
- Fair value gain of $20.3m through profit and loss upon remeasurement to fair value of the Group's initial 50% interest in MTA. HLO acquired the initial 50% interest of MTA in 2016.
- Fair value loss through profit and loss of $34.3m from the revaluation of Helloworld's holding of Webjet Group Limited shares. The 30 June 2026 closing share price was 41 cents.
- Following the acquisition of GCT during FY26, a fair value loss on consideration paid in a business combination of $6.3m was booked as a result of the purchase price not reflecting fair value.
- Depreciation and amortisation increase on pcp due to amortisation of intangibles arising on MTA and BTG acquisitions.
- Finance expenses increase related to drawdown of Citibank facility to fund acquisitions in FY26.

# CASH FLOW

| | FY26 $'000 | FY25 $'000 |
|---|---|---|
| Receipts from customers | 2,703,717 | 2,488,655 |
| Payments to suppliers and employees | (2,658,392) | (2,483,885) |
| Interest received | 3,158 | 5,799 |
| Interest paid | (1,642) | (712) |
| Net income tax paid | (23,587) | (22,349) |
| **Net operating cash flows from continuing operations** | **23,254** | **(12,492)** |
| | | |
| Transfers from/(to) term deposits | 13,760 | (13,747) |
| Payments of intangibles | (3,412) | (3,877) |
| Payments of property, plant and equipment | (549) | (639) |
| Payments for investments | (58,022) | (60,117) |
| Proceeds from sale of CTM shares | 2,254 | 18,376 |
| Proceeds from disposal of property, plant and equipment | - | 10 |
| Dividends received | 5,958 | 5,045 |
| **Net investing cash flows from continuing operations** | **(40,011)** | **(54,949)** |
| | | |
| Proceeds from borrowings | 35,000 | - |
| Dividends paid | (17,874) | (22,544) |
| Payment of principal elements of leases | (5,187) | (4,911) |
| **Net financing cash flows from continuing operations** | **11,939** | **(27,455)** |
| | | |
| **Net decrease in cash and cash equivalents from continuing operations** | **(4,818)** | **(94,896)** |
| | | |
| Net decrease in cash and cash equivalents from discontinued operations | (105) | (4,009) |
| | | |
| **Net decrease in cash and cash equivalents** | **(4,923)** | **(98,905)** |

## KEY OBSERVATIONS

- Net operating cash flows reflect:
  - FY25 was impacted by an additional BSP payment.
  - Lower interest received in FY26 offset by dividends received from Webjet Group Limited (WJL).
- Investments in FY26 comprised – WJL ($12.9m), Gilpin Corporate Travel ($7.5m), Mobile Travel Agents ($35.9m), Brighton Travelworld ($1.3m), and Tin Alley ($0.5m).
- The Group divested its remaining holding in Corporate Travel Management (CTM) during July 2025.
- During the year, the $35.0m drawdown on the Citibank debt facility was to fund acquisitions.

# BALANCE SHEET

| | 30 June 2026 $'000 | 30 June 2025 $'000 |
|---|---|---|
| Cash and cash equivalents and cash deposits | 84,799 | 79,405 |
| Trade and other receivables | 61,762 | 63,545 |
| Accrued revenue | 33,130 | 33,414 |
| Other investments | 32,083 | 55,608 |
| Other current assets | 11,440 | 13,086 |
| Income tax receivable | 2,093 | - |
| Assets held for sale | - | 6,942 |
| **Total current assets** | **225,307** | **252,000** |
| Trade and other receivables | 5,347 | 6,236 |
| PPE and ROU assets | 10,288 | 12,818 |
| Equity accounted investments | 17,276 | 28,761 |
| Other investments | 2,635 | 2,856 |
| Intangibles | 336,095 | 266,494 |
| Deferred tax assets | 33 | 284 |
| **Total non-current assets** | **371,674** | **317,449** |
| Trade and other payables | 185,379 | 165,092 |
| Lease liabilities | 5,031 | 4,927 |
| Provisions | 11,111 | 9,991 |
| Deferred revenue | 11,571 | 11,555 |
| Income tax payable | - | 10,879 |
| Other current liabilities | 356 | 1,201 |
| Liabilities associated with assets held for sale | - | 5,644 |
| **Total current liabilities** | **213,448** | **209,289** |
| Lease liabilities | 4,200 | 5,897 |
| Borrowings | 35,000 | - |
| Deferred tax liabilities | 24,068 | 11,289 |
| Provisions | 1,173 | 1,234 |
| Deferred revenue | 407 | 596 |
| Other non-current liabilities | 120 | 135 |
| **Total non-current liabilities** | **64,968** | **19,151** |
| **Net assets** | **318,565** | **341,009** |

## KEY OUTCOMES

- Cash balance reflects the impact of further investments in Webjet Group Limited (WJL) ($12.9m cash outflow), and the acquisitions of Mobile Travel Agents (MTA) and Gilpin Corporate Travel (GCT) ($8.4m cash outflow). FY25 was impacted by an additional BSP payment.
- Other current investments at 30 June 2026 comprises the Group's investment in WJL. During FY26, the group divested 100% of its remaining holding in Corporate Travel Management.
- The decrease in equity accounted investments reflects the cessation of equity accounting of MTA upon the Group acquiring the remaining 50% in October 2025 (100% consolidated from thereon); offset by investments in Brighton Travelworld (40%) and the commencement of equity accounting for Hunter Travel Group (16%).
- Intangible assets increased due to the MTA and GCT acquisitions.
- Trade and other payables movement due to timing of BSP payments and FY26 acquisitions.
- During the year, the $35.0m drawdown on the Citibank debt facility was to fund acquisitions.

# BUSINESS SEGMENT OVERVIEW

- Retail
- Wholesale
- Inbound
- Air Consolidation
- Technology & Innovation
- My Way Travel & Events
- Global Operations

# RETAIL

Helloworld Travel is the largest network of independent travel professionals across Australia and New Zealand, with 10,000+ agents and brokers delivering expert advice and personalised service. The network comprises approximately 2,600 members, including branded and member franchise agencies, buying groups and broker networks.


**FY26**

- The Helloworld network continued to strengthen during FY26, attracting new agencies and members across Australia and New Zealand.
- Helloworld Travel was awarded the highly contested *Most Outstanding Travel Agency Group* at the 2025 National Travel Industry Awards (NTIA) and is again a Finalist for 2026 (winners to be announced in October 2026).
- In New Zealand, Helloworld Travel secured the 2026 Canstar Blue *Most Satisfied Customers Award* for Travel Agents, achieving the maximum five-star rating across all evaluated performance metrics.

**Retail Marketing Activity**

- In Australia and New Zealand, 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 the new stadium in Penrith NSW. The Helloworld Stadium will hold 25,000 - 30,000 people for sports and events and open in early 2027.


**Helloworld Travel Academy**

- 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 has been recognised as a Finalist for *Most Outstanding Travel Industry Training Program* at the 2026 National Travel Industry Awards.

# WHOLESALE


Helloworld Travel's Wholesale division is a key contributor to the Group's travel distribution operations across Australia and New Zealand. Through its scale, purchasing power and long-established supplier relationships, the division secures competitive commercial arrangements and provides travel advisors with access to a broad range of travel products and services. The division operates a diversified portfolio of wholesale brands in Australia and New Zealand serving leisure, touring, cruising, accommodation and specialist travel segments and is supported by an extensive brochure program that remains an important sales and planning tool for travel advisors.

**Brands**

- In Australia, wholesale operations include VIVA Holidays, Ultimate Journeys by VIVA Holidays, VIVA Gold as well as wholesale cruise brands, providing a broad range of leisure, premium and luxury travel products across land and sea.
- In New Zealand, GO Holidays and Williment Travel offer a comprehensive range of leisure, sports and events travel experiences, supported by deep destination expertise and longstanding industry partnerships.

**FY26**

- In FY26, the Helloworld Wholesale division achieved TTV growth of 15.6% in Australia and 5% in New Zealand vs year prior, demonstrating strength in light of the global challenges in the latter half of the year.
- VIVA Holidays is a Finalist for the *Most Outstanding Wholesaler* in 2026 at the National Travel Industry Awards, having won this Award in 2023 and 2024.


**Wholesale Marketing Activity**

- Wholesale marketing activity supports brand awareness, product adoption and sales growth through targeted campaigns.
- Trade marketing initiatives keep advisors informed of new products, destinations and promotions, reinforcing engagement across the retail travel network and wider industry.

# WHOLESALE CRUISE

Cruise is an important component of the Helloworld Wholesale division, providing travel advisors with access to a broad range of cruise products, exclusive offers and specialist expertise through brands Cruiseco, Creative Cruising and Signature by Cruiseco in Australia and GO Cruise in New Zealand. Supported by strong relationships with more than 70 global cruise partners, the division combines industry knowledge, innovative packaging and digital booking solutions to meet growing demand.

**FY26**

- 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 awarded *Most Outstanding Wholesaler* in 2025 at the National Travel Industry Awards and is a Finalist again for 2026.

# READYROOMS

ReadyRooms is Helloworld Travel's proprietary wholesale accommodation platform, providing agents with access to extensive global travel content through a single booking solution. Developed and managed by Helloworld's in-house technology team, the platform continues to evolve in response to agent feedback and changing market requirements, supporting greater efficiency and booking flexibility across the network.

**FY26**

- Achieved almost 50% growth in TTV across Australia and New Zealand compared with FY25.
- Expanded access to global travel content, including more than 210,000 hotels and 350,000 activities worldwide.
- Delivered ongoing platform enhancements, improving content availability, search speed and the overall booking experience for agents.

# INBOUND

Inbound remains an important contributor to the Group, connecting international visitors with Australian, New Zealand and Fiji tourism experiences. The division plays a key role in supporting tourism operators and delivering high-quality destination management services to global distribution partners.

**FY26**

- Facilitated travel for more than 65,000 international visitors during FY26.
- 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

Helloworld’s Air Consolidation division, comprising Air Tickets and Express Tickets, combines industry-leading ticketing expertise with a sophisticated suite of proprietary technology solutions. Supporting travel agencies, tour operators and online travel businesses across Australia, New Zealand and international markets, the division delivers efficient access to global airline content, ticketing, servicing and post-ticketing support.


**FY26**

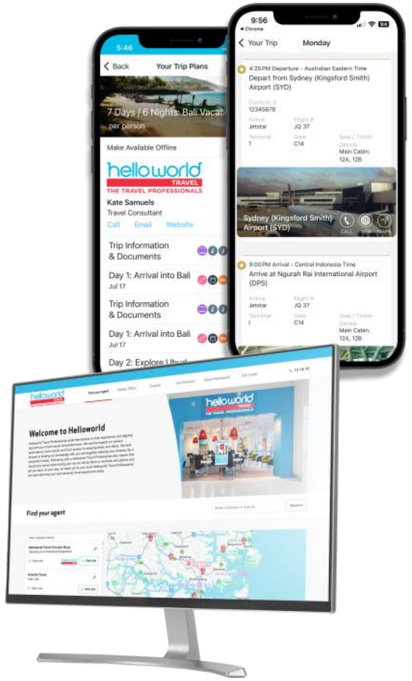
- Air Tickets is a Finalist for the *Most Outstanding Travel Support Service* at the 2026 National Travel Industry Awards.
- Launched enhanced refund automation in FY26, significantly reducing turnaround times for agents and customers during the Middle East disruption.
- 154 global airline partners.
- 98% of all tickets issued by automated systems.
- 6,800 active users globally.

# TECHNOLOGY & INNOVATION

Helloworld Travel continues to invest in industry-leading proprietary technology designed to support productivity, efficiency and growth across its networks and divisions. During FY26, the Group expanded and enhanced its suite of proprietary solutions, further strengthening the advanced technology tools available to the Helloworld networks. This ongoing investment and commitment to continuous improvement reinforces Helloworld's position as a leader in travel technology and network support.

**FY26**

- Launched Resworld Next Generation, 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, 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.
- Continued investment in digital tools and system enhancements to support advisor productivity and customer outcomes including a dedicated Helloworld Trips App and customer facing websites.




# MY WAY TRAVEL & EVENTS

My Way Travel & Events (MWTE) is Helloworld’s specialist event travel business, delivering integrated travel and event solutions for major sporting, music, entertainment and lifestyle events. Through both Helloworld's retail network and direct-to-consumer channels, MWTE combines tickets, accommodation, transport, hospitality and curated experiences into seamless travel packages.

**FY26**

- Strengthened partnerships with major sporting, entertainment and venue organisations across Australia.
- Delivered strong demand for AFL Grand Final travel packages and concert experiences at Marvel and Accor Stadiums.
- Expanded its sports travel offering through a new partnership with Collingwood Football Club, supporting continued growth.

# INTERNATIONAL OPERATIONS

**Australia**

- Australia is Helloworld Travel's largest market and the centre of the Group's corporate operations. Headquartered in Melbourne, with offices in Sydney, Brisbane and Perth, the business supports retail, wholesale, inbound tourism, air ticketing and destination management activities.
- Supported by more than 420 employees nationwide, the Australian operations provide the expertise, infrastructure and shared services that underpin the Group's performance and growth.

**New Zealand**

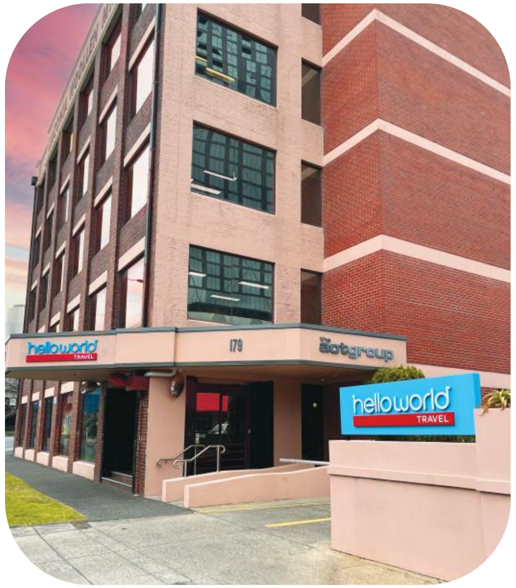
- New Zealand operations span retail, wholesale, corporate travel, sports and event travel, supported by experienced local leadership and a nationwide network of agencies and brokers.
- During FY26, the business expanded its retail network and strengthened its corporate travel presence through the acquisition of Gilpin Corporate Travel. This diversified operation positions the Group to capture opportunities across leisure, corporate and specialist travel markets throughout New Zealand.

**Fiji**

- Helloworld's Fiji operations encompass inbound tourism, transport services and shared services functions.
- Supported by established infrastructure and experienced local teams, the business plays an important role in delivering destination services and operational support across the Group.

**Athens**

- Helloworld's Athens-based technology division supports the Group's ongoing investment in innovation, platform development and operational efficiency.
- The team delivers software development, system integration and technology support across a range of core business platforms, helping enhance functionality, connectivity and scalability across the Group's operations.




# BRANDS & COMPANY BACKGROUND

# BRANDS & BUSINESSES

## RETAIL

**helloworld TRAVEL – THE TRAVEL PROFESSIONALS**
Travel agencies in Australia and New Zealand who adopt full branding on their agencies and collateral material, including the tagline 'The Travel Professionals'.

**a member of helloworld TRAVEL**
Travel agencies who carry the 'A member of Helloworld Travel' brand and value proposition while maintaining their own brand presence in market.

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

**Magellan Travel**
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.

**Express Travel 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.

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

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

**italktravel & cruise**
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.

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

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

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

**first Travel Group**
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**
Independently owned and operated travel businesses in Australia. A partnership model allows members to tailor a business based on their needs.

**Barlow Travel Group**
A leading corporate and event travel provider based in Wellington, trading as BCD Travel in New Zealand.

**Gilpin Travel**
With over 30 years' experience in corporate and group travel, specialising in delivering comprehensively tailored travel management programs.

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

## AIR CONSOLIDATION

**air tickets**
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**
Express Tickets is a service focused consolidation division backed by an advanced fares and 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.

## WHOLESALE

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

**Ultimate Journeys by VIVA Holidays**
A new brand for discerning clients focusing on high-end, small group touring in Australia and international destinations.

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

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

**ReadyRooms**
Helloworld'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.

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

**Creative Cruising**
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.

**cruiseco – the cruise specialists**
A specialist cruise package wholesaler providing access to cruise products, creating exclusive fly/cruise products and specialised charters.

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

## TECHNOLOGY

**RESWORLD – Powered by helloworld**
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**
Helloworld's wholesale hotel booking platform, ReadyRooms, offers travel agents the ability to search, compare and book an extensive range of worldwide accommodation and activities online.

**Mango | GO net**
Mango in Australia and GONet in New Zealand are B2B booking platforms used by travel agents to search and book accommodation, transfers, car hire and tours. Used across wholesale and inbound brands, they are managed and operated in-house, with underlying Tourplan technology.

**smart tickets – Powered by Ticketing Wizard**
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.

**smart fares – Search it · Book it · Ticket**
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.

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

**smart NDC – New Distribution Capabilites**
SmartNDC is integrated with IATA's 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.t.s. Pacific**
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.

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

**eta – experience tours australia**
Proudly operating since 1988, Experience Tours Australia (ETA) is a leading Inbound tour Operator and specialist in travel from Asia to Australia, New Zealand and the South Pacific.

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

**aotNZ**
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.

## TOUR OPERATING

**TTF – Tourist Transport Fiji**
Tourist Transport Fiji (TTF) is Fiji's premier transport operator and ground handler, operating a fleet of over 40 vehicles providing transfer services throughout Fiji. Conveniently located at Nadi International Airport with sightseeing tours and adventure packages under the Great Sights and FeeJee Experience brands.

## EVENTS

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

## ATHENS OFFICE

**helloworld TRAVEL – ATHENS • GREECE**
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.

# RETAIL NETWORKS

- The largest independent network of travel professionals in Australia and New Zealand.
- Helloworld retail agency and brokers networks comprise 10,000+ travel professionals delivering expert advice and service.
- Total network numbers of approx. 2,600 across Australia and New Zealand including 630+ franchisees, 1,030+ agencies in our buying groups and 890+ members of our broker business networks.

**BRANDED NETWORK**

**ASSOCIATE NETWORK**

**MAGELLAN TRAVEL GROUP**

**CORPORATE NETWORK**

**INDEPENDENT NETWORK**

**AUSTRALIAN TRAVEL BROKER NETWORK**

**ETG RETAIL NETWORKS**

**NEW ZEALAND NETWORKS**

# 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 – 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. Leanne retired from the Board effective 5 August 2026.
- **Non-Executive Director – Peter Costello AC**
  Peter was appointed to the Board as an Independent Non-executive Director on 1 June 2026. Peter was the Treasurer of the Commonwealth of Australia for 11 years from 1996 to 2007.
- **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.

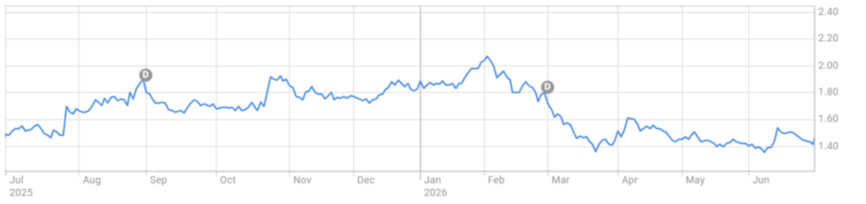
### AT 30 JUNE 2026

**A$1.415**
Share price

**163.7 million**
Shares on issue

**A$231.6 million**
Market capitalisation

**A$84.8 million** cash
**A$35.0 million** debt




### SUBSTANTIAL SHAREHOLDERS AT 31 JULY 2026

| | | |
|---|---|---|
| Burnes Group & Associates | 39,541,832 | 24.2% |
| Alysandratos Group | 24,556,724 | 15.0% |
| FIL Limited | 15,075,492 | 9.2% |
| Total Top 10 (as at 31 July 2026) | 90,248,298 | 55.1% |
| Total Top 10 (as at 30 July 2025) | 90,969,724 | 55.7% |

# THANK YOU