

HELLOWORLD TRAVEL LIMITED RESULTS ANNOUNCEMENT

1H FY26 RESULTS ANNOUNCEMENT
HALF YEAR ENDED 31 DECEMBER 2025



Melbourne, 25 February 2026

Helloworld Travel Half Year Results

Helloworld Travel Limited ('ASX: HLO', 'Helloworld', the 'Company' or the 'Group') has today released its interim financial results for the first half year ended 31 December 2025 (1HFY26); including the consolidated interim financial report, Appendix 4D and investor presentation.

1HFY26 Results Overview

- 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% on the prior corresponding period (pcp).
- Total revenue and other income up 10.1% to \$108.6 million.
- The overall revenue margin of 5.1% for the half up 10.9% compared to the pcp.
- Interim dividend of 5.0 cents, fully franked, with a payment date of 17 March 2026.
- Demand for leisure travel continues to grow supported by high discretionary spend across HLO's key demographic customer segments.
- Airfares in Australia and New Zealand have declined; both domestic and international.
- Multiple strategic, earnings accretive, acquisitions made during 1HFY26 backed by a long history of successful integrations.

Andrew Burnes AO, CEO, said "Helloworld Travel Limited delivered a solid performance in the first half, underpinned by continued investment in the business. We progressed the expansion of our retail networks, our technology offering and wholesale product range, while further strengthening our core capabilities in air ticketing and consolidation.

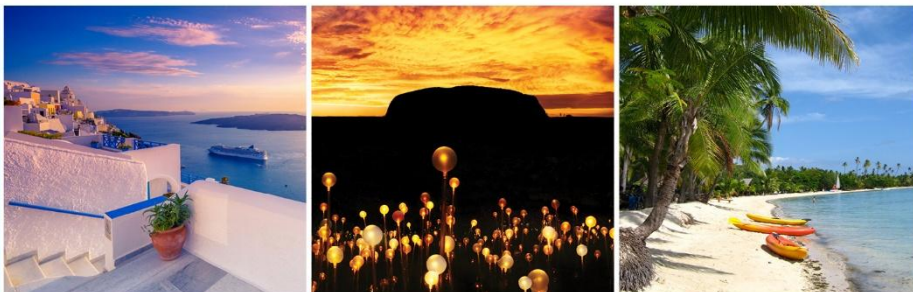
Helloworld remains the largest network of independent travel agents and brokers across Australia and New Zealand. We continue to leverage our scale, industry expertise and strong partner relationships to drive sustainable long-term growth.

During the period, we completed multiple strategic acquisitions that have contributed positively to the Group's financial performance.

We are pleased to report a strong first-half result and the declaration of a fully franked dividend of 5.0 cents per share.

Across Helloworld's agency and broker networks, we have 10,000+ travel professionals and 2,600 agencies and brokers.

Looking ahead, forward bookings remain strong throughout the remainder of FY26 and well into FY27."



Summary of Results

	Half year ended 31 Dec 2025 (\$'000)	Half year ended 31 Dec 2024 (\$'000)	Change (\$'000)	Change %
Total Transaction Value (TTV) ⁽¹⁾	2,081,329	2,045,005	36,324	1.8%
Total revenue and other income	108,615	98,668	9,947	10.1%
Revenue margin ⁽²⁾	5.1%	4.6%		10.9%
Expenses	(84,555)	(70,698)	(13,857)	19.6%
Equity accounted profit	1,720	2,047	(327)	(16.0%)
Fair value loss on Webjet Group shares	(1,393)	-	(1,393)	-
Fair value gain on 50% interest in MTA	20,277	-	20,277	-
Underlying EBITDA ⁽⁴⁾	30,460	27,168	3,292	12.1%
Underlying EBITDA margin ⁽⁶⁾	28.0%	27.5%		1.8%
EBITDA ⁽³⁾	44,664	30,017	14,647	48.8%
EBITDA margin ⁽⁵⁾	41.1%	30.4%		35.2%
Depreciation and amortisation	(7,113)	(6,942)	(171)	2.5%
Finance expenses	(848)	(344)	(504)	146.5%
Profit before income tax from continuing operations	36,703	22,731	13,972	61.5%
Income tax expense	(5,620)	(6,928)	1,308	(18.9%)
Profit after income tax from continuing operations	31,083	15,803	15,280	96.7%
Profit after tax for the half year	30,609	10,845	19,764	182.2%
Profit attributable to Helloworld Travel Limited shareholders	30,586	11,495	19,091	166.1%

	Half year ended 31 Dec 2025 (cents)	Half year ended 31 Dec 2024 (cents)	Change (cents)	Change %
Basic earnings per share from continuing operations	19.0	9.7	9.3	95.9%
Diluted earnings per share from continuing operations	19.0	9.7	9.3	95.9%
Interim dividend per share	5.0	8.0	(3.0)	(37.5%)

(1) 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.

(2) 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.

(3) 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.

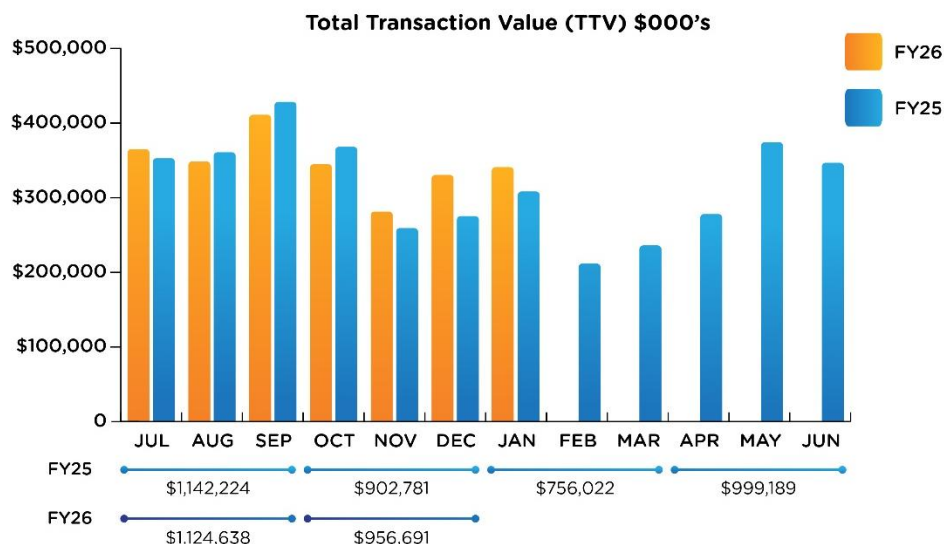
(4) Underlying EBITDA represents EBITDA excluding significant items. Underlying EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Chief Executive Officer (CEO) to assess the financial performance of the Group and operating segments and is not subject to audit or review. 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. A reconciliation of Underlying EBITDA to profit before income tax expense is provided in note 4: *Segment Information* of the Consolidated Interim Financial Statements.

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

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



TTV



Overview

Helloworld Travel reported TTV of \$2.1 billion for the half, up \$36.3 million or 1.8%. In Australia, air ticket volumes in 1HFY26, on a departed basis, were comparable to the prior corresponding period (pcp), while in New Zealand, air 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. Looking ahead, forward air sales scheduled to depart in 2HFY26 are up 14% in Australia and 9% in New Zealand compared to the same time last year. Despite lower domestic cruise capacity, with a number of ships moving their home port 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 across both Australia and New Zealand for land (accommodation, car hire, and other non-air ancillaries) was reflected in higher TTV in the current half compared to the pcp.

The overall revenue margin of 5.1% for the half was up 10.9% compared to the pcp.

Equity accounted profits for the half were \$1.7 million, down from \$2.0 million on the pcp, due to MTA ceasing to be equity accounted from 21 October 2025 when the Group acquired the remaining 50%. From that date, MTA has been 100% consolidated into the results of the Group.

During the half, Helloworld recognised a fair value gain through profit and loss upon remeasurement to fair value of the Group's existing 50% interest in MTA (\$20.3 million) and a fair value loss through profit and loss upon the revaluation of its investment in Webjet Group Limited (\$1.4 million).

The Underlying EBITDA for 1HFY26 was \$30.5 million, compared to \$27.2 million pcp (up 12.1%). The underlying EBITDA margin increased by 1.8% from the pcp to 28.0%.

Finance expenses for 1HFY26 increased from \$0.3 million to \$0.8 million as a result of Helloworld drawing down its \$35.0 million debt facility with Citibank to fund the acquisitions of MTA and Gilpin Corporate Travel.

Net profit before income tax from continuing operations was \$36.7 million for the six months, compared to \$22.7 million in the pcp. Net profit after income tax from continuing operations was \$31.1 million in the current period, compared to \$15.8 million in the pcp.

On 25 February 2026, Helloworld declared an interim dividend of 5.0 cents per share, fully franked, with a payment date of 17 March 2026.



Business Highlights

Retail Networks

- Helloworld has 2,600 members across its agency and broking networks including fully Helloworld branded 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).
- 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

- Wholesale TTV, which includes VIVA Holidays, GO Holidays, ReadyRooms and Cruiseco, is up 23% in Australia and up 19% in New Zealand.
- Top destinations from Australia: Domestic (AU), USA, Italy, Fiji and Singapore. Top destination from NZ: Fiji, Cook Islands, USA, Domestic (NZ) and Australia.
- ReadyRooms continues to grow strongly across Australia and New Zealand.

Cruise

- Cruise continues to perform strongly across the HLO dedicated cruise brands in both Australia and New Zealand.
- Cruiseco was awarded the National Tourism Industry Award (NTIA) for the Most Outstanding Wholesaler.
- Strong growth across the luxury cruising category with a 17% increase vs pcp.

Inbound

- Airline capacity continues to increase and interest in this region remains strong. Australia and New Zealand are seen as 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 the Ashes cricket series.

Air Consolidation

- 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).



My Way Travel & Events

- 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 take over their inhouse travel services and to provide CFC match and event travel packages to their fans and members

Technology

- Helloworld Travel continues to lead the way with innovation and investment in technology solutions across our business divisions and networks.
- Air ticketing systems, Air Tickets and Express Tickets, remain at the forefront of ticketing and consolidation.
- Resworld, Helloworld's market leading retail mid-office solution, continues to demonstrate growth in active users and store footprint. Recent enhancements include integration with HLO travel app.

Liquidity and funding

- As at 31 December 2025, the Group held cash of \$67.7 million.
- Bank debt of \$35.0 million that was used to fund the acquisitions of MTA and Gilpin Corporate Travel.
- The Group also holds 67.79 million shares in ASX listed Webjet Group Limited (ASX: WJL) at 31 December 2025.
- Ongoing focus on cash management.

Dividend

- The Board has declared that the Company will pay a fully franked interim dividend of 5.0 cents per share. The dividend is to be paid on 17 March 2026 with a record date of 2 March 2026.

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 of the 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 in the prior 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 agent and broker networks.

This announcement has been approved by the Board.



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.

HLO businesses have over 900 personnel located in Australia, New Zealand, Fiji and Greece, and 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, The Dani Foundation, and My Room Children's Cancer Charity.



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