

The logo for serko, featuring the word "serko" in a white, lowercase, sans-serif font. The background is dark with faint, stylized cloud patterns.

serko

Annual Shareholders Meeting – 19 August 2020

Chairperson Welcome

Claudia Batten (Acting Chair)



SERKO'S BOARD



Claudia
Batten



Simon
Botherway



Clyde
McConaghy



Darrin
Grafton



Bob
Shaw

ORDER OF MEETING

Chairperson
Address

CEO
Address

Shareholder
Q&A

Formal
Business &
Resolutions

General
Business



Chairperson Address

Claudia Batten

OUTLOOK



- Well positioned for growth when trading conditions improve and the travel industry starts to recover. Timing of recovery remains uncertain.
- Unable to forecast operating revenue for the 2021 financial year with any certainty.
- Anticipate our core Australasian markets will be operating at between 40%-70% of their pre-Covid levels by March 2021, dependent on further lock-downs.
- Continue to target average monthly cash burn of no more than \$2 million per month, to conserve cash reserves. As at 31 July 2020, Serko had net cash and cash equivalents of \$36 million.
- At this stage we do not need to raise any further capital but we will continue to monitor both our cash burn and capital requirements relative to our growth opportunities.



Chairperson Address

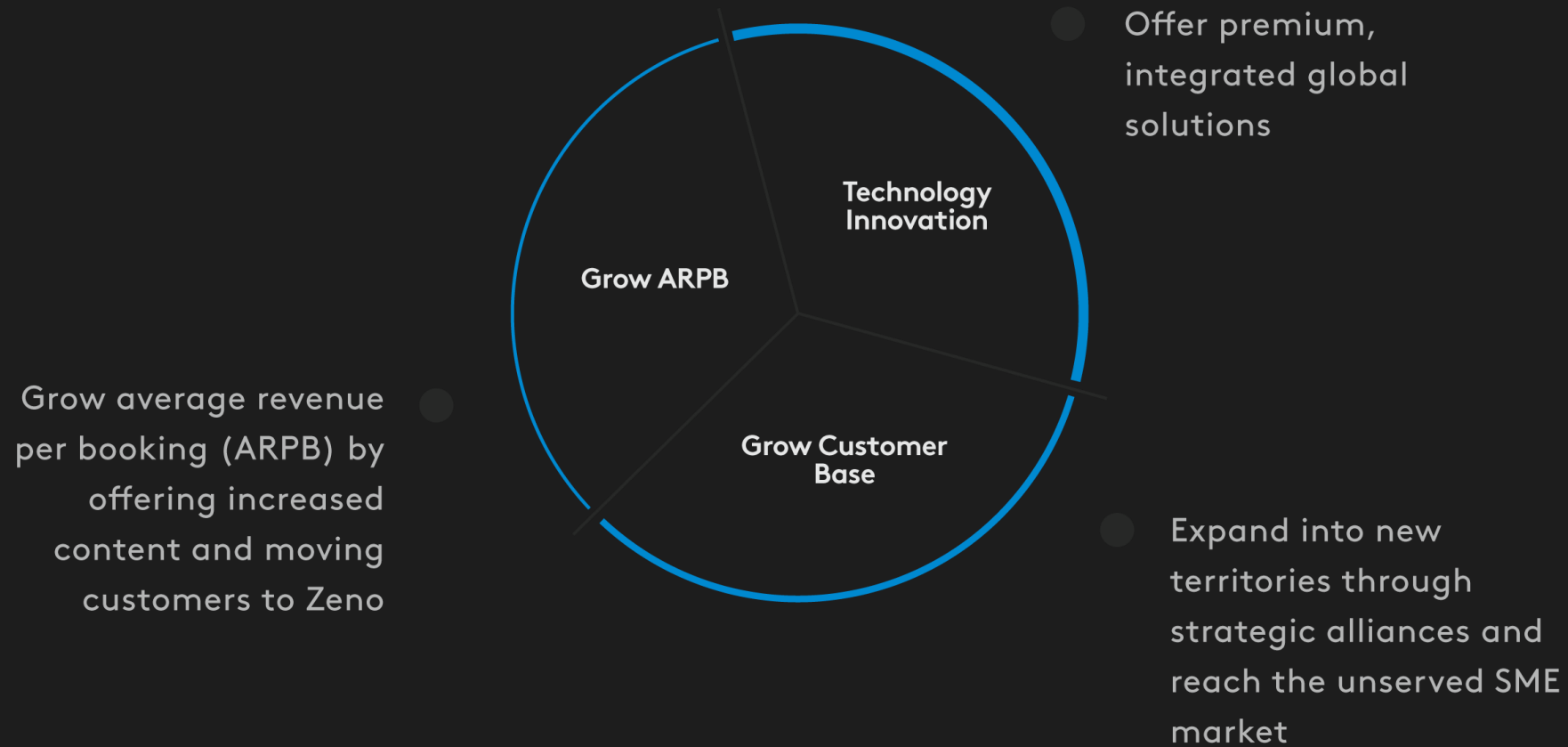
Claudia Batten

CEO Presentation

Darrin Grafton



SERKO STRATEGIC GOALS



AUSTRALASIA MARKET



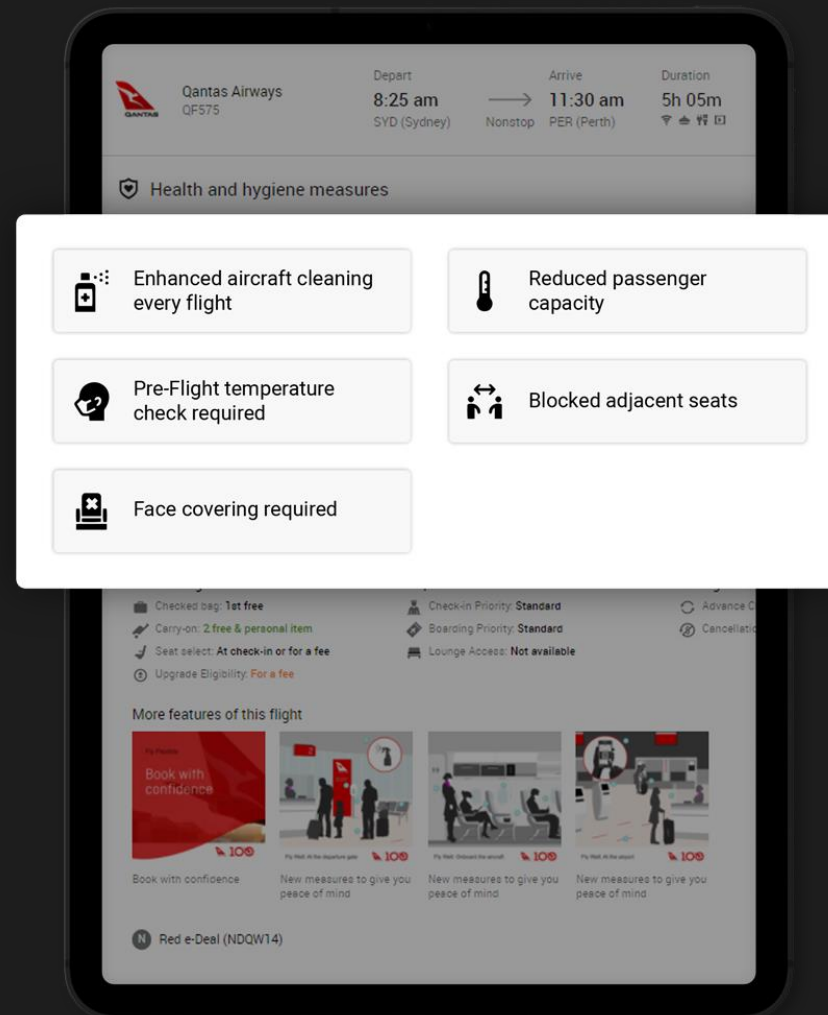
Sustain and grow our existing TMC reseller partnerships.



Booking volumes returning to normalised levels over time.



Increase the average revenue per booking (ARPB) over time.



*Note: Bookings have subsequently materially reduced as a result of Covid-19.

** Comparing February 2019 and February 2020 (the peak month each year)

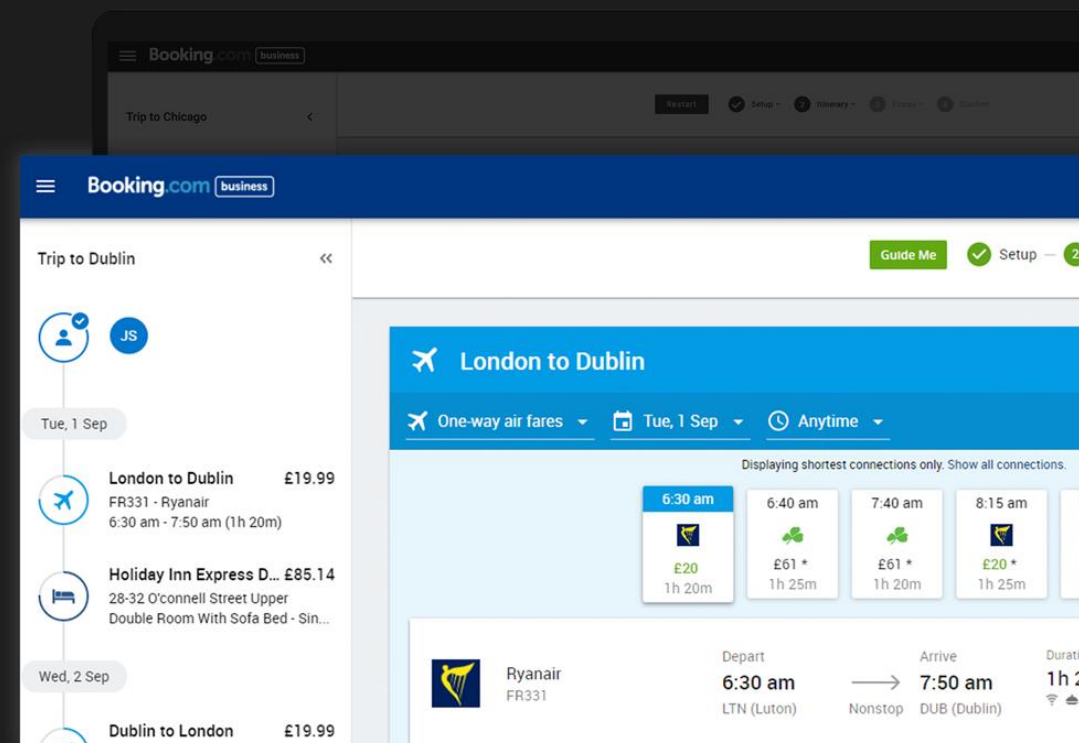
BOOKING.COM AGREEMENT



Booking.com for Business powered by Zeno is now live with pilot customers in UK and Ireland. It's about to launch in Germany.



Serko is investigating a faster migration plan to roll-out to additional countries in partnership with Booking.com.



NORTH AMERICA



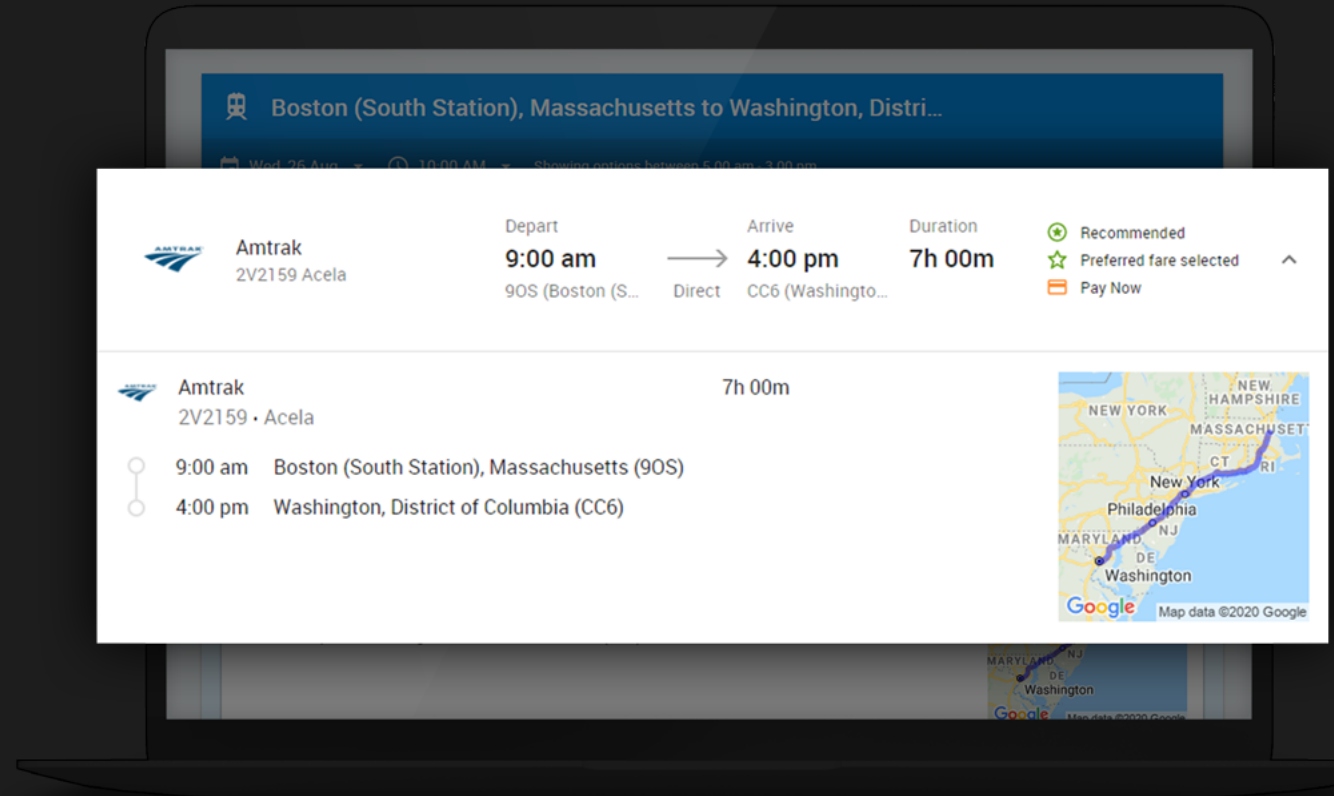
We added three new Travel Management Company resellers, to make a total of eight, and two new Zeno Expense channel partners.



We have our first live customers and the focus going forward is on building a solid pipeline of transacting customers.

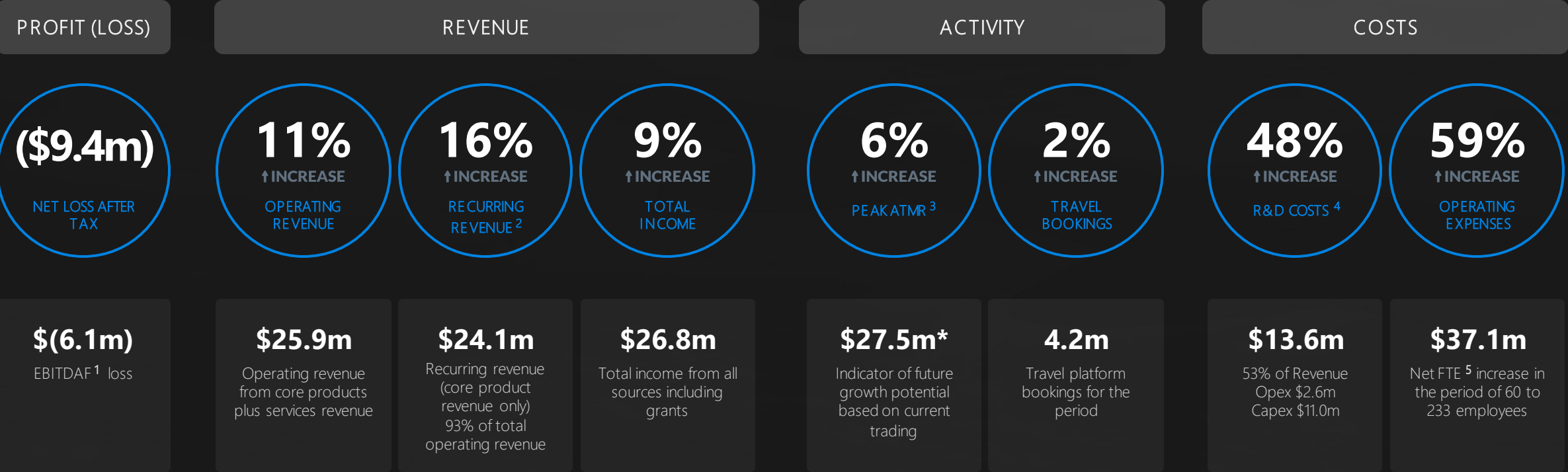


Booking activity is extremely subdued due to lockdown restrictions in market and Travel Management Reseller sales activity has slowed.



PERFORMANCE DASHBOARD – FY20

FY20 VS FY19



Notes 1 – 5: Refer to Appendix for definitions.
*Note: ATMR has subsequently reduced materially as a result of Covid-19

OUR PEOPLE & CAPABILITY



Jonathan Starkings

HEAD OF BOOKING.COM
INITIATIVE



Sarah Miller

COMPANY SECRETARY



Duanne O'Brien

CHIEF TECHNOLOGY
OFFICER



Nick Whitehead

CHIEF MARKETING
OFFICER



Foundations of the path to
\$100m revenue



**Sustain and
Grow ANZ:**

Invest in content &
capability to capitalize
on the return to travel



**Booking.com
for Business**

Successfully complete
customer migration



**North
America**

Activate this market
through multiple
channels

QUESTIONS



FORMAL BUSINESS & RESOLUTIONS

AUDITOR REMUNERATION

Ordinary Resolution 1

That the directors are authorised to fix the fees and expenses of the auditor of Serko Limited



RE-ELECTION CLAUDIA BATTEN

Ordinary Resolution 2

That Ms Claudia Batten be re-elected as a director of Serko Limited



CONDUCT POLLS

PROXIES RECEIVED ON EACH RESOLUTION

Resolution 1	FOR	AGAINST	ABSTAIN	PROXY DISCRETION
	57,571,947 99.52%	0 0%	442	277,218 0.48%
Resolution 2	FOR	AGAINST	ABSTAIN	PROXY DISCRETION
	56,755,891 98.11%	816,498 1.41%	0	277,218 0.48%

GENERAL BUSINESS

THANK YOU