

**WebBeds**

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# WebBeds

Webjet Limited is a global travel business that enables travel the world over through our **market-leading travel brands** supported by our **travel technology businesses.**

## The Webjet Limited Group.

Webjet Limited is an ASX200 company listed on the Australian Stock Exchange (ASX: WEB).

### Travel Brands

Our digital travel businesses, spanning both wholesale and retail markets, **sell travel all over the world.**

#### WebBeds

One of the world's leading distributors of accommodation to the travel industry

Visit: [www.webbeds.com](http://www.webbeds.com)



The #1 online travel agent (OTA) in Australia and New Zealand

Visit: [www.webjet.com.au](http://www.webjet.com.au)

#### GoSee

A global motorhome and car rental ecommerce site

Visit: [www.goseetravel.com](http://www.goseetravel.com)

### Travel Technology

Supported by **smart technology we build and invest in** that differentiates our offerings and make booking and transacting travel better.

#### tripninja

Provides complex travel itinerary automation technology

Visit: [www.tripninja.io](http://www.tripninja.io)

### Investments

#### LOCKTrip

Blockchain-Based Consumer Travel Marketplace

Visit: [www.locktrip.com](http://www.locktrip.com)

#### ROOMDEX

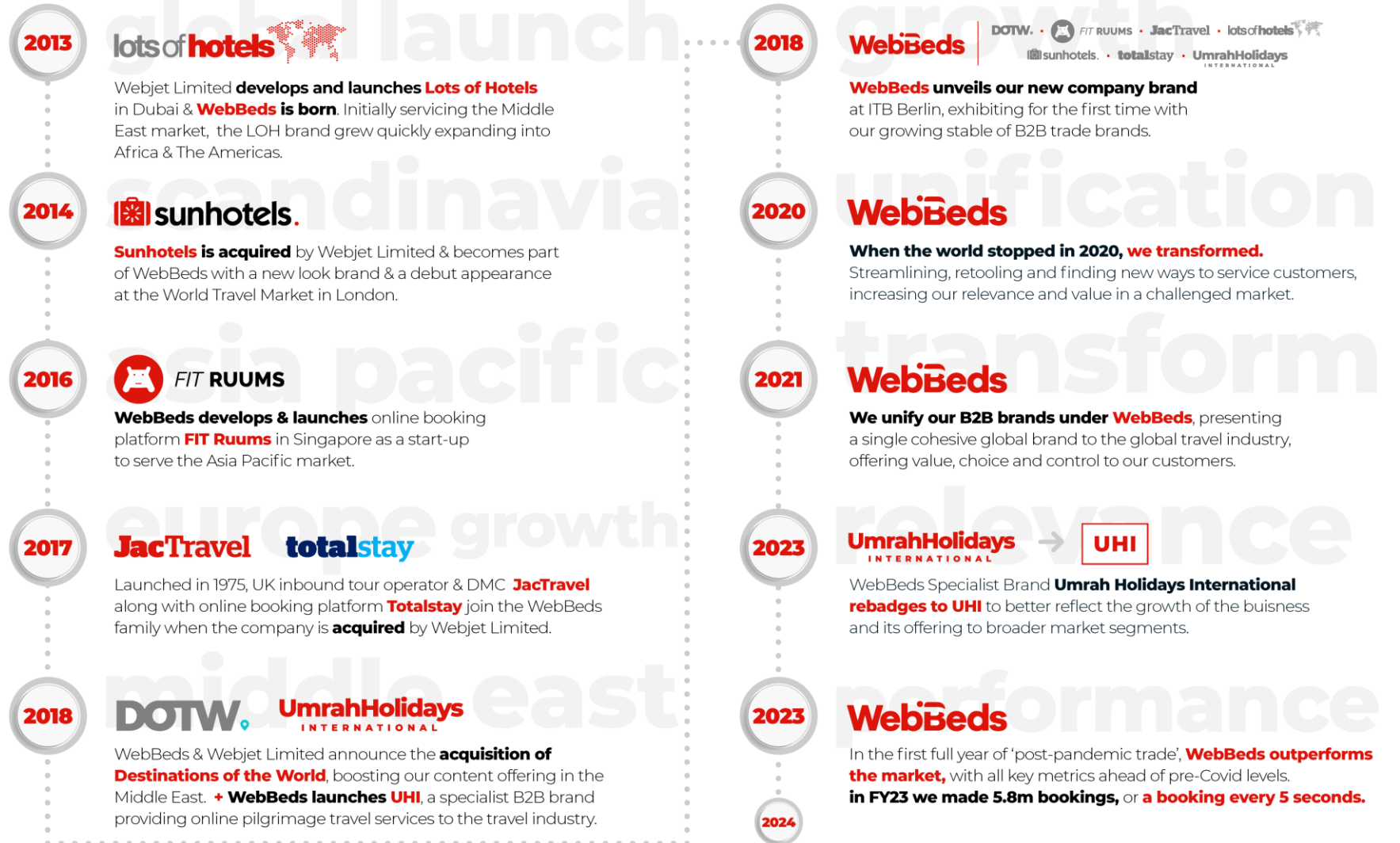
ROOMDEX simplifies and super-charges online travel upselling

Visit: [www.roomdex.io](http://www.roomdex.io)

# WebBeds

We've come a very long way in a relatively short time, growing both organically and through acquisition.

## Our History: Timelines & milestones.



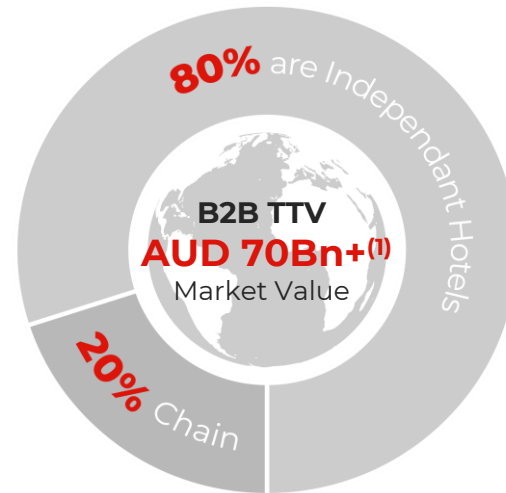
# WebBeds

**WebBeds is one of the world's leading distributors of accommodation to the travel industry.**

## WebBeds – a genuine global player.

### Global Accommodation Market.

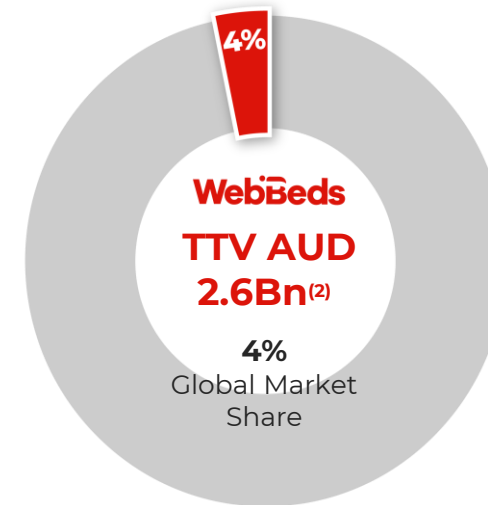
With a total global value c A\$800Bn+ TTV <sup>(1)</sup>.



**Independent Hotels** are **highly suited** to WebBeds distribution model.

### WebBeds Market Share.

of global accommodation market.



Our market share represents **a significant growth opportunity.**

**1,500+** people located in 54 countries

### ASX: WEB

WebBeds is a subsidiary of Webjet Limited an ASX 200 listed company with a TTV of AUD 4.3Bn<sup>(3)</sup>

1) Management estimates AUD\$70Bn

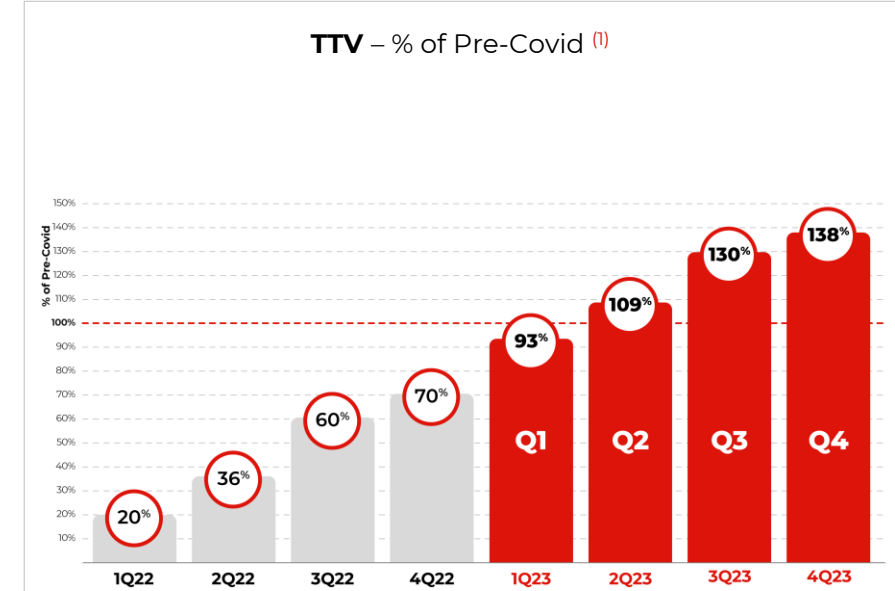
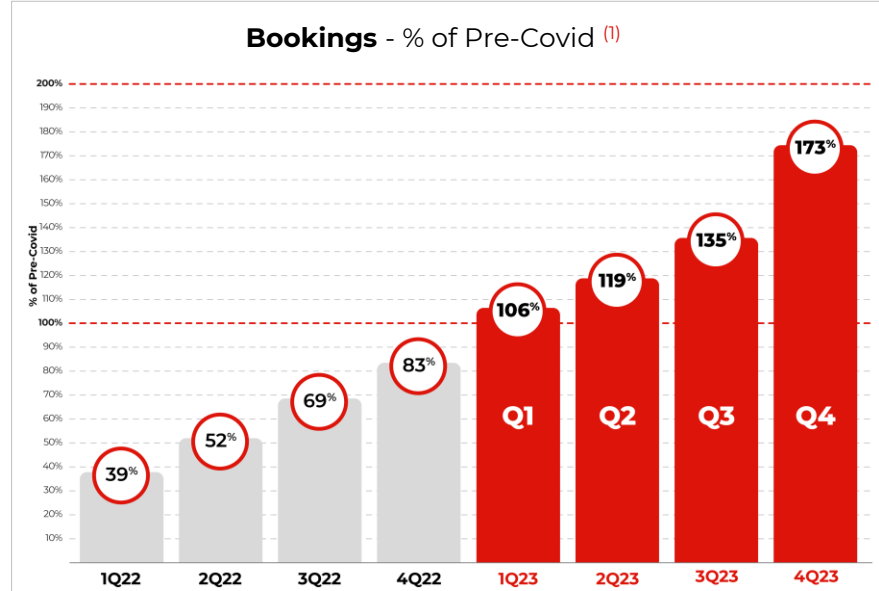
2) 2.6Bn TTV (AUD) (12months to 31 Dec 2019)

3) 4.3Bn TTV (AUD) (12months to 31 Dec 2019)

# WebBeds

Outperforming the market with strong organic growth, and momentum is accelerating.

## WebBeds – FY23 trading.

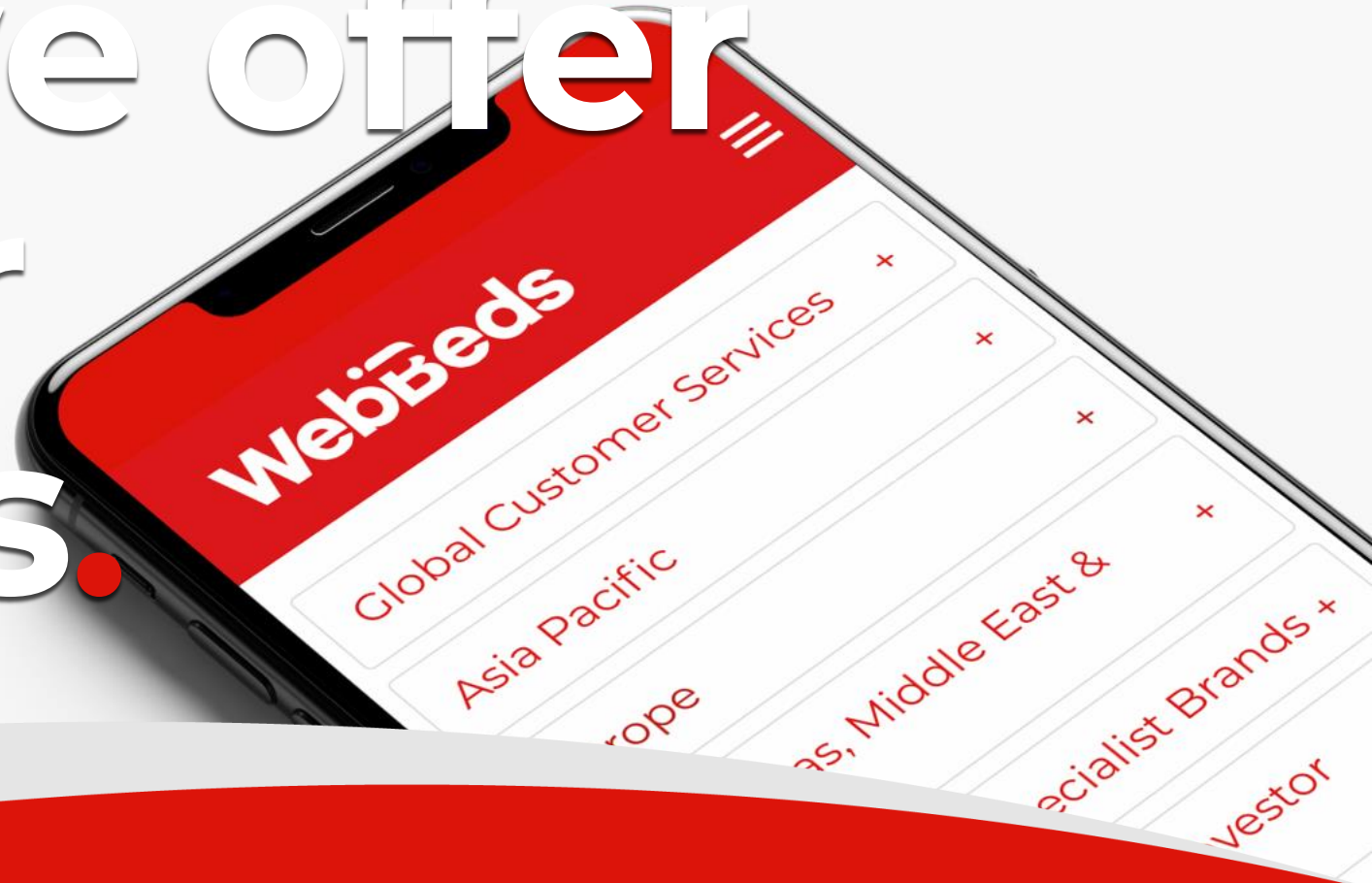


### WebBeds: **\$117.1** million EBITDA

- **Bookings, TTV, Revenue, EBITDA all ahead of pre-pandemic levels**
- **EBITDA 22% ahead of pre-pandemic levels; EBITDA margins 49.5%** (pre-pandemic: 42.4%)
- Transformation strategy delivering to plan
- **Growth accelerating.** Significant organic growth and new client wins
- **Significantly outperforming the market since May-22**

<sup>1)</sup> Shows Bookings and TTV (based on EURO functional currency) as % of comparable period in 2019 – ie 1Q22 shows April 2021 to June 2021 vs April 2019 to June 2019. Bookings exclude UHI.

What we offer  
supplier  
partners.



WebBeds

# WebBeds

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**A balanced & diversified portfolio mix across all client segments.**

## Distributing your inventory.

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### Our distribution partners

WebBeds has a **balanced portfolio** across all client segments.

**44,000+**  
customers

### What we offer our distribution partners.

- ✓ Quick, **easy access** to a full suite of global inventory
- ✓ Over **430,000+** hotels
- ✓ Highly **competitive** inventory pricing
- ✓ Market leading **technology**
- ✓ **1,500+ people** worldwide, with dedicated local sales & supplier support team structure
- ✓ Award-winning **customer service**

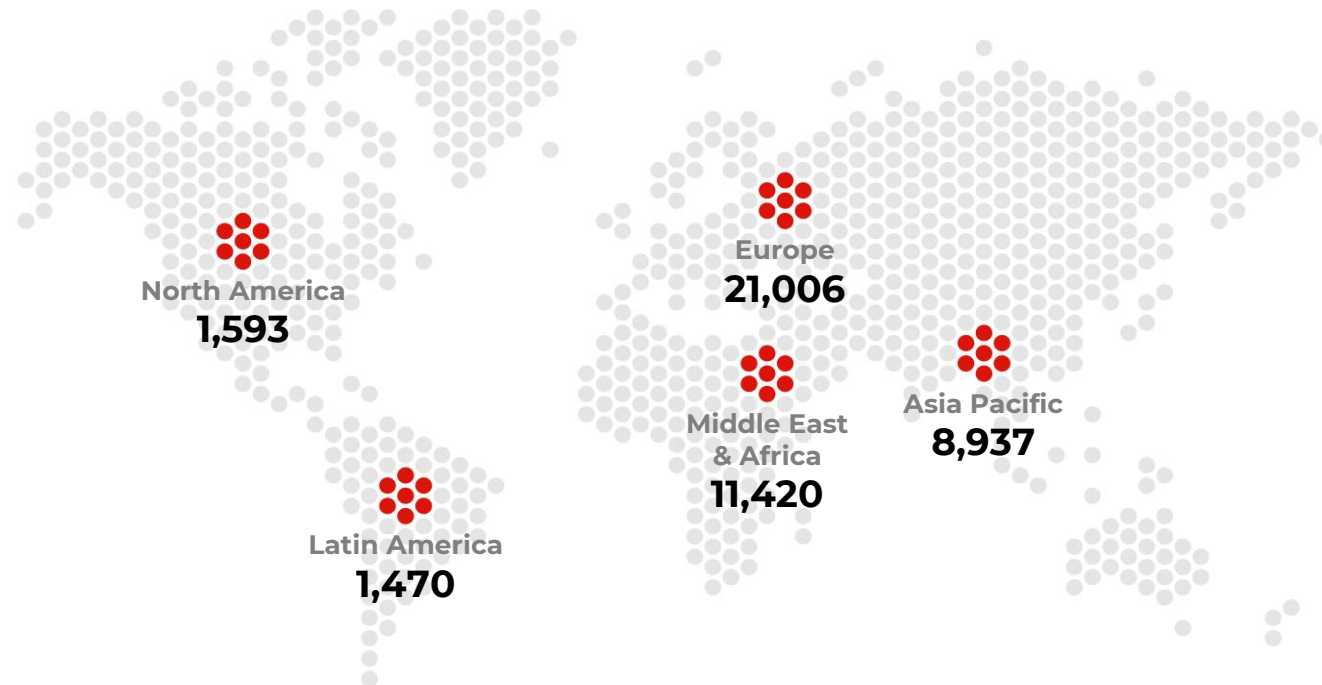
# WebBeds

**Our global network of travel selling clients generate 5.8m room nights in the current FY23 (Apr – Aug).**

## Distributing your inventory.

### Network & Reach

We distribute our products through a global network of travel selling clients.



**44,000+**  
travel companies

**139+**  
source markets

**Generating <sup>(1)</sup>**

**5.8 million+**  
room nights (YTD)

**420,000+**  
bookings per month

**6.3 secs**  
average time a new  
booking is made



# WebBeds

Worldwide hotels, accommodation including global chains and independently managed & contracted properties.

## Our supply partners.

We get our accommodation supply from a wide variety of sources.



### Ground Service Product

We provide destination services such as transfers, entertainment, attractions and more...



# Groups.

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## WebBeds

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**Dedicated  
Groups  
department** for  
European  
clients to  
European  
suppliers.

- Hotel accommodation



- Conference & meeting rooms



- Tickets & entrances



- Restaurants



- Excursions



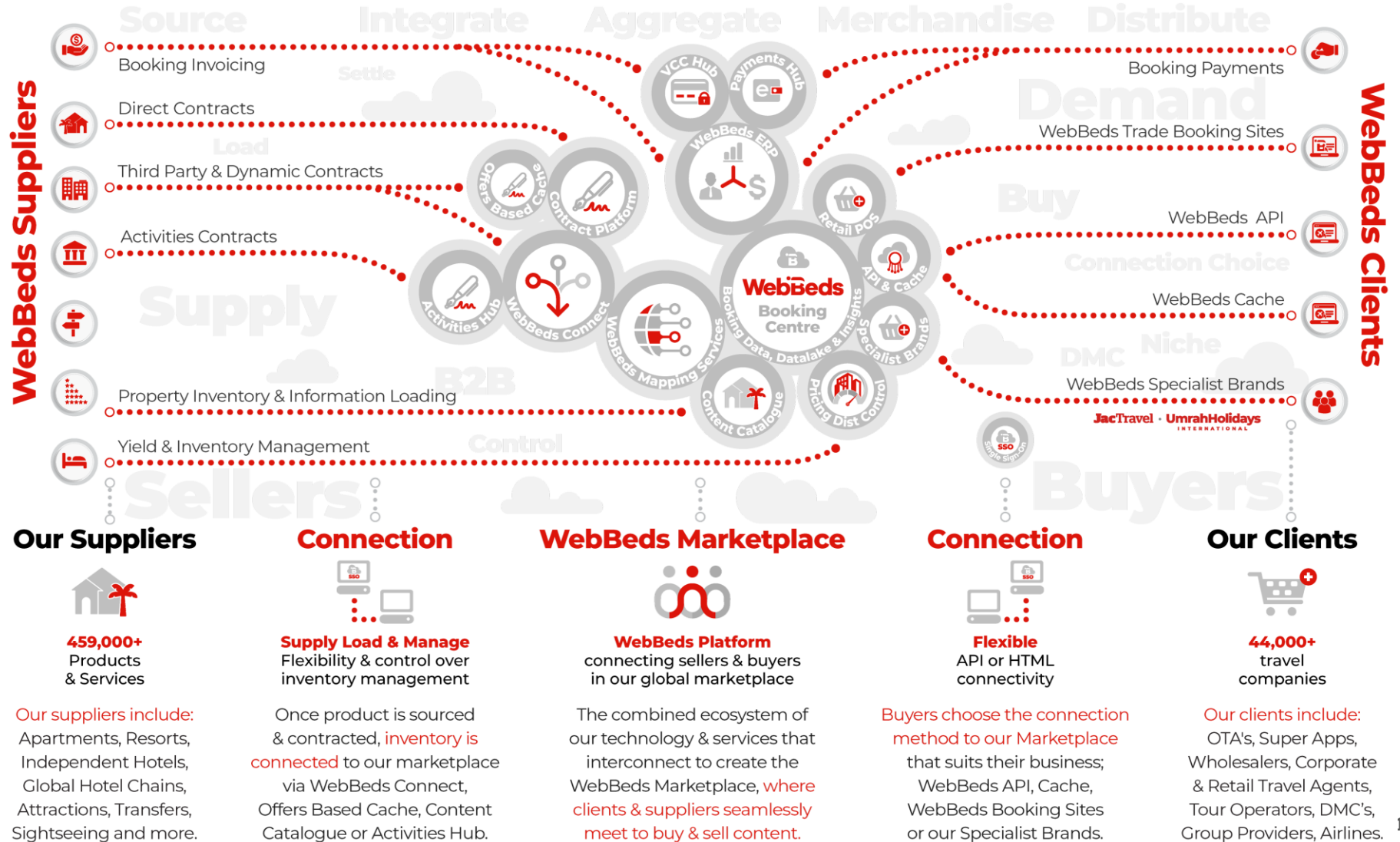
- Private transfers



# WebBeds

We source content from our supplier partners, aggregate & merchandise that content, then distribute to our global network of travel trade clients, who sell to the travelling public.

## How We Work: Our distribution model.

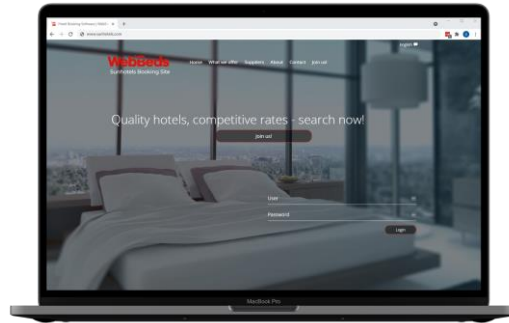


# WebBeds

We distribute hotel inventory via API connectivity and our leading global trade booking sites.

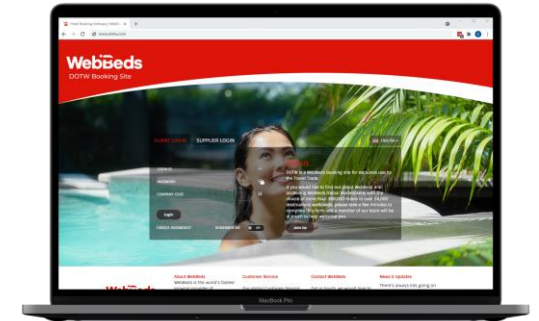
## How We Work: Our Trade Booking Sites.

### sunhotels.com



Operating across Europe, and a market-leader in the Nordics, **Sunhotels** has a reputation for providing great coverage in Mediterranean beach destinations.

### dotw.com



Based in Dubai and acquired in 2018, **DOTW** has a strong base of distribution partners in the UK, Middle East and Asia Pacific.

### fitruums.com



**FIT Ruums** is headquartered in Singapore and is our youngest start-up. It has become the fastest-growing player in the Asia Pacific region.

# WebBeds

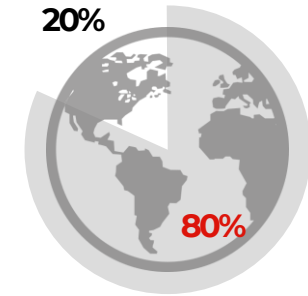
**WebBeds offers its hotel partners an important & differentiated distribution channel.**

## What we offer our hotel partners.

### The global hotel market is huge and highly fragmented

Accommodation market is **80%** comprised of independent hotels

- Likely to have limited direct booking capabilities
- Less able (or willing) to invest in a global sales and distribution team



**80%** Independent hotels <sup>(1)</sup>  
**20%** Part of a chain

#### What Hotels Need:

- Multiple sources of distribution to ensure minimal vacancy

#### WebBeds Value Add:

- ✓ Aggregate multiple and diverse channels through a single contract
- ✓ Help hotels sell rooms around the world
- ✓ Help hotels manage their occupancy rates
- ✓ Help hotels diversify sources of demand

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

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

- Company estimates include properties with less than 10 rooms.

# WebBeds

Our desire to develop long term partnerships has helped structure our organisation.

## Why choose WebBeds?



Over 40 years' experience working with hotels



Truly global distribution network



Fastest growing B2B provider worldwide



Multi-platform distribution tools



24/7, local language partner support



User-friendly supplier extranets



Year-round demand



Dedicated Contracts Manager

# WebBeds

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**WebBeds offers its hotel partners an important & differentiated distribution channel.**

## We understand your challenges... **and can help**

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### **Key distribution challenges for hotels:**

- **Reduce reliance on and dominance of OTAs**
- **Optimise distribution channels**
- **Access new international source markets and different traveller segments**
- **Reliable, fast and accurate support & payment processing**
- **Control of the channels your rates appear**

# WebBeds

**WebBeds offers its hotel partners an important & differentiated distribution channel.**

## We understand your challenges... and can help

### Distribution challenge for hotel:

### Optimise distribution channels

- Complement your direct sales and OTA strategies
- Reduce cost of distribution / guest acquisition
- Reduce reliance on a few source markets and reach new markets
- Transaction processing and financial administration costs can be time-consuming and costly
- Minimise rate channel and BRG violations

### How WebBeds can help:

- ✓ Real-Time control over your rates and inventory through our extranet or channel managers integrations
- ✓ Single integration to access global and local source markets and difficult to reach offline distribution channels such as travel agents, tour operators
- ✓ Dynamic & Static Business Models, reaching all types of customers (modern and traditional)
- ✓ We offer a wide variety of payment methods such as Virtual Credit Cards (VCC)
- ✓ Monitor and enforce rate restrictions and client exclusions
- ✓ Reduce the visibility of your rates through distribution via offline channels / opaque rates (i.e. packaged)

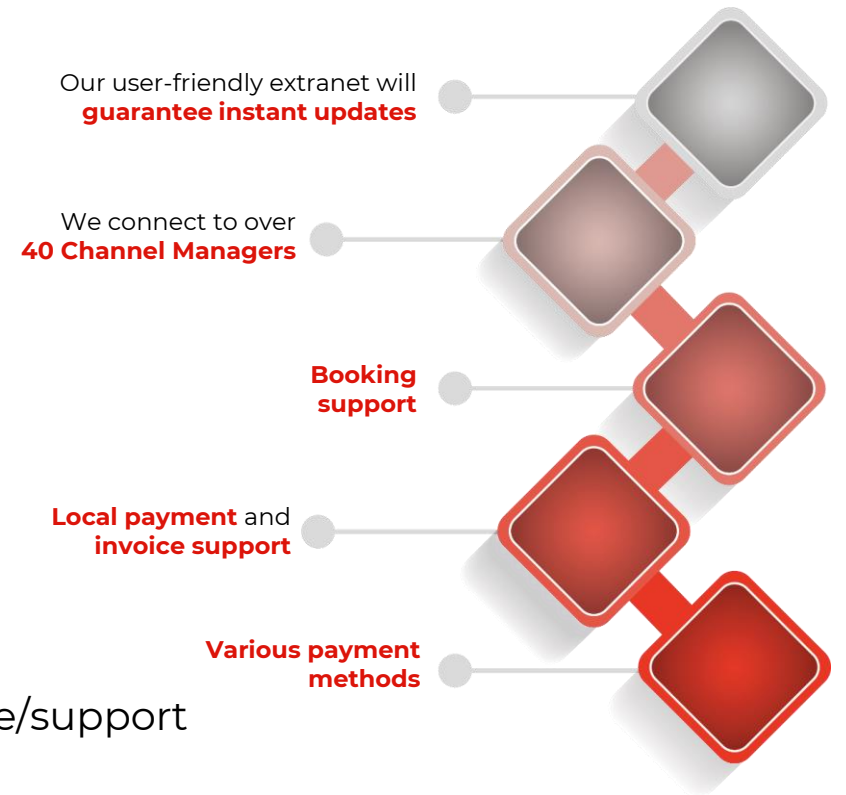


# WebBeds

Our strategic objective is to be the #1 global B2B player.

## WebBeds offers you...

- ✓ **Mass exposure**
- ✓ Commercial support via your **dedicated Contract Manager**
- ✓ **24 hour booking support**
- ✓ **Flexible extranet**
- ✓ **Support** to **maximize sales & revenue**
- ✓ **Direction** to **maximize sales/revenue**
- ✓ **Flexibility** for your rates and inventory
- ✓ Continual performance **feedback**
- ✓ **Marketing campaign opportunities**
- ✓ **Health & Safety and Sustainability** advice/support
- ✓ Prompt and **regular payment processes**
- ✓ **Longer** leadtime, **longer** length of stay than average



WebBeds

**Kiitos!  
Thank you!**

