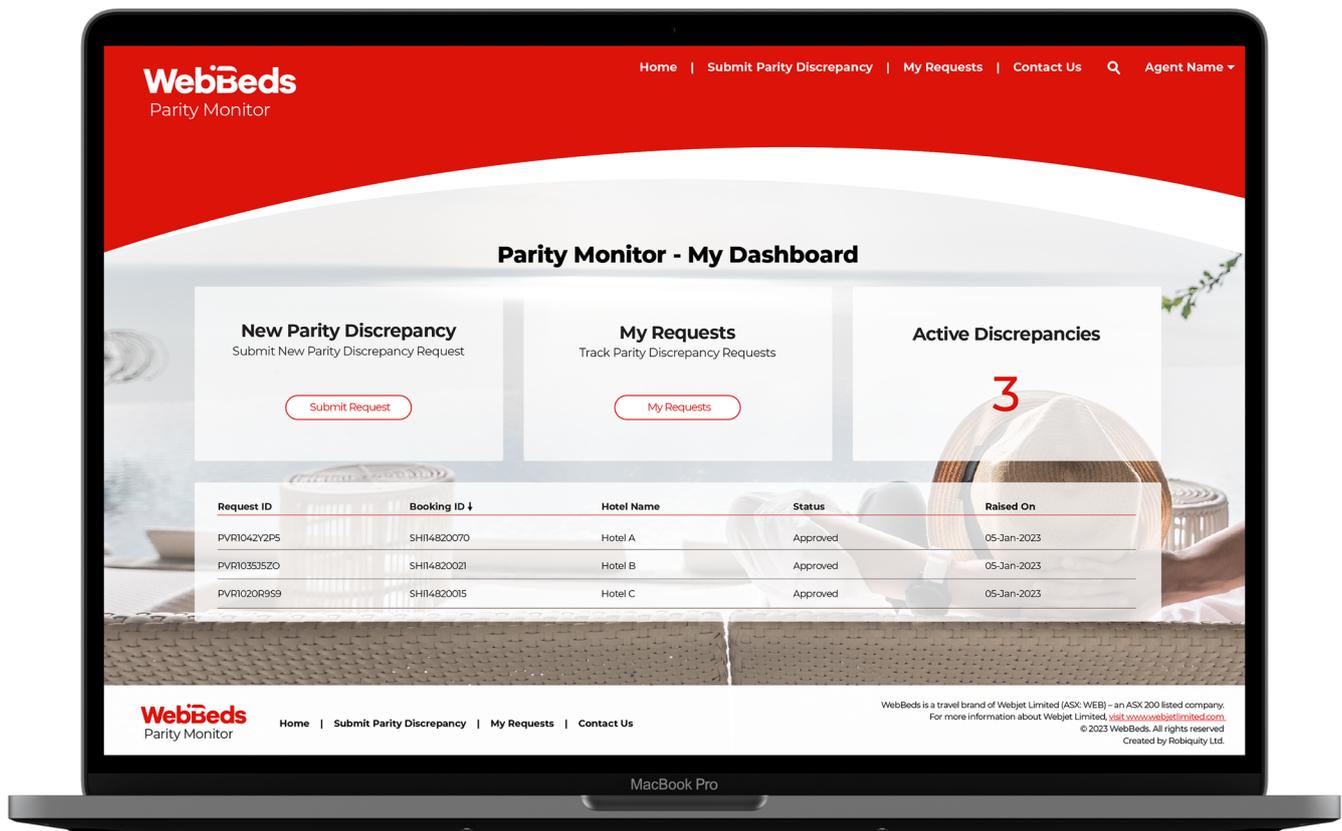


Press Release

06 March 2023



WebBeds launch online tool at ITB to improve rate parity.

WebBeds, the global marketplace providing accommodation and ground product distribution services to the travel industry, has launched the first phase of a programme which aspires to reduce rate parity discrepancies to zero.

WebBeds has launched a new online tool to their hotel partners, called “Parity Monitor”, as the first phase of a major initiative within the company to streamline internal processes and improve the speed of resolving parity issues. This new tool will establish the foundations for the development of future automated solutions, with the ultimate goal of achieving zero BRG (best rate guarantee) discrepancies through the WebBeds marketplace.

The Parity Monitor tool will initially serve as a global hub where hotels will submit parity discrepancies to WebBeds. This new tool will be the front end for the newly streamlined internal processes that will track, monitor, report back and quickly resolve rate discrepancies for hotel partners.

A simple dashboard will consolidate and display the status of any submissions, providing clarity and better management reporting for hotels. WebBeds has created a new centralised team that will be dedicated to resolving parity issues raised via the Parity Monitor.

Future developments of the Parity Monitor will include incorporating technology solutions to prevent parity integrity issues occurring in the first place, proactive scanning of the market for rate discrepancies, automated identification and rectification of parity issues, enforcing minimum selling price and tracing opaque rates with buyers across all sales channels.

Daryl Lee, WebBeds CEO, said “WebBeds is very aware of the frustrations that our hotel partners experience when there are rate parity discrepancies in market. Hotels want rate parity to be strong and consistent, particularly given the strategic priorities within their business ecosystem. This new tool is just the start of a programme of work to develop automated technology solutions to proactively prevent, detect and resolve rate parity issues in real time. Achieving zero rate parity discrepancies is an incredibly challenging goal but we want this aspiration to serve as our “north star” internally, to provide focus and drive excellence from our teams. Anything less than this would fall short of expectations our hotel partners have of us.”

Ends.

About WebBeds

Launched in 2013, WebBeds is a global marketplace for the travel trade, providing powerful distribution solutions that make selling and buying travel products easier. It sources accommodation and destination services from travel suppliers, aggregates and merchandises that content in the WebBeds platform, then distributes it to its global network of travel trade buyers, who sell to the travelling public.

Hotels and other suppliers - global and regional hotel chains, independent hotels, apartments, resorts, attractions, transfer and sightseeing companies and more - can sell their products to a global network of online and offline travel buyers through cutting edge solutions that provide greater inventory control to simplify distribution, and leverage WebBeds enhanced analytics to inform inventory optimisation choices – saving costs and increasing revenue.

Travel buyers - online travel agencies, retail travel agents, corporate travel managers, tour operators, wholesalers, tourism boards, super apps, DMC’s, group providers, airlines and more - can integrate the hundreds of thousands of hotels and ground services in the WebBeds marketplace through simple and seamless API connectivity, or they can search, shop and book online through one of WebBeds trade only booking sites.

WebBeds operates globally through four geographic regions – Europe, Asia Pacific, MEA (Middle East and Africa) and Americas - with over 1,500 travel professionals working in 120 cities across 50 countries worldwide. WebBeds also operates specialist brands JacTravel DMC and Umrah Holidays International. **JacTravel DMC** provides tailor-made travel arrangements for offline FIT and groups traveling to the UK, Ireland and key mainland European destinations to the international travel trade. **Umrah Holidays International** is a genuine pioneer, providing online pilgrimage travel services to travel agencies worldwide. [do we need the new description about UHI- given it launched this week?]

Find out more about the WebBeds business at www.webbeds.com

WebBeds is a travel brand of Webjet Limited (ASX: WEB).

About Webjet Limited

Webjet Limited, an ASX 200 listed company (ASX: WEB), is a global travel business that enables travel the world over through our market leading travel brands supported by our travel technology businesses.

Our digital travel brands, spanning both wholesale and retail markets, include; **WebBeds** - is a global marketplace for the travel trade, providing powerful distribution solutions that make selling and buying travel easier, **Webjet** - the market leading Online Travel Agency in Australia and New Zealand, and **GoSee** - a global motorhome and car rental ecommerce site.

Our travel business are supported by smart technology we build and invest in that differentiates our offerings and make booking and transacting travel better, including; **Trip Ninja** - providing complex travel itinerary automation technology to digital travel businesses globally and **Rezchain** - the travel industry's first blockchain-based hotel booking verification technology, along with investments in **ROOMDEX** and **LockTrip**.

Find out more about Webjet Limited at: www.webjetlimited.com