

# **Serko Limited**

## **2017 Annual Meeting Script**

### **Opening Presentation**

#### **Welcome from Chairman - Slide**

Good afternoon, my name is Simon Botherway. I am the Chairman of Serko and it is my pleasure to welcome you to Serko's 2017 Annual Meeting.

Some housekeeping matters before we start:

- Shareholders and proxies who are entitled to vote should have received a Voting Card when they registered upon arrival at the meeting. If you have not received a Voting Card, please go to the Link Market Services registration desk where their representatives will be able to assist you.
- Please be aware that the meeting is being webcast to shareholders who could not attend in person today. Thanks to those of you who are joining via the webcast.
- I would like to remind you, as a matter of courtesy, to turn your mobile phones to silent.
- If there is an emergency and we need to leave the venue, please do so through the marked exits and follow the instructions of the venue staff.

The company's constitution prescribes a quorum requirement of three shareholders. As you can see, this requirement has been met. Accordingly, I declare the 2017 Serko Limited Annual Meeting formally open.

### **Order of Meeting Slide**

The items of business for this meeting and the resolutions to be considered by shareholders are contained in the Notice of Meeting. The Company Secretary has confirmed to me that the Notice of Meeting was sent to shareholders and other persons entitled to receive it on 28 July 2017.

The order of proceedings today is that I will briefly comment on the highlights of the last 12 months, followed by an address by Darrin Grafton (Chief Executive and Executive Director of Serko). There will then be an opportunity to ask questions following which we will attend to the resolutions. Shareholders will also have an opportunity to ask questions on each resolution. You will also have an opportunity to raise any matters of a general nature at the end of the meeting.

Proxies have been appointed for the purposes of this meeting in respect of approximately 51 million shares, representing approximately 69% of the total number of shares.

At the close of the meeting, we hope you will join us for refreshments. For those who wish to stay, we will also provide a demo of Serko Zeno following the meeting. Serko Zeno is our new corporate travel booking and expense management platform and incorporates a number of leading-edge features, which we have recently demonstrated to our key Travel Management Company partners and the industry more widely. Zeno has been well received and we look forward to its commercial launch during the second half of the current financial year.

The financial statements for the financial year ended 31 March 2017, together with the Auditors' report, are set out in the Company's 2017 annual report. The annual report was made available on Serko's website on 7 June 2017. Spare hard copies of the annual report are available in the registration area.

I would now like to introduce my fellow Directors – they are:

- Darrin Grafton – Executive Director/Chief Executive and Co-Founder of Serko;
- Claudia Batten – Independent Non-Executive Director;
- Clyde McConaghy – Independent Non-Executive Director;
- Bob Shaw – Executive Director/Chief Strategy Officer and Co-Founder of Serko.

Biographies for each director can be found on the Serko investor website.

I would also like to welcome the members of Serko’s management and staff in attendance, as well as our external auditors, Ernst & Young, and our lawyers, Flacks & Wong.

I will now review Serko’s activities and progress over the 12 months ending 31 March 2017 by way of a strategic overview, a review of our financial performance and a review of our governance activities. I will then turn to our current trading.

### **Strategy: Innovation and Growth Slide**

Serko is transforming the way businesses manage travel and expenses by concentrating on a three-pronged strategy of:

- Delivering market-leading technological innovations,
- Growing our customer base by delighting our TMC customers, our corporate users and being the Online Booking Tool of choice in the markets in which we operate, and
- Increasing average revenue per booking (ARPB) by offering added value functionality and content.

We have made good progress on all three fronts. More importantly, our success has contributed to significant improvements in financial performance in the 2017 financial year.

The results of these strategic initiatives will be covered in more detail later by Darrin. However, we will reference these strategic objectives throughout our presentations to demonstrate how various goals and achievements fit within our strategic framework.

### **ATMR Increasing Slide**

Before I get into the detail of the financial performance for the 2017 financial year, I would like to spend a little bit of time talking about how we measure success.

As we witnessed the Serko stock price decline to a low of 25 cents per share in April, we have grappled with how to better communicate our prospects and the confidence that we have in the future of the business. We were certainly concerned that we were being lumped in with failed or struggling tech businesses. Traditional backward-looking measures of financial performance were not adequately reflecting the significant cost savings we have made, in particular the benefits of integrating the Arnold platform. Nor did they reflect the momentum that we were seeing in terms of new customers being onboarded on to the platform by our TMC partners.

These traditional measures - although vitally important to assessing our success - do not contemporaneously demonstrate to you, our shareholders, the value that each new customer creates for the company nor the value of any incremental revenues we generate over and above standard transactional booking fees.

So, in line with the practices of other software-as-a-service companies, at our annual result in May, we introduced a new measure of ATMR or Annualised Transactional Monthly Revenue which we consider better communicates to you the company's current trading performance.

ATMR is calculated as average revenue per booking multiplied by the most recent month's transactions (each booking on our system is a transaction). The measure is then annualised and adjusted to remove the impact of currency fluctuations, allowing comparison to prior years.

The result is a measure that provides a useful 'real-time' indicator of the rate of recurring revenue growth.

We are not only experiencing very satisfactory growth in the number of transactions across our platforms, we are also benefiting from modest growth in the amount of revenue we generate from each transaction and this translates into an acceleration of revenue growth.

This graphic demonstrates this momentum. It shows ATMR over the 2016 and 2017 financial years. It uses smoothed measures of transaction growth, taking out seasonality affects.

ATMR at the end of March 2016, suggested that recurring revenues as at the end of March 2017 would be at least \$11.2 million. In fact, Serko's recurring revenues came in well ahead of that figure at \$12.9 million.

ATMR as at the end of March 2017 was up 37% on the prior year's figure to \$15.3 million.

The blue line illustrates the growth in ATMR before commissions, while the green line shows growth including commissions. As you can see the contribution is accelerating and we expect this to continue.

It is worth noting the growing contribution of the commissions we receive for additional content, such as the hotel bookings, airport transfers and rental car reservations that are added to the travel booking transaction fee and are core to our objective of increasing average revenue per booking.

Finally, you should note that the performance in the 2017 financial year represents an acceleration over the 2016 financial year, as illustrated by the gradient of the graph in the third and fourth quarters.

This, along with operational efficiencies that I will detail shortly, are contributing to our confidence that Serko will generate an EBITDA profit in the 2018 financial year. In fact, on the 18th of July we guided the market to 25-30% operating revenue growth and approximately \$1 million of EBITDA in the first half of the 2018 financial year.

### **Improvement in Key Measures Slide**

The traditional measures of Serko's financial performance also tell a strong story. We have had a very successful year reducing our losses. Transactions across our platforms grew 18% year-on-year, however this translated only to a 9% increase in total revenue to \$14.3 million.

Recurring revenues represented 91% of total revenue at \$12.9 million. Transaction revenue did not keep pace with transaction growth due to adverse currency impacts in the 2017 year and a higher level of minimum contractual payments recorded in the 2016 year.

Minimum contractual payments are received when a customer's actual transactions fall short of their contracted minimum. There were no significant revenue accruals for contracted minimums in the 2017 financial year therefore we do expect revenue growth to better reflect transaction growth. Meanwhile, we have largely hedged our net Australian Dollar exposure for the current 2018 financial year at an average rate of 93 cents.

Total income, including grants and other revenue sources, was \$15.4 million. Grant income for the year was \$1.1 million. In March, we announced our Callaghan Innovation R&D grant had been extended for a further 2 years at \$1 million per annum.

R&D spend was \$5.8 million, down 7% from the prior year. The capitalised portion was minimal at \$0.8 million, with the majority expensed, primarily as the initial stages of our development pipeline were more research focused. The effect of this accounting treatment is to reduce reported profit, however the lower intangible assets on our balance sheet and consequently reduced levels of amortisation mean that the expense base will be lower in the future than if we had capitalised.

Serko continues to advance its research into areas such as Artificial Intelligence and other frontier technologies. Nonetheless, in FY18, we expect that accounting rules will

require us to capitalise more development costs as we progress the final development stages of our soon-to-be-launched Serko Zeno platform.

Net losses Before Tax decreased 44% as a result of the aforementioned factors and the 10% reduction in Operating costs.

### **Enhancing Operating Leverage Slide**

Serko's largest expense, like all software-as-a-service companies, is remuneration. Therefore, a key measure of efficiency is average revenue per full time equivalent employee or FTE.

On this measure, Serko's performance improved 21% from \$101,000 to \$122,000 over FY17.

We have benefited from the integration of the Arnold Travel technology platform we acquired in 2015. The integration has allowed us to reduce staff numbers and hosting costs, while still growing transaction volumes and average revenue per booking.

With more than 50% of all Corporate Travel in Australasia now booked through the Serko platform, we are the undisputed leader in our home market and the content integrator of choice for the region.

In the true nature of a SaaS business, we expect to be able to grow revenue off a contained cost base, however we do expect to expand headcount in the second half to leverage growth opportunities in new markets.

### **Trading Outlook Slide**

In terms of current trading trends, we continue to maintain our previous guidance that we will achieve profitability in the 2018 financial year of approximately \$1 million EBITDA. We also expect to maintain a similar opening and closing cash position.

We are making good progress towards these goals. So far, we have recorded positive net profit before tax in all the months of the current financial year.

Revenue for the first half of the current financial year is expected to be 25-30% higher than the same period last year. ATMR continues to grow and ended the first quarter at \$15.6 million for the June month up 27% over the same period prior year.

Transaction growth is strong, with an 18% increase in travel transactions in the first quarter over the same period for the prior year. The number of active users using our expense services has increased 26% for the same period. Content revenues continue to add meaningfully to income and for the first half are expected to be more than double the result of the same period last year.

Typically, the second half of the financial year is weaker than the first due to the seasonal effects of low volumes of corporate travel in December and January. As I mentioned earlier we also expect to expand our headcount in the second half and therefore remuneration and benefit costs will be higher.

Accordingly, we expect both revenue and EBITDA in the second half of the 2018 financial year to be lower than the first half, but about break even at the EBITDA line.

Recent contract wins may transition onto the Serko platform over the course of the second half, and depending on timing, may represent an upside to our second half results.

Cash balances at July were \$4.3 million against \$4.5 million at 31 March 2017.

The timing of annual prepayments and 2017 performance remuneration payments in the first half of the year have resulted in a small decrease in cash balances.

### **Delivering Best Practice Governance Slide**

Finally, moving to the governance of the company. In the 2017 financial year we reviewed ourselves against best practice in many areas.

In particular, we continued to review board skills and mix alongside reviews of Serko's governance policies on share trading, diversity, culture and values. In-depth reviews have been undertaken on risk management including cyber security.

Serko is also assessing its ESG reporting requirements in line with the upcoming NZX Code change for next year requiring reporting on sustainability. We will be conducting a fresh assessment of our operations in regards to environmental, economic and social sustainability issues.

We have included more reporting in our Annual Report on our diversity goals and achievements. We note the improvement in this area with an appointment made in senior executive team of Susan Putt, CFO and the improvement in the mix of senior employees to close to 50/50 from 40/60 female to male ratio. Our remaining workforce has improved but is largely still a 40/60 split.

We take Health and Safety seriously. We identified an issue with respect to air quality in the city of Xi'an, China where we have an office which supports our customers after-hours, and contributes to maintenance and product development.

The pollution has the potential to affect the wellbeing of our staff and while we can't resolve the air quality issues, we reviewed a series of options and decided to open a second office in Foshan in Southern China which has superior air quality. We have relocated our senior executive and offered our Xi'an based staff the opportunity to move to Foshan. However, rather than closing the Xi'an office we continue to support staff who wish to stay in that region. As a side note, we are very pleased with the productivity of our team in China and may expand the size of that team over time.

We have also recently completed an Audit Tender process.

Ernst & Young have been Serko's auditors for five years and, consistent with the audit rotation requirements contained in the NZX Listing Rules, Serko had to appoint a new external auditor or lead audit partner for the audit of the FY18 financial statements. The Board took the opportunity to invite three leading audit firms to tender for the provision of audit services. Following this robust and competitive tender process, the Board today recommends Deloitte be appointed as Serko's new external auditor.

The Board wishes to take this opportunity to thank Ernst & Young for the audit services it has provided Serko for the past five years, including throughout Serko's listing on NZX in 2014.

At the same time as reviewing the Board's annual performance, the Board is also reviewing the fairness and reasonableness of non-executive director remuneration relative to the market. Factors taken into account include the time commitment and responsibilities of Directors more generally in the 3 years since fees were established as well as the specific responsibilities, time and travel commitments associated with being a NED on the Board of Serko – an international growth company. We need to remain competitive both locally and internationally. In light of the fact that the vast bulk of our revenue is derived from Australia and that we have growth aspirations in the Northern Hemisphere, it is important that we retain an Australian and a US-based director. Accordingly, the Board is considering in the coming months implementing an increase in non-executive directors' fees as well as the introduction of a committee chair fee for the chairman of each of Serko's standing Board committees being the Audit & Risk Committee and the Remuneration & Nominations Committee. This would have the effect of raising NED's fees in aggregate from \$190,000 to \$250,000 per annum, which remains comfortably inside of the current fee cap of \$350,000 and at the proposed levels would permit us to add an additional director should we need to without raising the cap.

The Serko board has discussed requiring approximately 15% of net annual remuneration to be invested in Serko shares. The shares would be acquired 6 monthly on market by an independent broker following the provision of the services and the release of half and full-year results each year. The Board believes this demonstrates directors' support in Serko's long-term strategy and ensures their interests are aligned with shareholders. We have discussed this proposal with several institutional shareholders who have indicated their comfort with this proposal. However, I wanted to raise this in the interest of transparency. I am happy to take questions or comments in the Q&A section following Darrin's speech.

The 2017 financial year has been a turning point for Serko. On behalf of the Board I would like to acknowledge and thank the entire Serko Team for their hard work and dedication to deliver to our financial goals, whilst also delivering high standards of customer service and innovation over the past year. Importantly all this was achieved in an environment with a strong health and safety record.

I'll now invite Darrin Grafton, CEO, to address you. At the conclusion of Darrin's presentation, we will invite questions before we move to the formal business of the meeting where you will also get the opportunity to ask questions on the particular resolutions.

## **CEO's Presentation**

### **CEO's Presentation slide**

Thanks Simon. Welcome everyone, I would first like to introduce you to our new members of the leadership team and I will then cover some background on Serko as we've found it very useful to revisit this for investors that are new to the company. I will conclude by covering off the key strategic initiatives over the last year along with our focus for the current year.

### **Strengthening the Executive Bench slide**

We have added key strength to our executive ranks such that we are in a stronger position to pursue our regional and global growth aspirations. In addition to welcoming Susan Putt as our CFO, we have taken the opportunity to create a new Chief Operating Officer role and recruited Charlie Nowaczek into that role.

Susan was appointed to the permanent position of CFO in January, having filled the role on a contract basis since last September. Charlie joined us in February from the USA. Both bring international experience and have already proven effective in delivering results for Serko.

This has permitted us to re-deploy existing resources within the business and given me more time to work on expanding Serko's opportunities.

### **10 Years of Growth Slide**

As shown in our opening presentation Serko had its 10-year anniversary in May. Although it really started earlier than that with Bob and I and our involvement in Interactive Technologies in 1995 – the predecessor of Serko.

Serko was incorporated in 2007 upon the purchase of travel booking assets when Gullivers Travel was purchased and delisted. We then rebuilt the technology into what Serko Online is today.

Prior to the listing in 2014, Serko acquired Incharge Expense Management System, which has now become Serko Expense. We then acquired Arnold Travel Technology from Expedia/Wotif Group in 2015.

This year we were again a finalist in both the Hi-Tech and Export Services Company of the Year awards and have been recognised in a number of other industry awards.

Over our 10-year history we have demonstrated our ability to grow despite often adverse economic conditions. We now transact more volume of transactions per month than we did for the total 2011 year. Today our revenues have grown to over \$14 million from under \$3 million in 2011.

When we listed on the NZX in 2014, we had just 20% of the Australasian corporate travel booking market, and now today we have greater than 50% and are still growing. At IPO we forecasted 68% of our revenue would be from Transaction Fees that year. Now over 90% of our revenue is derived from transaction fees and other sources of recurring revenue.

We really are excited about our future and are aiming to repeat this success in the next ten years.

### **What is Serko? Slide**

Serko is a SaaS or cloud-based corporate travel and expense management solution provider.

Our purpose remains to transform the way businesses manage travel and expenses. We aim for our customers to travel stress-free, and always remain compliant with

their company's corporate travel policies and guidelines. We help corporates to manage their policies, travel budgets and assist travellers to be more productive.

We do this through our enterprise travel platform booking tool, Serko Online, serko.travel for SMEs, Serko Expense and Serko Mobile.

### **Serko – Partners with TMCs to Deliver Solutions to Blue Chip Corporates Slide**

We continue to see a large addressable market opportunity. The global corporate travel market is worth in excess of US\$1.2 trillion of Total Transaction Value or TTV.

Within Australasia, the corporate travel market is about US\$32 billion of which \$15 billion is related to the SME market, 10 billion of the 15 billion is via personal card spend.

Serko addresses the enterprise market in Australasia with its current technology platform, Serko Online and offers an option for SME with its serko.travel offering or the TMC partners white label versions.

Our customers, which include blue chip corporates such as the Queensland Government, Fonterra and ANZ, transact over Serko's enterprise platform - Serko Online - in conjunction with their Travel Management Company (TMC) of choice.

Serko provides an independent online booking tool, enabling corporates to continue to use Serko even if their fulfillment needs change.

We partner with over 50 Travel Management Companies or Groups in Australia and New Zealand, including Flight Centre, Carlson Wagonlit, ATPi Voyager, AmexGBT, HRG, Helloworld and Magellan Group. Together we have corporate customers covering 2.75 million users and travellers using our solution.

Most of Serko's revenue comes from Australian sources. But we are expanding with our reseller partners into areas outside of Australia and New Zealand including Hong Kong, Singapore and India. We are now looking at the Northern Hemisphere market and I will talk about that shortly.

### **How Serko Generates Revenue Slide**

When Serko first started it received a booking fee for each travel transaction or an active user fee for the expense platform.

Serko has expanded its offering to include content that has not traditionally been available to our travel agency partners or their corporate customers via a managed online platform. Serko now gets supplier commissions when a traveller books those additional content services on top of air travel such as hotels, taxis, rental cars and meals. Serko will continue to add complementary travel content suppliers that benefit both Serko and our resellers to move the un-managed parts of travel into a connected eco-system that generates revenue for both parties.

We also gain additional income through having those users use our mobile app for travel and expense.

This ability for Serko to expand its revenue sources has and will provide further opportunities for growth which I will cover off later in my presentation.

### **Strategic Focus Slide**

As Simon mentioned, our strategy has three core elements:

- We aim to deliver market-leading technological innovations to underpin our platform for global expansion. We are aiming to provide premium, globally-integrated, and competitive solutions.
- We seek to grow our customer base through strategic alliances in all our territories. A key focus over the last couple of years has been to expand our reach into the currently under-served small and medium enterprise market.
- We seek to grow our average revenue per booking. We are doing this by adding additional content choices such as hotels, transfers and meals to the core travel booking offer.

It is our actions and initiatives in pursuit of these core strategies that will result in value creation over coming years. I will go through each in the next set of slides.

### **Investing in Innovation Slide**

We have invested \$5.8 million into R&D for the year compared to \$6.3 million for the prior year. However, we have been able to get more bang for our buck as our developers have become more efficient.

Major technology releases for the Serko ecosystem for this year include:

- Predictive booking on our mobile app.
- Expense submission via the mobile app with a smart receipt reader.
- Ability to use virtual credit card payments through the Conferma platform for seamless and secure travel purchasing.
- And Serko.travel, as demonstrated last year.

We also have spent time researching and preparing our new premium offering, Zeno, for launch in the current financial year which I will cover in the next slide.

To expand our product offering globally, we needed a technology infrastructure that could quickly scale. Serko was a foundation customer for Microsoft Azure. Our early move to Azure has allowed us to concentrate our efforts on software development rather than infrastructure systems. It has also allowed us to gain an early-mover advantage with technologies such as advanced cognitive and artificial intelligence services.

Serko's unique position in the cloud allows our customers to store their data regionally based on regional privacy standards. Our systems also set standards of up-time, ensuring our customers can transact whenever they wish.

### **Innovating for the Future Slide**

Serko Zeno, a premium travel management platform to be offered alongside our existing Serko Online platform, has been a key focus of our innovation efforts over the last year and the current year.

Due for launch later this financial year, it will become the corporate booking hub for travellers - creating the world's first connected marketplace for travel, focusing on how we fly, stay, move, eat, work, play and rest while travelling.

Zeno will display this content the way suppliers of these services wish to have them displayed. It will include features such as a door-to-door predictive booking service that will enhance travellers' ability to book travel and make changes, all within a company's corporate travel policy.

It will also offer corporates the information they need to ensure they are discharging the duties of care they owe to employees travelling on their behalf.

Zeno already features predictive booking via a recommendation engine and this will move to artificial intelligence with the use of the ASK ZENO service.

Combined with Serko Expense and serko.travel for small and medium businesses, it will give us an integrated, globally competitive offering from which Serko can expand its customer base.

Later, if you wish to stay for a product demo, I will show our new Zeno platform and give you a peek at the power of artificial intelligence in booking corporate travel.

### **Growing Our Customer Base FY17 Slide**

As we mentioned, Serko is transacting well over 50% of corporate travel in Australia and New Zealand. We also achieved an 18% increase in bookings in the 2017 financial year.

We have announced several strategic initiatives throughout FY17 to continue this growth and are still currently onboarding large new customers from TMC

agreements signed in prior years. This onboarding of new customers will continue to contribute to growth.

We announced our strategic relationship with Sabre, the global travel booking distribution service, at last year's Annual Meeting. Under the terms of the deal Sabre is closing down its old booking tool within the region and moving customers onto Serko. As Sabre migrates its customers any delay is managed by minimum level contractual commitments that underlie Serko's FY18 forecasts.

In July 2017, Serko signed an agreement with Air New Zealand to make rich content and other services, which are only available across their consumer site, available to the wider corporate market including 'status' and 'loyalty'. The booking experience for customers will be much the same as the current Air New Zealand consumer site. Development of this interface has now commenced.

Under the Air New Zealand deal their TMC, Tandem, will migrate most of their customers over to Serko. These customers were already scheduled to transition to Serko under the Sabre contract as they are mutual customers of both Serko and Sabre.

We have signed new TMC reseller agreements with the Helloworld and Magellan Group and these are also contributing to growth.

Bookings on serko.travel continue to grow month on month. We have so far achieved more than 1500 registrations and we are working with the Helloworld and Corporate Traveller TMCs to launch white labels of our solutions under their own brands.

### **Growing our Customer Base – FY18 Slide**

The revolution we are seeing in the development of travel booking technology is a global phenomenon and Serko intends to be at the forefront of change. Together with our strategic partners, we are now looking to expand into other territories.

It is through global expansion – growing our customer base and increasing the volume of transactions – that our software as a service model delivers for shareholders. We

aim to grow revenue while containing costs as we leverage the scalability our operating model.

We are focused on expansion in Asia as well as developed Northern Hemisphere markets and will look for opportunities in FY18 and FY19 to grow.

Serko, with its well-established Australia and New Zealand businesses, is well placed to fund these global growth aspirations organically.

After assessing the technology and content required to operate successfully, Serko is now comfortable that our own technology stack is sufficiently well-advanced to compete. We have the support of both customers and resellers to move forward within this region and see this as an exciting step towards the global use of our platform for travel and expense.

#### **Growing ARPB FY17 Slide**

Serko enters a virtuous circle if we can grow both the number of customers and the amount each customer spends per booking.

A key initiative to grow the average revenue side of the equation was the introduction to Serko Online and serko.travel of content from Expedia, EAN, Booking.com and Wotif in FY16.

As at 31 March 2017, 5% of bookings included additional content such as hotels and rental cars and this trend has been a key driver of the 7% increase in ARPB in the 2017 financial year.

#### **Growing ARPB FY18 Slide**

This year we have signed deals to build connections with the hotel booking sites Hotel Hub and HRS. With the addition of these content providers we are now one of the largest metasearch corporate hotel hubs in the world.

As mentioned earlier, the recently announced deal with Air New Zealand will give corporate travellers access to previously-unavailable Air New Zealand content.

Meanwhile, we will continue to add more content including dining and transportation options and other traveller services as they become available.

Finally, we expect Zeno to lift average revenue per booking as it will be offered at a higher price point than Serko Online, reflecting the level of investment we have made in bringing this to market and the next level of savings along with the advanced features it will offer to corporates.

### **Strategic Summary Slide**

So, to recap, Serko is well positioned to prosper this financial year and beyond.

The launch of Zeno later this year will provide a material enhancement to the Serko travel and expense booking ecosystem. Combined with Serko Online, Serko.travel and our mobile and expense platforms, we will have a leading edge globally competitive suite of services serving businesses ranging from the world's largest corporates through to small and medium sized businesses.

Through our partnerships with some of the world's largest travel management companies and others we will expand our customer base through strategic alliances and reach unserved markets.

Our technology is now ready to scale out beyond Asia and we are now active in advancing both reseller and content deals globally.

And all of this will add to Serko's revenue and importantly the returns to you, our shareholders.

I will hand back to Simon. Thank you.

ENDS