



ASX Announcement

25 October 2023

Corporate Travel Management Managing Director AGM Presentation and Market Update

Corporate Travel Management (CTM, ASX:CTD) will today present the attached presentation and market update at its Annual General Meeting. A copy of the Managing Director's presentation is attached.

Authorised for release by Shelley Sorrenson, Company Secretary.

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Jamie Pherous

Managing Director





**Market
update: 1Q24**

Market Update - 1Q24

	1Q24 ¹	1Q23 ¹	% change	FY24 guidance mid-point
Revenue and other income	\$187.9m	\$138.2m	+36.0%	on track
Underlying EBITDA	\$56.6m	\$22.0m	+157.3%	on track
EBITDA / Rev Margin	30.1%	15.9%	+89.2%	on track

Recap FY23 /FY24 guidance	<ul style="list-style-type: none"> FY23 results: Revenue \$660m, underlying EBITDA \$167m FY24 Guidance range : Revenue \$770m-\$850m (+17-29%), EBITDA \$240-\$280m(+43-67%) On track for mid-point of guidance
1Q24 highlights: Financial	<ul style="list-style-type: none"> Off to a great start; revenue +36%, result of new client win momentum in FY23 Incremental revenue to profit conversion going to plan, EBITDA up +157% Expect a stronger 1H result than the 1/3 skew originally guided 1Q historically a soft quarter for CTM, due to northern hemisphere summer vacation season
Client activity	<ul style="list-style-type: none"> Large clients in NA, ANZ, EU gradually improving. This segment has been a recovery laggard
New Client wins	<ul style="list-style-type: none"> \$0.5bn including verbal wins year to date
Automation and AI	<ul style="list-style-type: none"> Projects well underway and expected to have positive productivity impact for many years

¹ CTM Management accounts (unaudited)



**Investment
Thesis**

CTM – High quality compound ROE model

<p>Globally diversified growth company</p>	<ul style="list-style-type: none"> • 30th year of operation - well diversified by geography, industry, client size • Every CTM region expected to surpass \$2 billion in annual TTV in FY24 • Client base of ~5700 clients¹, expected to make over 17 million transactions in FY24 • ~40% of the client base represented by government and essential travel clients • CTM now the 4th or 5th largest Travel Management company in the world
<p>Successfully taken business model off-shore at scale</p>	<ul style="list-style-type: none"> • Australian headquartered company that now generates ~80% of revenues off-shore and develops client facing technology in every region we operate • Award winning: 2023 industry awards; Best Corporate agency in Asia², Best booking tool (Lightning) in Europe³. Recognised by suppliers as a leader in all regions we operate • Off-shore market size and scale: #1 in Asia (ex. China), #2 in UK, #4 in USA , #2 in ANZ
<p>Corporate travel is a superior growth thematic</p>	<ul style="list-style-type: none"> • Global corporate travel market estimated to grow at 7.9% p.a. FY23-FY26⁴
<p>Investment grade metrics</p>	<ul style="list-style-type: none"> • Growth since IPO in 2010⁵: revenue 26x, EBITDA 47x • Generating strong free operating cash flow, ROIC, paying dividends ~50% NPAT • Strong balance sheet with zero debt, net cash balance • FY24 will be a record EPS year • Targeting mid-teen double digit EPS CAGR growth beyond FY25 (~2x ASX200 average)
<p>Capital Management</p>	<ul style="list-style-type: none"> • \$100 million on-market share buy-back announced

¹ travel spend above \$100k p.a. ² TTG travel awards Asia, ³ Bttb Europe travel awards, ⁴ Global Business Travel Association (GBTA) forecast 15Aug23, ⁵ growth multiples compare FY2010 to FY24 consensus.