

Financial Results for the quarter ended 31 December 2000

do something lastminute.com

Brent Hoberman

Chief Executive Officer

do something lastminute.com

On Track to Profitability

'000s	Quarter ended 31 Dec 2000	Quarter ended 31 Dec 1999	Growth
Total Transaction Value	£20,233	£4,255	4.8 x
Gross Profit	£2,779	£350	7.9 x
Gross Margin	13.7%	8.2%	Up 5.5 percentage points

Key Metrics on Plan

'000s	Quarter ended 31 December 2000	Quarter ended 30 September 2000	Growth
TTV	£20,233	£13,187	53.4%
Gross Profit	£2,779	£1,332	108.6%
Subscribers	2,860,736	2,850,678	0.4%
- HTML	2,261,530	927,620	143.8%
Customers ¹	234,549	156,196	50.2%
Items sold	160,819	108,188	48.6%
Net loss ²	£11,708	£9,471	23.6%
Operating cash outflow	£11,415	£13,504	-15.5%

¹ Only includes Degriktour's unique customers since 1 October 2000

² Excluding amortisation of goodwill

do something **lastminute.com**

Highlights

- Another quarter on plan
- Conversion* increased from 5.5% to 8.9% for the Group
- First quarter gross profit margin increases from 10.1% at 13.7%
- Reduction in operating cash outflow
- lastminute.com/Degriftour most visited travel site in UK and France

* Conversion defined as cumulative customers since inception/ registered subscribers at period end (excluding those applicable to JVs)

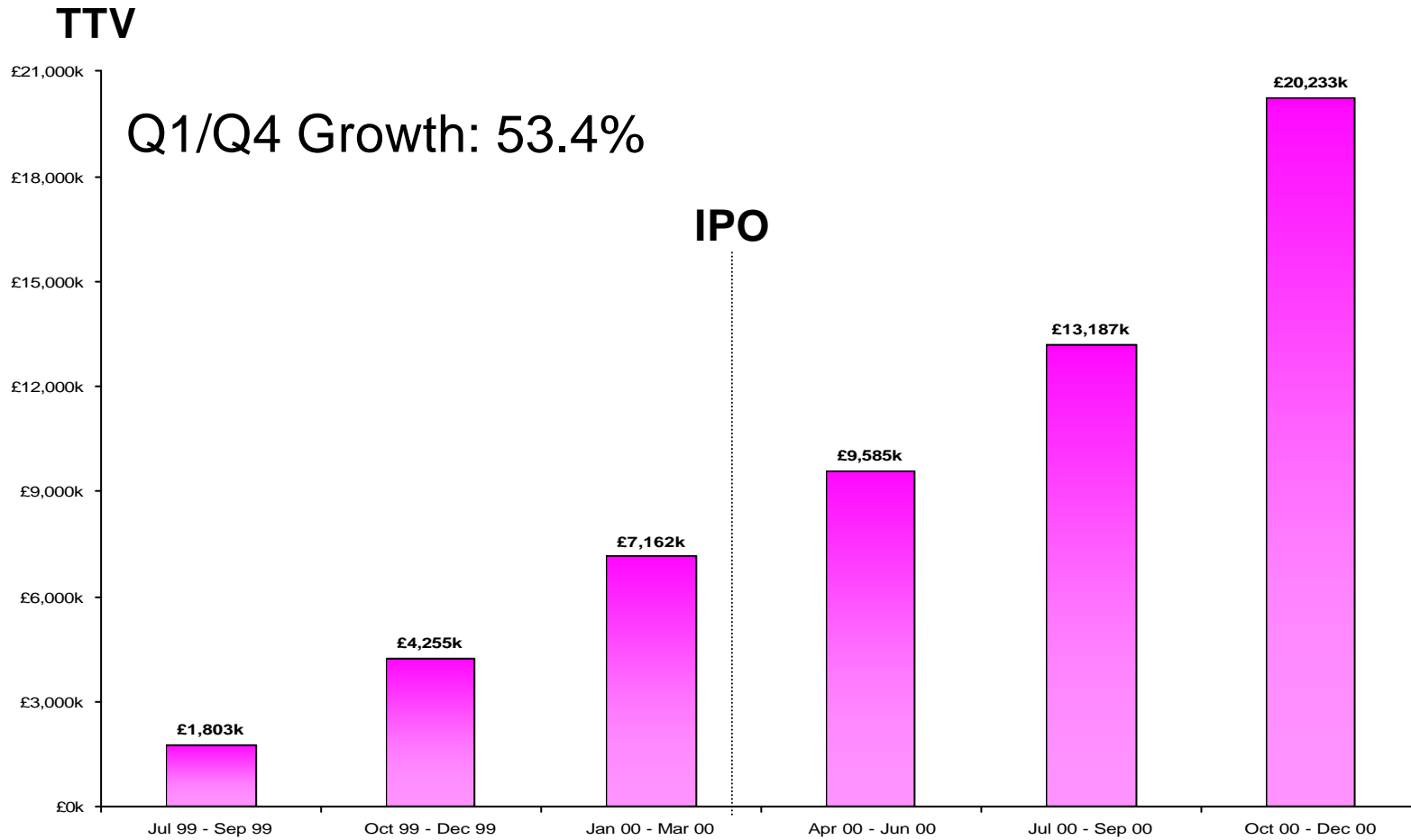
do something **lastminute.com**

Julian Culhane

Chief Financial Officer

do something lastminute.com

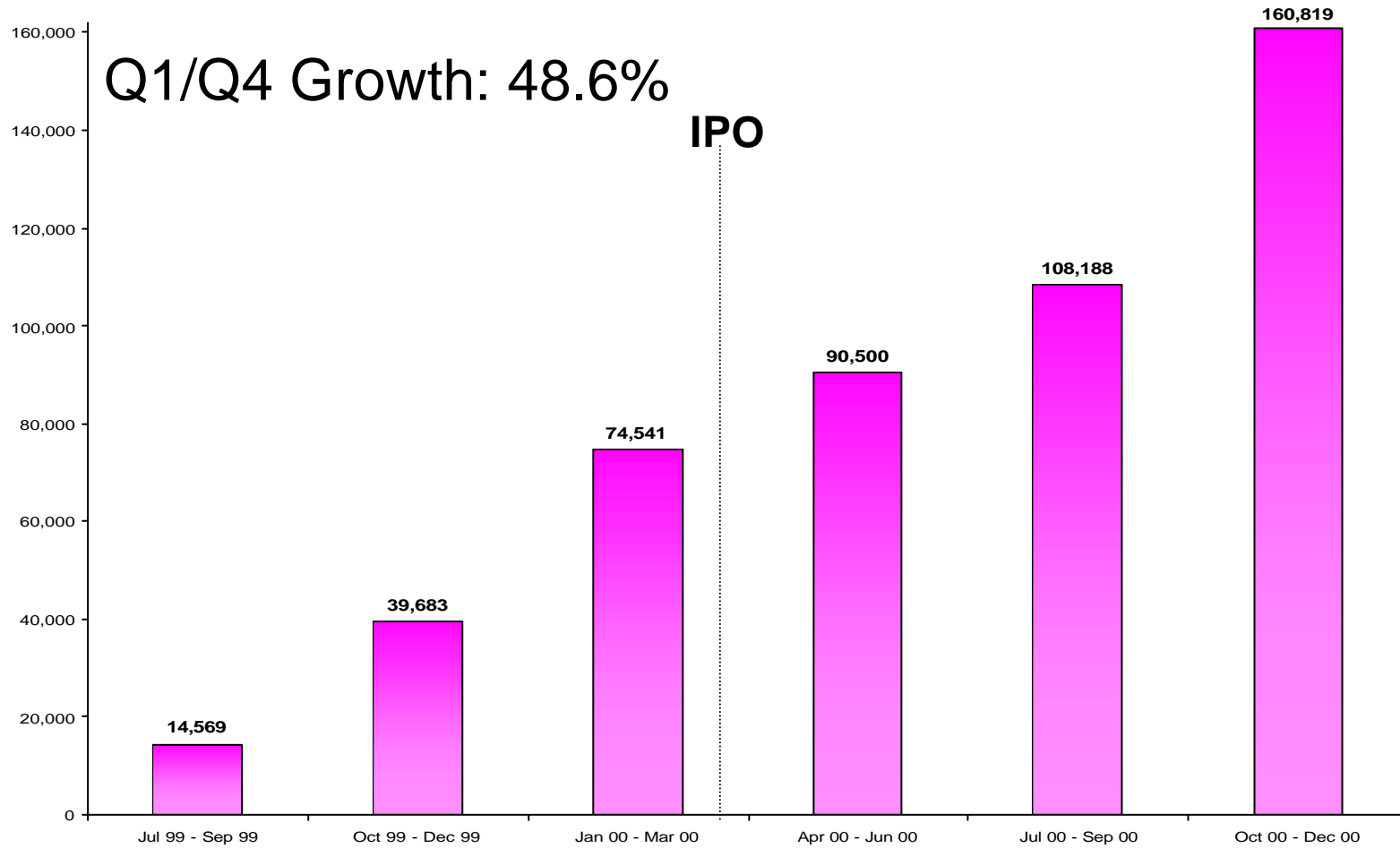
Total Transaction Value



* excluding VAT and airport taxes

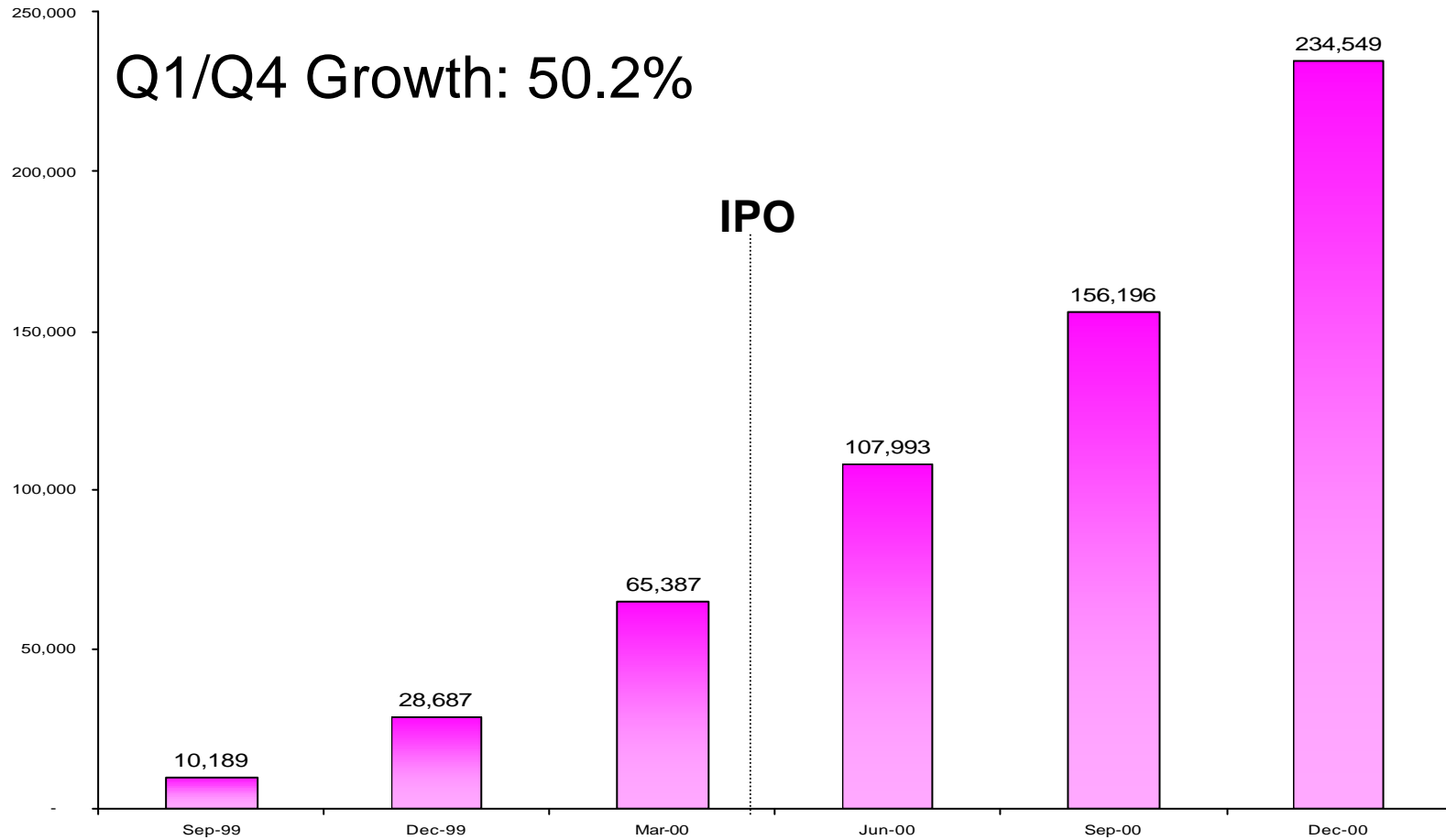
do something lastminute.com

Items Sold



do something lastminute.com

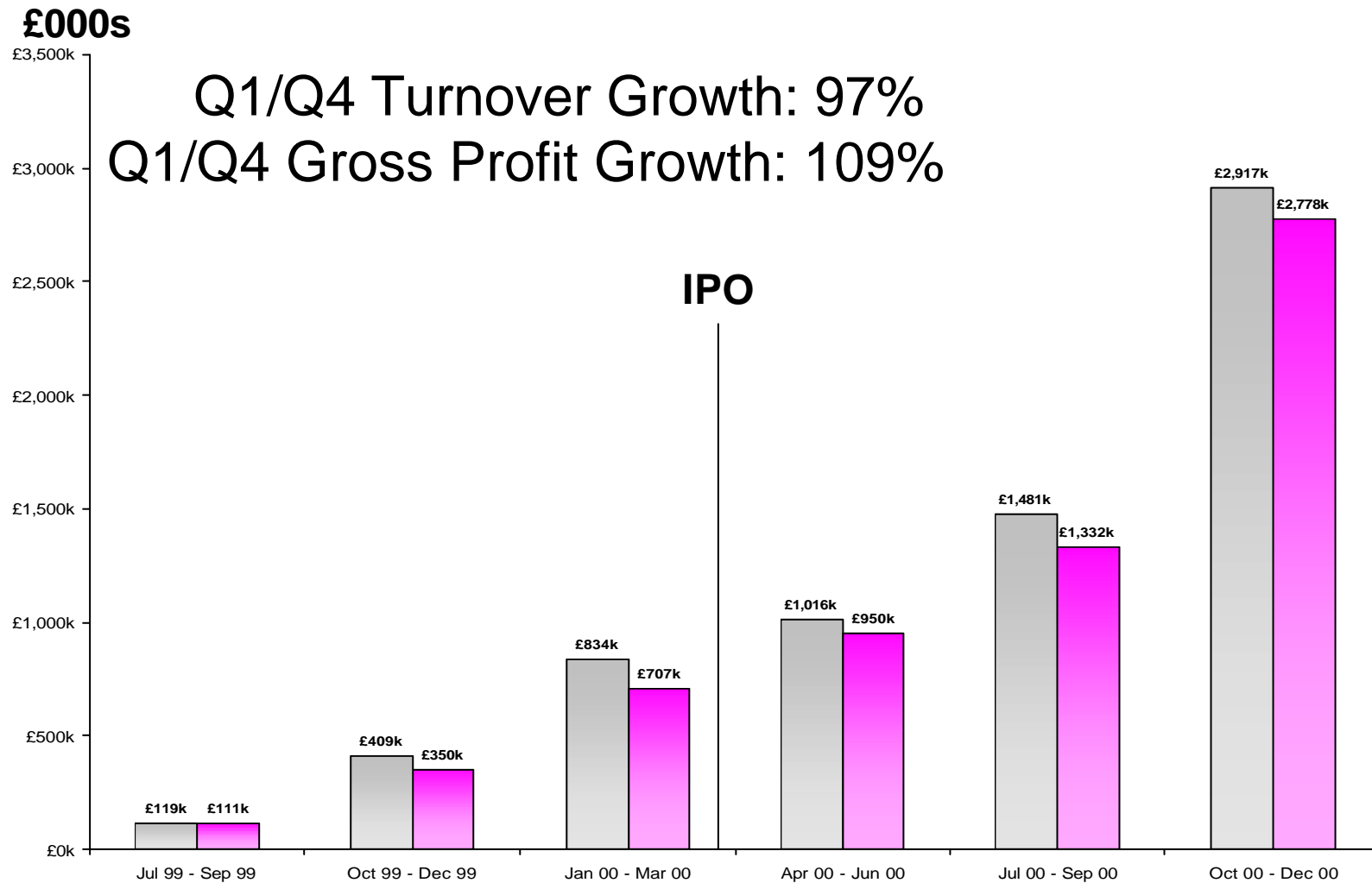
Customers*



* Cumulative customers since inception for lastminute.com and cumulative customers since 1 October 2000 for DegriTour

do something **lastminute.com**

Turnover/Gross Profit Growth



Profit & Loss Account Highlights

£000s	3m to <u>Dec 00</u>	3m to <u>Sep 00</u>	3m to <u>Dec 99</u>
<i>Additional Information</i>			
Total Transaction Value	20,233	13,187	4,255
<i>P&L Highlights</i>			
Turnover	2,917	1,481	409
Cost of Sales	<u>138</u>	<u>149</u>	<u>59</u>
Gross Profit	2,779	1,332	350
Product Development	3,426	2,496	1,457
Sales & Marketing	7,205	6,020	2,417
General Admin	<u>4,691</u>	<u>3,775</u>	<u>1,492</u>
Subtotal	15,322	12,291	5,366
Depreciation of goodwill	3,665	-	-
Non cash stock charge	619	893	540
NI provision	(458)	<u>(988)</u>	<u>479</u>
Operating Costs	19,148	12,196	6,385
Other income/(charge)	-	(59)	-
Operating Loss	<u>(16,369)</u>	<u>(10,923)</u>	<u>(6,035)</u>

Balance Sheet Highlights

£000s	As at <u>31 Dec 00</u>	As at <u>30 Sep 00</u>	As at <u>31 Dec 99</u>
Intangible fixed assets	54,971	58,636	1,417
Tangible fixed assets	15,040	13,972	-
Investments	<u>(92)</u>	<u>(39)</u>	=
	69,919	72,569	1,417
Stock	115	52	2
Debtors	10,771	10,543	2,372
Cash at bank	<u>70,928</u>	<u>103,688</u>	<u>2,811</u>
	81,814	114,283	5,185
Creditors < 1 year	24,523	38,301	4,840
Provisions/Creditors>1 yr	1,189	<u>7,441</u>	<u>1,096</u>
Net assets	<u>126,021</u>	<u>141,110</u>	<u>666</u>

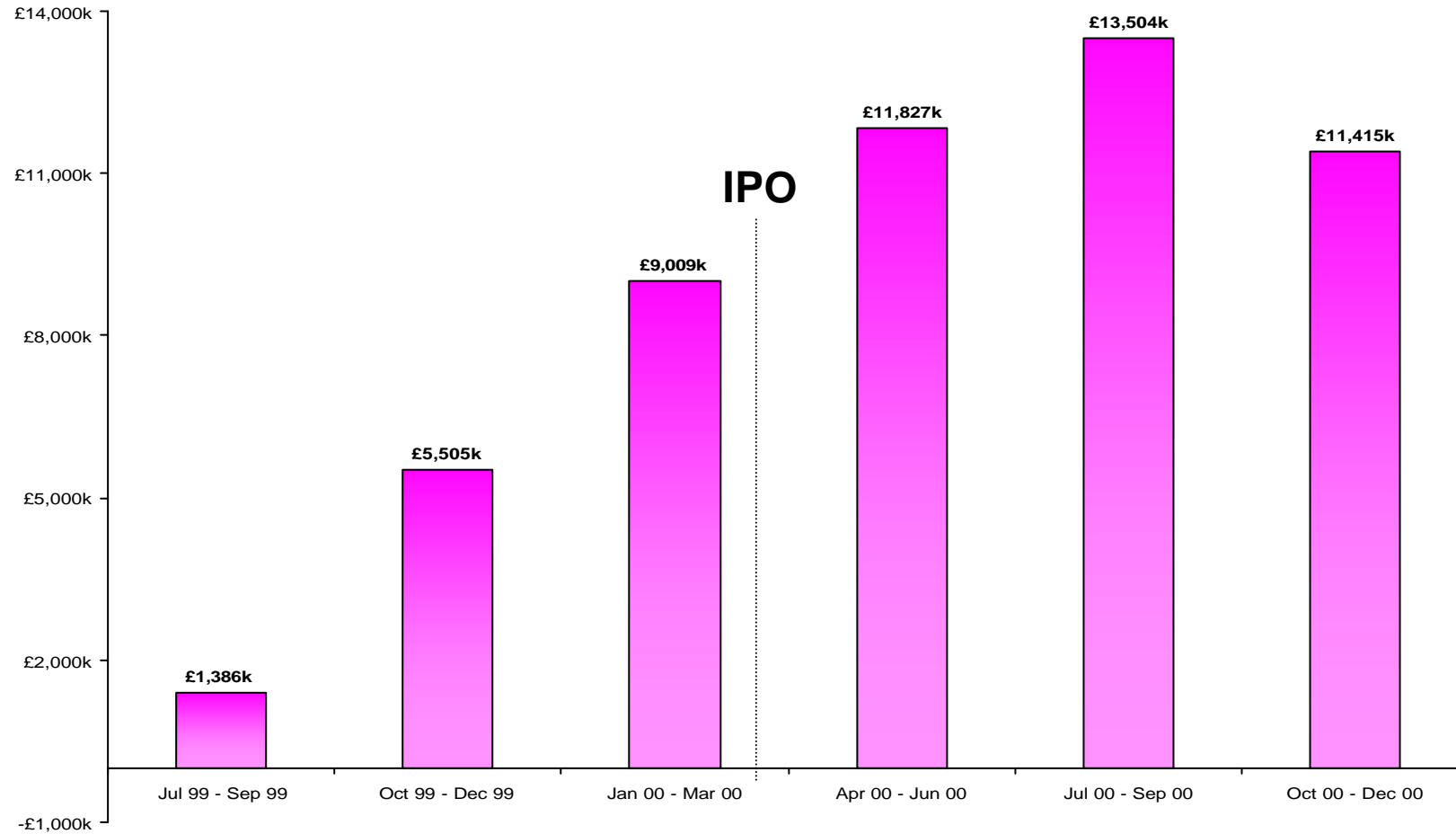
Cash Flow Highlights

£000s

	3m to <u>Dec 00</u>	3m to <u>Sep 00</u>	3m to <u>Dec 99</u>
Net cash (outflow)	(9,497)	(11,806)	(4,380)
Interest received	1,055	1,549	40
Interest paid	<u>(11)</u>	<u>(14)</u>	<u>(9)</u>
	1,044	1,535	31
Capital expenditure*	(2,962)	(3,233)	(1,155)
Cash from acquisition	-	747	-
Payments to acquire Subsidiary	(21,350)	-	-
Decrease/(increase) in short term deposits	11	(2,547)	-
Issue of shares	<u>5</u>	<u>(1,029)</u>	<u>3,603</u>
Increase in cash	<u><u>(32,749)</u></u>	<u><u>(16,333)</u></u>	<u><u>(1,902)</u></u>

*incl. capitalised technology costs

Cash outflow (ex Equity Financing and Acquisitions)



Martha Lane Fox

Chief Operating Officer

Strategic Update

do something lastminute.com

Emphasis on Quality of Transactions



- Today
 - Sale of higher margin products during Christmas period (e.g. gifts), increased by promotion in Christmas catalogue and sales over new voice platform
 - Integration of Degriftour shows network benefits from their product packaging skills
 - Further upside gained through advertising and sponsorship revenue
- Tomorrow
 - Declining dependency on travel by positioning as a lifestyle brand
 - Expansion into services

do something **lastminute.com**

First Phase of User Interface Improvements will lead to higher Conversion



- Built for the Customer
 - Friendlier navigation
 - Better product visibility
 - Improved search



Increased Conversion

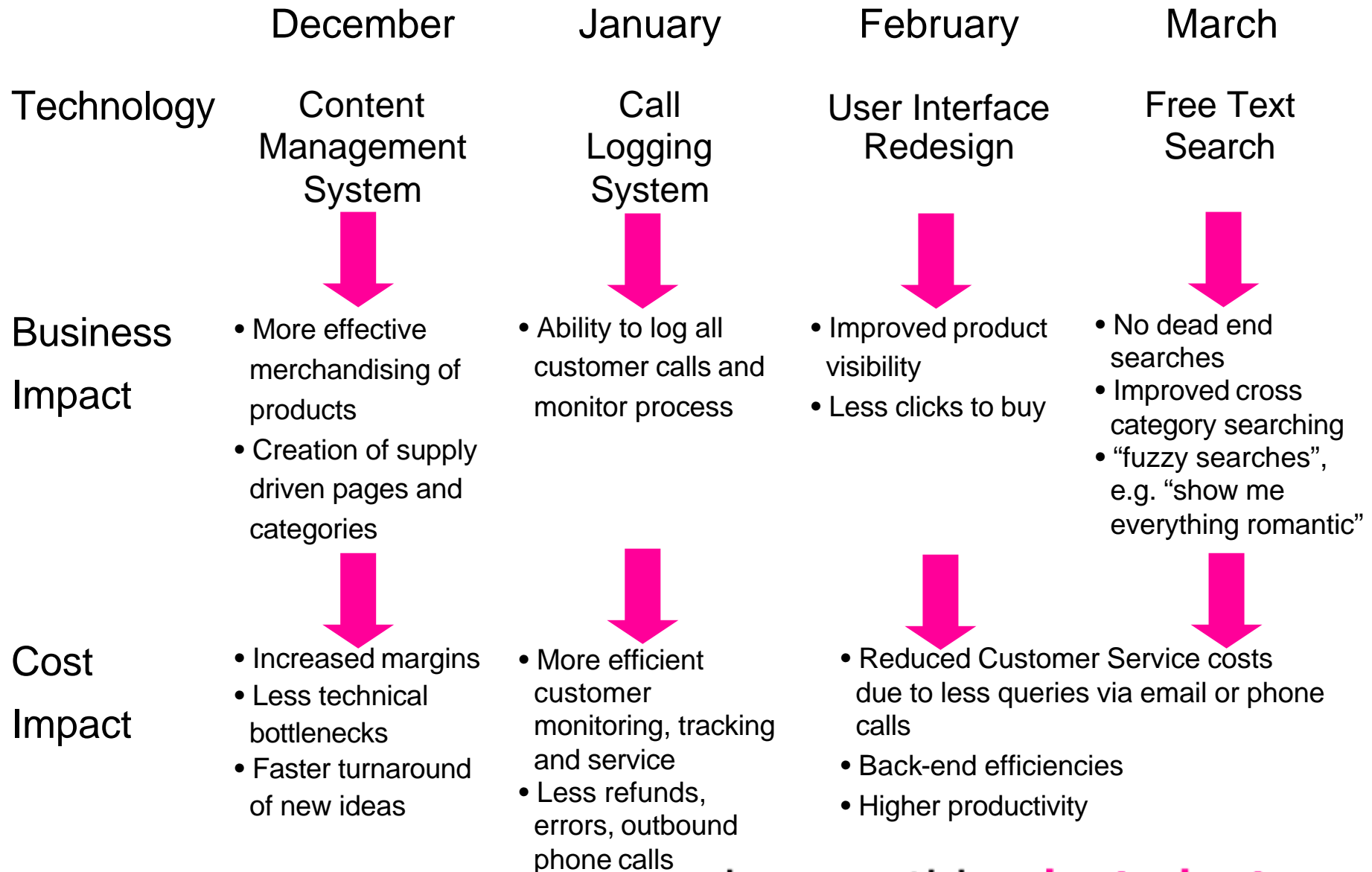
- Built for the Business
 - Online problem-solving leads to back-end efficiencies



Reduced Costs

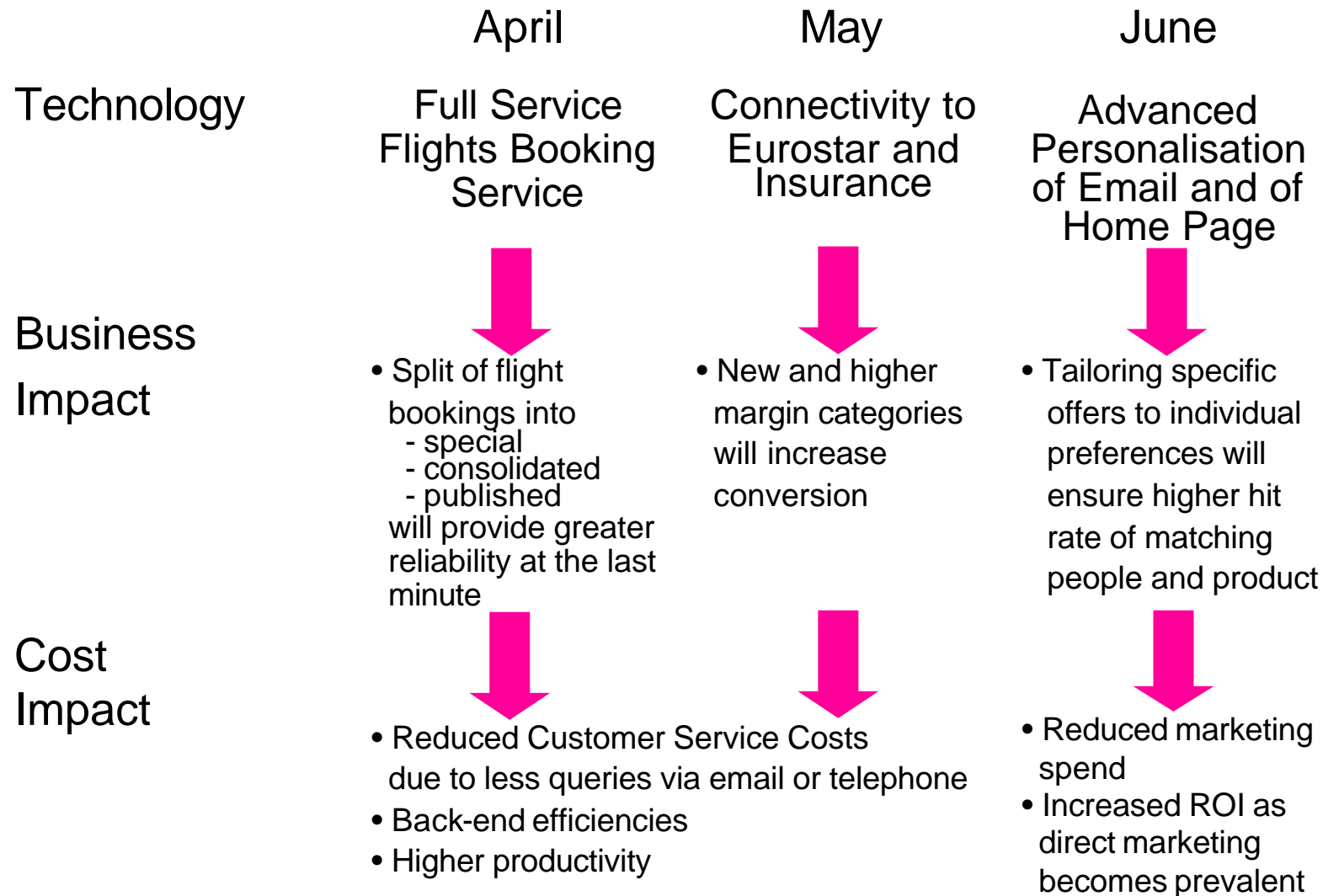
do something **lastminute.com**

Launch of V2 enables Technological Changes which will drive Operating Improvements



do something lastminute.com

Launch of V2 enables Technological Changes which will drive Operating Improvements



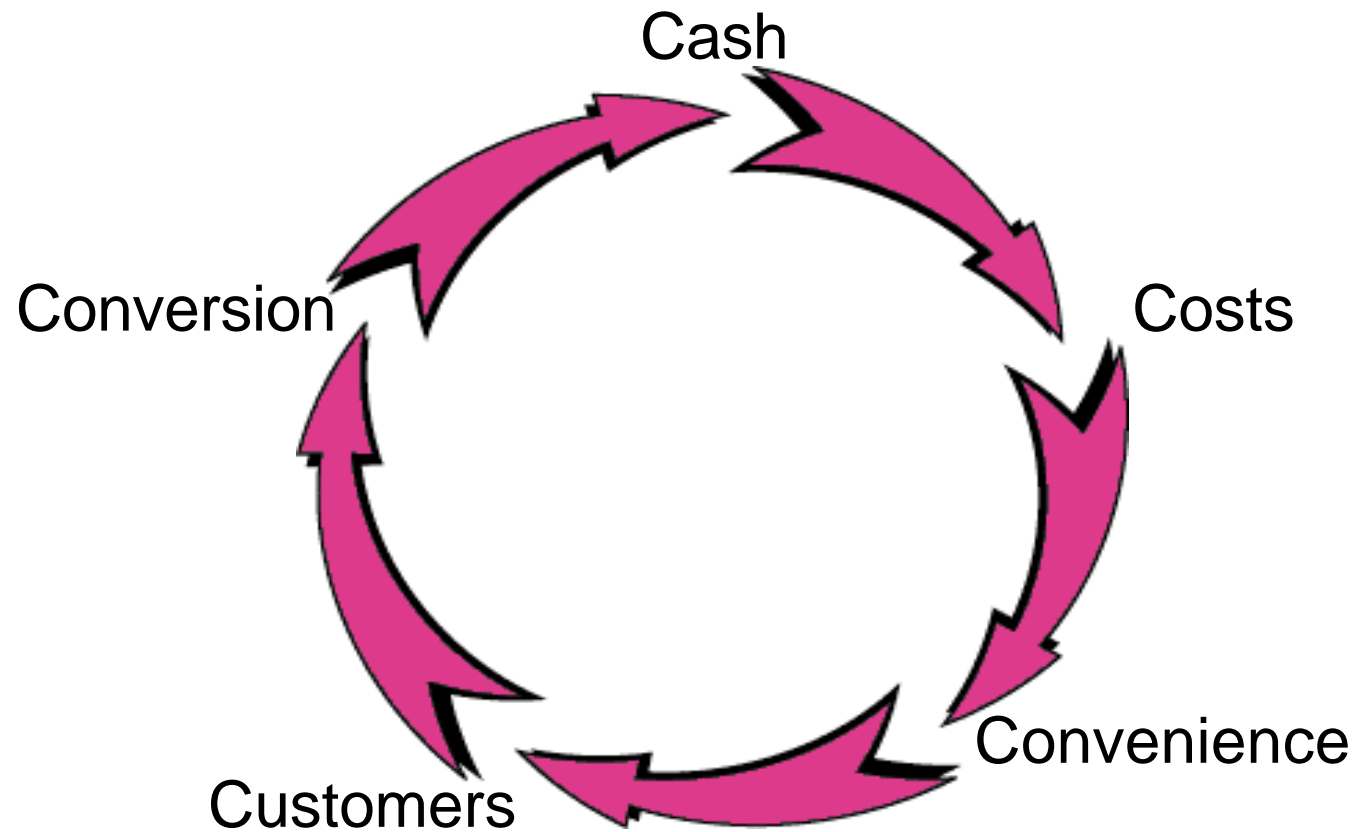
do something lastminute.com

Brent Hoberman

Chief Executive Officer

do something lastminute.com

Virtuous or Vicious – This is the Circle



do something lastminute.com

Questions & Answers

do something lastminute.com