

About TUI Group

TUI Group is the world's leading tourism group operating in around 180 destinations worldwide. The company is domiciled in Germany. The TUI Group's share is listed in the FTSE 100 index, the leading index of the London Stock Exchange, and in the German open market. In financial year 2017, TUI Group recorded turnover of €18.5bn and an operating result of €1.102bn. The Group employs 67,000 people in more than 100 countries. TUI offers its more than 20 million customers comprehensive services from a single source. It covers the entire tourism value chain under one roof. This comprises around 380 Group-owned hotels and resorts with premium brands such as RIU and Robinson as well as 16 cruise ships ranging from the MS Europa and MS Europa 2 luxury class vessels to the Mein Schiff fleet of TUI Cruises and the vessels of Marella Cruises in the UK. The Group also includes leading international tour operator brands, 1,600 travel agencies in Europe and five European tour operator airlines with around 150 modern medium- and long-haul aircraft. Global responsibility for sustainable economic, ecological and social activity is a key feature of our corporate culture. TUI Care Foundation promotes the positive effects of tourism. It initiates projects that create new opportunities for the next generation and contributes to a positive development of the holiday destinations.

Further information is available at www.tuigroup.com

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Key Figures

Turnover

€ million	Q2 2018	Q2 2017 restated	Var. %	H1 2018	H1 2017 restated	Var. %
Hotels & Resorts	143.1	158.8	- 9.9	287.9	300.0	- 4.0
Cruises	203.3	194.0	+ 4.8	395.6	345.9	+ 14.4
Destination Experiences	21.4	23.4	- 8.5	59.8	54.6	+ 9.5
Holiday Experiences	367.8	376.2	- 2.2	743.3	700.5	+ 6.1
Northern Region	1,145.2	1,096.3	+ 4.5	2,324.1	2,204.3	+ 5.4
Central Region	1,040.0	887.1	+ 17.2	2,305.9	2,028.0	+ 13.7
Western Region	548.6	564.6	- 2.8	1,132.3	1,114.0	+ 1.6
Sales & Marketing	2,733.8	2,548.0	+ 7.3	5,762.3	5,346.3	+ 7.8
All other segments	162.5	147.6	+ 10.1	307.9	307.0	+ 0.3
TUI Group	3,264.1	3,071.8	+ 6.3	6,813.5	6,353.8	+ 7.2
TUI Group at constant currency	3,312.6	3,071.8	+ 7.8	6,894.0	6,353.8	+ 8.5
Discontinued operation	-	293.9	n. a.	-	546.3	n. a.
Total	3,264.1	3,365.7	- 3.0	6,813.5	6,900.1	- 1.3

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Underlying EBITA

€ million	Q2 2018	Q2 2017 restated	Var. %	H1 2018	H1 2017 restated	Var. %
Hotels & Resorts	84.8	73.6	+ 15.2	179.2	122.8	+ 45.9
Cruises	54.9	46.9	+ 17.1	92.4	75.0	+ 23.2
Destination Experiences	- 9.1	- 2.5	- 264.0	- 9.3	0.3	n. a.
Holiday Experiences	130.6	118.0	+ 10.7	262.3	198.1	+ 32.4
Northern Region	- 89.4	- 108.7	+ 17.8	- 120.5	- 138.0	+ 12.7
Central Region	- 89.4	- 91.3	+ 2.1	- 145.8	- 143.7	- 1.5
Western Region	- 59.7	- 54.5	- 9.5	- 105.6	- 102.2	- 3.3
Sales & Marketing	- 238.5	- 254.5	+ 6.3	- 371.9	- 383.9	+ 3.1
All other segments	- 25.8	- 17.5	- 47.4	- 49.0	- 28.5	- 71.9
TUI Group	- 133.7	- 154.0	+ 13.2	- 158.6	- 214.3	+ 26.0
TUI Group at constant currency	- 125.1	- 154.0	+ 18.8	- 150.5	- 214.3	+ 29.8
Discontinued operation	-	- 3.1	n. a.	-	- 15.3	n. a.
Total	- 133.7	- 157.1	+ 14.9	- 158.6	- 229.6	+ 30.9

EBITA

€ million	Q2 2018	Q2 2017 restated	Var. %	H1 2018	H1 2017 restated	Var. %
Hotels & Resorts	84.7	72.4	+ 17.0	179.1	120.0	+ 49.3
Cruises	54.9	46.9	+ 17.1	92.4	75.0	+ 23.2
Destination Experiences	- 9.3	- 3.1	- 200.0	- 9.9	- 0.8	n. a.
Holiday Experiences	130.3	116.2	+ 12.1	261.6	194.2	+ 34.7
Northern Region	- 93.8	- 114.5	+ 18.1	- 129.2	- 148.1	+ 12.8
Central Region	- 91.8	- 86.4	- 6.2	- 151.5	- 140.2	- 8.1
Western Region	- 62.9	- 80.1	+ 21.5	- 118.7	- 128.8	+ 7.8
Sales & Marketing	- 248.5	- 281.0	+ 11.6	- 399.4	- 417.1	+ 4.2
All other segments	- 29.0	- 17.6	- 64.8	- 54.5	- 29.0	- 87.9
TUI Group	- 147.2	- 182.4	+ 19.3	- 192.3	- 251.9	+ 23.7
Discontinued operation	-	- 6.6	n. a.	-	- 22.2	n. a.
Total	- 147.2	- 189.0	+ 22.1	- 192.3	- 274.1	+ 29.8

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Financial position of the TUI Group as at 31 Mar 2018

€ million	31 Mar 2018	30 Sep 2017
Assets		
Goodwill	2,877.5	2,889.5
Other intangible assets	555.5	548.1
Property, plant and equipment	4,401.1	4,253.7
Investments in joint ventures and associates	1,379.2	1,306.2
Financial assets available for sale	53.2	69.5
Trade receivables and other assets	222.2	211.8
Touristic payments on account	170.4	185.2
Derivative financial instruments	77.7	79.9
Deferred tax assets	352.0	323.7
Non-current assets	10,088.8	9,867.6
Inventories	118.9	110.2
Financial assets available for sale	5.0	-
Trade receivables and other assets	949.3	794.5
Touristic payments on account	1,036.8	573.4
Derivative financial instruments	326.2	215.4
Income tax assets	142.3	98.7
Cash and cash equivalents	1,338.1	2,516.1
Assets held for sale	27.7	9.6
Current assets	3,944.3	4,317.9
Total assets	14,033.1	14,185.5

€ million	31 Mar 2018	30 Sep 2017
Equity and liabilities		
Subscribed capital	1,501.6	1,501.6
Capital reserves	4,195.0	4,195.0
Revenue reserves	- 3,363.0	- 2,756.9
Equity before non-controlling interest	2,333.6	2,939.7
Non-controlling interest	659.6	594.0
Equity	2,993.2	3,533.7
Pension provisions and similar obligations	987.7	1,094.7
Other provisions	766.1	801.4
Non-current provisions	1,753.8	1,896.1
Financial liabilities	1,801.5	1,761.2
Derivative financial instruments	58.0	50.4
Income tax liabilities	147.9	150.2
Deferred tax liabilities	58.7	109.0
Other liabilities	140.2	150.2
Non-current liabilities	2,206.3	2,221.0
Non-current provisions and liabilities	3,960.1	4,117.1
Pension provisions and similar obligations	34.2	32.7
Other provisions	310.4	349.9
Current provisions	344.6	382.6
Financial liabilities	176.3	171.9
Trade payables	1,839.0	2,653.3
Touristic advance payments received	3,803.8	2,446.4
Derivative financial instruments	300.7	217.2
Income tax liabilities	61.9	65.3
Other liabilities	552.4	598.0
Current liabilities	6,734.1	6,152.1
Liabilities related to assets held for sale	1.1	-
Current provisions and liabilities	7,079.8	6,534.7
Total provisions and liabilities	14,033.1	14,185.5

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Income statement of the TUI Group for the period from 1 Oct 2017 to 31 Mar 2018

Mio. €	H1 2018	H1 2017
Turnover	6,813.5	6,353.8
Cost of sales	6,558.7	6,127.9
Gross profit	254.8	225.9
Administrative expenses	621.4	601.1
Other income	48.6	5.1
Other expenses	0.3	2.2
Financial income	17.7	37.0
Financial expenses	68.1	81.1
Share of result of joint ventures and associates	121.5	105.6
Earnings before income taxes	- 247.2	- 310.8
Income taxes	- 47.0	- 65.3
Result from continuing operations	- 200.2	- 245.5
Result from discontinued operations	-	- 63.1
Group loss	- 200.2	- 308.6
Group loss attributable to shareholders of TUI AG	- 270.5	- 362.9
Group loss attributable to non-controlling interest	70.3	54.3

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