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**FY14 Half Year Result Presentation**  
**Supplementary slides**

# Post result: Frequently asked questions



1. For financial modeling purposes, is FLT's actual or underlying PBT the most appropriate measure?
2. How does the FX loss that is included in FLT's 1H results arise?
3. How will this year's extended Easter holiday period affect FLT's results?

## FAQs: Underlying v actual results

- FLT believes underlying PBT provides a truer reflection of its 1H performance
- Systems improvement during the 1H means FLT can now recognise an additional component of margin at point of sale – rather than after the customer has travelled
- This means this year's 1H and 2H results will include some earnings that previously would have been recognised during future periods
- Actual 1H PBT included \$8.7m in “brought forward” earnings – most would normally have been recognised during 2H
- 2H gain cannot yet be quantified – most will relate to travel early in 1H of FY15
- After this year, results will be “normal” – no impact on future years' results

## FAQs: FX losses

- \$11.7m in FX losses included in FLT's 1H accounts
- \$2.8m relates to "bringing forward" earnings
- Balance represents loss of earnings on "unhedged" component of payments due to overseas suppliers
- FLT historically hedged 70% at point of transaction and left 30% unhedged – led to significant gain last year
- Currently hedging 100%

# FAQs: The Easter effect



- FLT recognises revenue when the customer pays in full – not when the customer travels
- Company will, therefore, benefit from an uplift in April holiday travel in earlier months (when bookings are made)
- Extended holiday periods can correspond with slower trading conditions – difficult to predict impact Easter 2014 will have