



WebBeds

Webjet acquires Destinations of the World Strengthens its position as the #2 B2B player globally

- *Significantly expands WebBeds, its global B2B business - with 24% increase in direct contracts and 54% increase in TTV*
- *DOTW significantly enhances WebBeds Asia-Pacific and Americas businesses and further expands its presence in Europe and MEA*
- *DOTW will be integrated into the WebBeds' regional structure*
- *Solidifies WebBeds' position as the #2 B2B player globally*

(4 November 2018): Webjet Limited (Webjet) is delighted to announce that it has entered into an agreement to acquire Destinations of the World (DOTW). The US\$173 million acquisition will solidify WebBeds position as the #2 B2B player globally and DOTW will join the JacTravel, TotalStay, Sunhotels, Lots of Hotels and FIT Ruums brands in the WebBeds business. Webjet is acquiring DOTW from Gulf Capital, the largest private equity firm in the Middle East, its founder and its management team, who will retain a shareholding in the enlarged Webjet Group.

Dubai-based DOTW is a leading independent B2B platform with regional expertise across geographically diverse source and destination markets.

DOTW's strengths, in terms of geographic focus, product range and customer mix, are highly complementary to the WebBeds business. While WebBeds' main focus is on the long-term benefits of the acquisition, the acquisition is also expected to deliver considerable cost and revenue synergies over the short to medium term.

DOTW currently has a portfolio of c.12,300 directly contracted hotels. Of these, c.5,600 are unique to WebBeds, thereby increasing WebBeds directly contracted inventory pool to over c.28,500 hotels. Additionally, the c.6,700 overlapping hotel contracts will further deepen WebBeds' room allocation and availability at key hotels around the world.

DOTW has a particular strength in the Asia Pacific market, which is a key strategic focus for WebBeds. Furthermore, it will deliver a material number of contracts into the strategically important Americas region, while further expanding WebBeds' presence in the key European and MEA regions.

Webjet's Managing Director, John Guscic said:

"I am truly delighted to announce the acquisition of Destinations of the World which solidifies WebBeds' position as the #2 B2B player globally.

WebBeds is focused on helping our clients succeed and enabling our hotel partners to respond to fast-changing market trends. The acquisition of DOTW will ensure we can accomplish this on an even greater scale than we have achieved to date.

DOTW is a company we have worked with for many years, and we have the greatest amount of respect for their business. We look forward to working with the DOTW team in the weeks and months ahead as we integrate our businesses and develop the best possible outcomes for all of our partners and clients."

Adding DOTW to the WebBeds' family will boost annual total transacted volume (TTV) to over A\$2.0 billion (proforma for FY18)¹ representing an increase of 54% and will increase the global footprint with offices in 36 locations. Following the acquisition, WebBeds will have more than 2,100 employees, allowing it to provide truly local support to its worldwide partner network. It will feature a portfolio of more than 250,000 hotels in all regions of the globe, of which c.28,500 are directly contracted.

Commenting on the sale, Dr. Karim El Solh, CEO of Gulf Capital, said: "We are very pleased to be announcing today the strategic sale of Destination of the World to Webjet, a leading B2B travel business. Gulf Capital has worked very closely with the DOTW management team to build a high-quality global business with a strong market position over the last four years. This is as a result of the management team's execution of their business plan, supported by a significant investment program into technology, rapid organic expansion and two strategic acquisitions that accelerated DOTW's expansion in Asia, Europe and the Americas."

WebBeds remains confident about the future growth of the travel industry. The growth rate of international tourism arrivals is consistently outpacing the expansion of the global economy, and the global commercial air fleet is projected to double in size over the next decade to accommodate rising passenger demand. Consolidation is a key trend in the B2B industry and WebBeds is confident that by expanding its operations, it will be able to drive further growth for the benefit of the wider industry.

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Notes to Editors:

About Webjet

Webjet Limited is an ASX Top 200 listed company (WEB) operating a digital travel business with over A\$3 billion in total turnover as at June 2018. Webjet operates in both the B2C and B2B sectors.

WebBeds is the world's second largest accommodation supplier to the travel industry operating its B2B travel business through; Sunhotels (Europe), JacTravel and Totalstay (Global & Europe), FIT Ruums (Asia) and Lots of Hotels (Americas, Middle East and Africa). WebBeds provides our global network of travel trade partners with a choice of more than 250,000 hotels around the world, comprising c.21,000 direct contracts, 60+ third party providers and 25 major hotel chains. Customers can access this huge choice of inventory, ranging from city-centre international chain hotels to independent beach properties, via market-leading booking websites or an API. Clients can also access transfer services in 950 destinations, and thousands of tour guide excursions and attraction tickets.

WebBeds also provides tailor-made travel arrangements for groups of all sizes covering leisure, special interest, education and MICE.

www.webjetlimited.com

About DOTW

DOTW is a global pure-play B2B accommodation wholesaler connecting highly fragmented suppliers with travel bookers/retailers (travel agents, online travel agents and tour operators) and third party intermediaries. Founded in 1994 and headquartered in Dubai, DOTW has offices in MEA, APAC, Europe and the Americas.

¹ Webjet FY18 includes 10 months of JacTravel

About Gulf Capital

Gulf Capital is one of the leading alternative asset management firms in the Middle East, investing across several asset classes including Private Equity, Private Debt and Real Estate. The Firm currently manages over AED 14.7 billion (US\$4 billion) of assets across 8 funds and investment vehicles. Gulf Capital's mission is to grow capital and build value with world-class expertise and best practices to generate sustainable superior performance for all stakeholders. It invests its own capital alongside its fund investors' capital in all of the funds it launches. With its private equity, private debt and real estate initiatives, Gulf Capital is today one of the largest and most diversified alternative asset managers in the Middle East.

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