

**STATEMENT TO AUSTRALIAN SECURITIES EXCHANGE - FEBRUARY 25, 2026**

**Flight Centre Travel Group delivers profit growth and record TTV**

**1H Result Highlights & Overview**

- **Profit above expectations:** UPBT +4%, despite significant interest headwind. UEBITDA +9%
- **New records established:** Milestones achieved for TTV (group-wide, corporate), 1H cost margin and 1H productivity (\$1m+ per FTE group-wide)
- **Corporate scale benefits:** 20% UPBT uplift from 6% TTV growth
- **Leisure momentum:** 10% TTV growth and improving forward indicators - record profit in January
- **AI capability scaling:** Productivity gains, faster enquiry handling and deeper personalisation
- **Guidance reaffirmed:** Targeting \$315m–\$350m UPBT with peak trading periods to come

FLIGHT Centre Travel Group (FLT) has delivered a \$124.6m underlying profit before tax (UPBT) for the half year ended December 31, 2025.

This result represents 4% growth on the prior corresponding period's (PCP) \$119.7m adjusted UPBT, with the company comfortably surpassing expectations of a broadly flat first-half (1H). Statutory\* 1H PBT was \$87m.

Underlying earnings before interest, tax, depreciation and amortisation (UEBITDA) increased 9% to \$213m, significantly outpacing the UPBT growth rate, which was constrained by a circa \$7m net interest decline flowing from recent capital management initiatives.

**FY26 1H Result Summary**

<b>GROUP</b>			
AU \$m	<b>HY26</b>	HY25	Change
TTV	<b>12,543</b>	11,692	7%
Revenue	<b>1,408</b>	1,328	6%
Underlying PBT	<b>125</b>	120	4%
Underlying EBITDA	<b>213</b>	195	9%
Revenue margin	<b>11.2%</b>	11.4%	(13bps)
Underlying cost margin	<b>9.6%</b>	9.9%	30bps
Underlying PBT margin	<b>1.0%</b>	1.0%	(3bps)
Interim dividend (per share)	<b>12c</b>	11c	9%

FLT managing director Graham Turner said the company's 1H profit growth was achieved in a challenging global trading climate and was underpinned by:

- Record total transaction value (TTV) of \$12.5b (+7%)
- A record low 1H cost margin (9.6%), reflecting disciplined cost management and productivity gains
- Corporate sector outperformance, with record TTV and accelerated profit growth; and

- Strong leisure TTV growth and profit in line with expectations after a period of high volatility during the FY25 fourth quarter and early in FY26

“Our results reflect our global model’s strength and our brands’ enduring value as we continue to evolve,” Mr Turner said. “Despite challenging conditions, demand remains resilient and we’re using our scale, people and technology to capture a growing market.

“We are expanding into new sectors and creating additional revenue streams beyond traditional corporate travel management and leisure retailing. These initiatives are ensuring we are future-fit, deepening customer relationships and strengthening our market position.

“The corporate business continues to perform strongly, powered by advanced technology platforms driving improved customer experience (CX) and enhancing consultant productivity. The leisure business enters the 2H with solid momentum, supported by improving profitability, a growing loyalty program and record results in January. With the inclusion of our recent acquisition, Iglu, leisure is now on track to top its FY25 profit and to potentially deliver record 2H TTV.”

“Across the group, we’re accelerating digital evolution and AI innovation to build a technology-enabled, AI-driven operating model that strengthens our competitive position while preserving FLT’s high-touch service culture and maintaining strict cost discipline.”

### **Corporate**

FLT’s corporate division delivered another record 1H, with TTV reaching new highs and reinforcing the Corporate Traveller and FCM brands’ scale and strength.

Strong execution paid dividends, with efficiency gains from the Productive Operations (PO) program contributing to a 20% UPBT uplift – well ahead of the division’s 6% TTV growth.

Digital innovation and technology enhancements continue, with AI-based intelligence layers being deployed in the FCM and Corporate Traveller businesses to bolster key customer-facing platforms. Corporate Traveller is also set to launch MelonPay, a new payments and expense solution for Northern Hemisphere customers, enhancing the proprietary Melon platform’s already-strong depth and capability.

1H divisional highlights included:

- A rapid productivity uplift – TTV per full-time employee increased 13% on the PCP and has now increased almost 20% compared to the FY24 1H
- A return to profitability in Asia, marking an encouraging turnaround
- Healthy US SME momentum, with Corporate Traveller delivering 13% TTV growth despite challenging local market conditions; and
- Increased revenue from new services, including consulting, meetings and events, and payments

Globally, the division secured a strong account pipeline, with FCM winning almost \$600m in 1H contracts and well positioned to benefit from ongoing industry consolidation.

### **Leisure**

FLT’s leisure business delivered a solid 1H, driven by broad-based TTV growth across all categories – mass market, luxury, independent and specialist – and continued progress against its strategic priorities.

1H profit was in line with expectations, with a temporary shift toward more affordable international destinations and early cruise investments impacting comparisons to the PCP.

The World360 Rewards loyalty program (launched in November 2025) is gaining early traction, particularly among younger travellers, and is enhancing personalisation and conversion when integrated with upgraded CRM and AI-enabled tools.

Digital performance remained robust, with online TTV increasing 14% to nearly \$900m, supported by four new customer-facing apps across brands and strengthened omni-channel capability across Flight Centre brand.

Specialist brands again delivered standout TTV growth of more than 30%, while the Iglu acquisition accelerated cruise momentum, positioning leisure to exceed \$2b in cruise-related TTV on an annualised basis in FY26. Another recent acquisition, Scott Dunn, reported 20% TTV growth and almost 80% profit growth, alongside expansion into Hong Kong.

### **HQ (formerly “Other”) and Cost Base**

Underlying expenses (excluding touring cost of sales) rose modestly across the group, with further moderation expected as Global Business Services (GBS) division initiatives, automation projects and corporate productivity programs continue to take effect. 1H HQ losses increased, primarily due to the net interest headwinds outlined previously.

### **Investing in and embedding AI**

FLT is deepening its competitive moat by leveraging its loyal customer base and proprietary data to build differentiated, AI-powered capabilities that competitors cannot replicate.

Supported by strong brand trust, exclusive product offerings and expert consultant capability, the company sees ongoing growth opportunities in complex, high-value travel segments as it scales an enterprise-wide AI strategy designed to lift productivity, enhance personalisation and strengthen long-term competitive advantage.

In corporate, pilot programs for Sam (FCM) and Mel (Corporate Traveller) are progressing ahead of wider deployment during the 2H, with early performance showing strong adoption – paving the way for meaningful future productivity gains – and more consistent service delivery. Currently, FCM's four largest clients are using Sam, while Mel has been rolled out to more than 100 Corporate Traveller customers in the Northern Hemisphere.

AI is also being used to triage incoming enquiries, reducing manual handling and improving response times. More than 8m emails have now been processed, prioritised and serviced more efficiently – saving customers and consultants an estimated 67,000 hours.

In leisure, Flight Centre brand has just launched an AI-powered co-consulting tool that streamlines research and quote preparation – saving consultants up to 30 minutes per itinerary by instantly surfacing relevant hotels, activities, flight trends and practical travel guidance, ranked by likelihood to convert and personalised to each traveller.

FLT is partnering with leading AI innovators – including Anthropic – to accelerate capability development and support the scaled rollout of AI across the group.

### **Capital Management and Balance Sheet**

FLT drew on its healthy balance sheet to continue its up to \$200m on-market share buyback. To date, \$126m has been executed, retiring 9.8m shares and enhancing earnings per share.

The company also issued a new, longer-dated \$450m Convertible Note (CN), enabling the full retirement of the 2028 notes in May 2026 and a reduction in the 2027 notes' face value.

In addition, FLT's board today declared a 12c per share fully franked interim dividend (+9% on PCP), payable on April 16, 2026 to shareholders registered on March 26, 2026. The total dividend payment of circa \$25m follows a \$60m 1H spend on the buy-back, meaning FLT will return \$85m (more than 90% of underlying 1H net profit after tax) to shareholders.

## Outlook

FLT has started FY26 solidly and reaffirmed its UPBT guidance of \$315m–\$350m, with the midpoint (\$332.5m) implying 15% growth on FY25 and a typical 38–62% 1H-2H profit skew.

The expected 2H weighting is supported by:

- Stronger leisure seasonality, boosted by Iglu's contribution and more favourable year-on-year comparisons as the period progresses
- A deeper Asia turnaround, following heavy FY25 2H losses; and
- Productivity and efficiency gains across GBS, as initiatives gain traction, and in corporate as PO initiatives scale and start to transition into business-as-usual

With the uplift in January leisure results, both the leisure and corporate businesses are on track to deliver year-on-year profit increases in sectors that are expected to continue to grow. These profit increases are likely to be partly offset by higher HQ losses.

FY26 capex remains targeted at \$85m, weighted toward systems and technology.

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**Investor Webcast:** FLT's 1H webcast will be held from 9.30am AEDT (Brisbane: 8.30am) today and can be accessed via the following URL: <https://webcast.openbriefing.com/ft-hyr-2026/>

\*FLT's \$86.6m statutory PBT increased to a \$124.6m UPBT after adjusting for one-off and non-operating items. These adjustments are consistent with prior years and are itemised in the investor presentation lodged in conjunction with this announcement. The company recorded \$53.4m in add-backs, including CN amortisation, major GBS and HRIS project costs, early investment in World360 Rewards, other leisure initiatives, Productive Operations spend and acquisition-related costs. These were partly offset by \$15.3m in deductions, primarily the one-off gain from the Cross Hotels sale and a small gain recorded on CN buy-back and remeasurement.

## About Flight Centre Travel Group (FLT)

FLT is one of the world's largest travel retailers and corporate travel managers with a diverse network of company-owned leisure and/or corporate travel businesses across four key regions – Australia/New Zealand, the Americas, Europe, Middle East and Africa (EMEA) and Asia. The company opened its first leisure travel shop in Sydney (Australia) in 1982 and listed on the ASX in 1995.. Key leisure brands include Flight Centre, Travel Associates, Scott Dunn, Envoyage, Travel Money, Ignite (MyHolidays), Cruiseabout, Iglu, BYOjet and Aunt Betty. Corporate brands include Corporate Traveller and FCM. The company also owns touring brands Topdeck and Back-Roads and the Asia-based Discova destination management company.

## FLT's Board has authorised this announcement