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ASX RELEASE

Corporate Travel Management reports full year FY17 profit,
Releases FY18 Profit Guidance

FY17 Results Highlights:

Total Transaction Value (TTV) (unaudited)	\$4,161.9m	Up 16%
Revenue and other income	\$325.9m	Up 23%
Underlying EBITDA ^{1*}	\$98.6m	Up 43%
Statutory NPAT ² (attributable to owners of CTD)	\$54.6m	Up 29%
Underlying NPAT ^{2**} (excluding acquisition amortisation)	\$67.0m	Up 42%
Statutory EPS ³	53.5 cents per share	Up 24%
Underlying EPS ^{3**} (excluding acquisition amortisation)	65.8 cents per share	Up 36%
Full Year Dividend (Fully Franked)	30 cents per share	Up 25%

FY18 Guidance Underlying EBITDA range of 120-125m (22.0-27.5% growth on p.c.p.)

* Underlying EBITDA is before one-off net revenue items and acquisition costs.

** Underlying NPAT and Underlying EPS excludes non-cash amortisation relating to acquisition accounting

¹ EBITDA (Earnings Before Interest Depreciation and Amortisation). EBITDA is not an IFRS measurement.

² NPAT (Net Profit After Tax)

³ EPS (Earnings Per Share)

Corporate Travel Management (CTM, ASX Code:CTD), today announced its full year profit for 2017.

In commenting on the full year results, CTM's Managing Director, Jamie Pherous said: "We have delivered another great result despite challenges in the global economy. Each region in our network grew significantly above market, demonstrating that our business model and strategic investment decisions are working well for our clients and investors.

These results support the strategy that we have taken to build a global network and apply the CTM business model around winning and retaining customers, driving internal automation and client innovation and ensuring high staff engagement and client satisfaction.

We have continued to expand through increasing market share. Organic growth contributed approximately \$16 million to profit growth, reflecting the efforts of our hard-working team to win and retain clients, including multinational clients who have recognised our international capabilities.

Growing market share and the integration of international acquisitions has allowed CTM to achieve an underlying EBITDA of \$98.6 million, representing 43% growth on the previous year, reflecting the Company's prudent focus on delivering value during its expansion. On a constant currency basis, underlying EBITDA was \$104.0 million up 51%, demonstrating the strength of the underlying business.

Highlights by region:

	CTM Consolidated			Australia & New Zealand			North America			Asia		Europe		Group				
	Jun-17	Jun-16	% change	Jun-17	Jun-16		Jun-17	Jun-16		Jun-17	Jun-16	Jun-17	Jun-16	Jun-17	Jun-16			
Reported (AUD)	\$m	\$m		\$m	\$m		\$m	\$m		\$m	\$m	\$m	\$m	\$m	\$m			
TTV	4,161.9	3,587.1	16%	962.3	848.6	13%	1,309.9	867.0	51%	1,301.1	1,532.8	(15%)	588.6	338.7	74%	0.0	0.0	
Revenue	324.4	260.9	24%	91.5	76.9	19%	126.7	77.2	64%	56.7	69.1	(18%)	49.2	37.2	32%	0.3	0.5	
Underlying EBITDA	98.6	69.0	43%	36.3	28.3	28%	35.9	21.2	69%	18.1	21.3	(15%)	18.4	6.1	202%	(10.1)	(7.9)	28%
EBITDA / Revenue Margin	30.4%	26.4%																
CONSTANT CURRENCY^a																		
TTV	4,370.4	3,587.1	22%	962.3	848.6	13%	1,357.8	867.0	57%	1,349.0	1,532.8	(12%)	701.3	338.7	107%	0.0	0.0	
Revenue	341.1	260.9	31%	91.5	76.9	19%	131.3	77.2	70%	59.0	69.1	(15%)	59.0	37.2	59%	0.3	0.5	
Underlying EBITDA	104.0	69.0	51%	36.3	28.3	28%	37.2	21.2	75%	18.7	21.3	(12%)	21.9	6.1	259%	(10.1)	(7.9)	28%

^aConstant currency reflects June 2016 as previously reported. June 2017 represents local currency converted at FY2016 average foreign currency rates

ANZ:

Underlying EBITDA \$36.3 million up 28% on the p.c.p.

- Winning market share through record new client wins and retention.
- Significant client adoption of CTM SMART Technology suite, with 80% of all client transactions online.
- EBITDA margin expansion due to seamless end-to-end automation and integration with travel consultants.
- Mature management team executing to plan.
- Historically high staff engagement, client satisfaction.

North America:

Underlying EBITDA \$35.9 million up 69% on the p.c.p. On a constant currency basis, underlying EBITDA up 75% to \$37.2 million

- A strong year via combination of client wins, integration success, leveraging scale.
- 2HFY17 client activity decline as uncertainty on US tax and infrastructure initiatives stalled
- Large one-off client project in 2HFY16 contributed \$1.5m EBITDA in the p.c.p.
- Travizon, Boston servicing a large portion of new US client wins due to expertise in global client management.

Asia:

Underlying EBITDA \$18.1 million down 15% on the p.c.p.. On a constant currency basis, EBITDA \$18.7m, down 12%

- Tough year from headwinds outside CTM control (ticket prices, China), reducing supplier payment revenue, previously flagged in 1HFY17.
- Closed-down and sold off non-core divisions to focus on corporate, B2B, with \$0.9m gain on disposal excluded from underlying EBITDA.
- Benefiting from global footprint through servicing and leading global business wins. Underlying business performing well.

Europe:

Underlying EBITDA \$18.4 million up 202%. On a constant currency basis, underlying EBITDA up 259% to \$21.9 million.

- An excellent year due to execution by applying CTM business model
- Integral role to CTM group's success in regional and global client wins.
- Redfern acquisition - early success in expanding value proposition (organic sales) and automation across rest of EUR business.
- Over 62% of all client transactions on-line (FY16: 30%).
- Yield decline offset through leveraging automation and scale benefits and the combination of Redfern, translating into higher EBITDA margin.

CTM Group:

With the global network largely complete, CTM has won significant global clients which has been primarily due to the Company's global network and its award winning SMART technology suite.

The CTM network provides localised service solutions in more than 70 countries, employing over 2,200FTE.

The Group remains committed to delivering superior results for clients through a consistent value proposition, including innovative customer facing technology solutions underpinned by a highly personalised service offering, and delivering a return on investment to our clients.

CTM's technology is established across all regions, with a large flow of future developments scheduled for FY18.

Employees remain central to the Group's ongoing success, and surveys of staff engagement continue to outperform benchmarks.

The Group's operations have been peer-recognised for industry-leading performance, including Best Travel Management Company in Australia, Asia and Europe for 2017. CTM North America winning Travel Weekly Magellan Awards for Overall Travel Agent Innovation.

CTM's most recent acquisitions, Redfern Travel, Bradford UK and Andrew Jones Travel in Tasmania bolsters the Group's presence and scale and will make a full year contribution in FY18.

The CTM Board has declared a fully franked final dividend of 18.0 cents per share to be paid on 5th October 2017:

Dividend ex date	7 September 2017.
Dividend record date	8 September 2017.
Dividend payment date	5 October 2017.

FY18 Guidance

CTM expects full year underlying EBITDA to be in the range of \$120-125 million, representing 22.0-27.5% growth on p.c.p.

Assumptions on Guidance:

1. Foreign Currency cross-rates average USD76c/GBP60p during the year.
FX sensitivity upon EBITDA:
 - for every +/- USD1c movement = approximately +/- AUD\$1.0m EBITDA annually; (assumes HKD and USD pegged)
 - for every +/- GBP1p movement= approximately +/- AUD\$0.6m EBITDA annually
2. Assume flat client activity globally.
3. Excludes any future potential acquisitions.

Please refer to the Investor presentation for a detailed analysis of the FY17 results and FY18 outlook.

CTM will be conducting a Webinar at 9:00am on Tuesday 22nd August 2017 AEST, to discuss the full year results. To participate in the Webinar please follow this link: **CLICK HERE**.

About CTM

CTM is an award-winning provider of innovative and cost-effective travel management solutions to the corporate market. Its proven business strategy combines personalised service excellence with client facing technology solutions to deliver a return on investment to clients. Headquartered in Australia, the company employs more than 2,200 FTE staff globally and provides local services solutions to clients in more than 70 countries.

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