# **FY24 Q3/9M** 14 August 2024

### FORWARD-LOOKING STATEMENTS

This presentation contains a number of statements related to the future development of TUI. These statements are based both on assumptions and estimates. Although we are convinced that these future-related statements are realistic, we cannot guarantee them, for our assumptions involve risks and uncertainties which may give rise to situations in which the actual results differ substantially from the expected ones. The potential reasons for such differences include market fluctuations, the development of world market fluctuations, the development of world market commodity prices, the development of exchange rates or fundamental changes in the economic environment. TUI does not intend or assume any obligation to update any forward-looking statement to reflect events or circumstances after the date of these materials.



# TUI of tomorrow will unlock significant value – Our focus is on operational excellence and execution









On track to deliver strategic transformation

- Leveraging our unique HEX products
- Positioning TUI as a successful platform business
- Committed to mid-term ambitions
  - Und. EBIT growth of c. 7-10% CAGR
  - Net Leverage strongly below 1.0x







# 8th consecutive quarter of double-digit Und. EBIT growth – FY24 Und. EBIT guidance reconfirmed to increase by <u>at least</u> 25%



Record Q3 revenue of €5.8bn, up 9% & significantly improved Und. EBIT at €232m, up €62m / +37% – all businesses contributing



M&A: Strong S24 demand continues with bookings +6% & ASP +3%, positive momentum accelerating in recent weeks; First glimpse into W24/25 promising

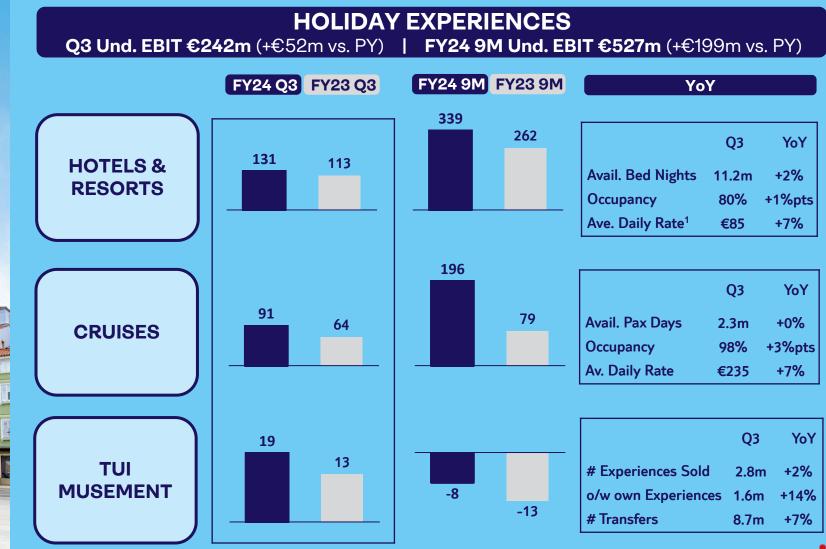


HEX: Buoyant close to S24 trading for both Hotels & Resorts and Cruises, delivering in line with our upgraded expectations at Q2



Based on the record 9M performance with Und. EBIT up +€296m<sup>1</sup> – we reconfirm our FY24 guidance of an increase by <u>at least</u> 25%

## HEX Q3 Und. EBIT up €52m vs. PY – Strong performance across all segments continues



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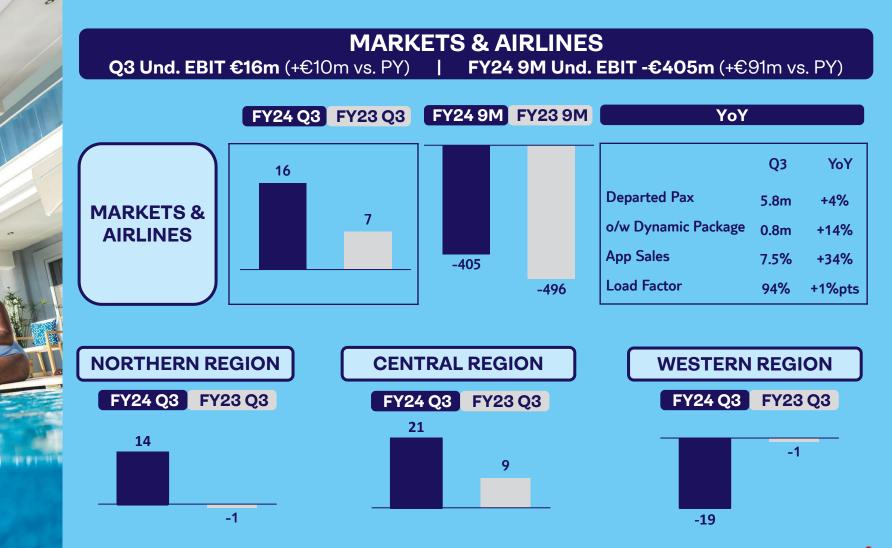
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M&A Q3 Und. EBIT up €10m vs. PY – underlining resilient customer demand



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## Latest progress on our strategic initiatives

### **Hotels & Resorts**



#### Hotel expansion – RIU Plaza opens in Chicago

- Fifth RIU Plaza hotel in the US
- Outstanding strategic location
- Offering 390 rooms







## The Mora driving digital innovation as a pilot for H&R

- **The Mora App** launched to offer best-in-class digital experience, e.g. by transforming numerous operational processes from manual to digital, featuring an Al chat for experiences, and more
- **Digital check-in**, including upselling services such as room customisation, early/late checkout, and other hotel amenities

### **TUI Musement**



Continued growth of TUI Musement partnering with lastminute.com

• Including brands Bravofly, Rumbo, Volagratis, and Weg.de

### Sustainability



Mein Schiff 7 – Green Methanol-ready, significant step towards CO<sub>2</sub>-neutral cruising



Launch of operations for 3 of our 6 planned solar power plants in Turkey



## Record performance in Q3 – FY24 Und. EBIT guidance reconfirmed



## Capital Market Progress

### MDAX membership since 24 June 2024

• Dual listing on London Stock Exchange cancelled

## €487m Convertible Bond successfully placed in July 2024

- Final step to fully cancel KfW RCF & refinance existing Convertible Bond
- Maturity profile extended & interest costs significantly reduced



Q3 Strong Operational & Financial Improvement

Revenue	€5.8bn <i>(+9%)</i>
Und. EBIT	€232m (+€62m)
Net Debt improved	€2.1bn (-€42m)

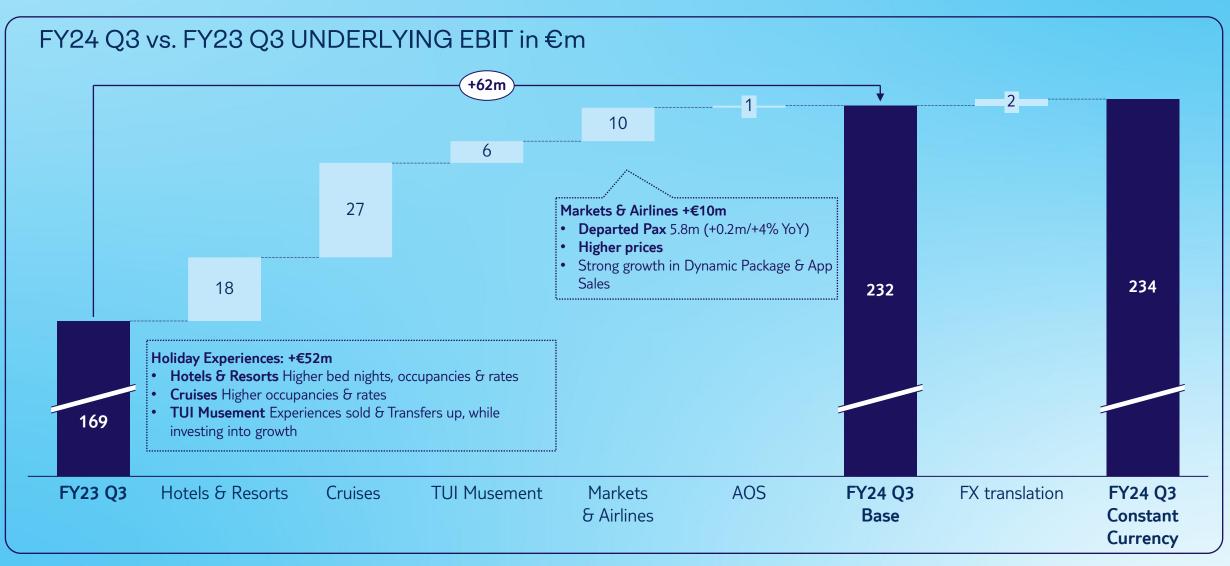
# Final step to fully cancel KfW RCF & refinance existing Convertible Bond

#### Successful placement of Convertible Bond

Total Volume	• €487m		
Maturity date	• July 2031 <sup>1</sup>	•	
Coupon	• 1.95%, payable semi-annually		
Initial Reference Price	• €6.40		
Conversion Price	€9.60, equalling 50% conversion premium		
Use of Proceeds	<ul> <li>Final step to fully cancel KfW credit line</li> <li>Reduction to €214m per end of July</li> <li>Full cancellation in first half of calendar year 2025</li> <li>Buy back €472m (80%) of existing Convertible</li> <li>5% coupon and maturity 2028 / bondholder put date 2026</li> </ul>		



## Q3 results improvement across all segments



## Income Statement – Q3 delivering 8th consecutive quarter of double-digit Und. EBIT growth

In €m	FY24 Q3	FY23 Q3	FY24 9M	FY23 9M
Revenue	5,787	5,286	13,740	12,189
Underlying EBITDA	447	367	671	382
Depreciation & Amortisation	-215	-197	-622	-608
Underlying EBIT	232	169	49	-226
Adjustments (SDIs and PPA)	-6	6	-18	-5
EBIT	226	175	31	-231
Net interest expense	-87	-128	-295	-371
EBT	139	47	-264	-602
Income taxes	-35	5	37	96
Group result cont. operations	104	52	-227	-506
Minority interest	-51	-30	-137	-92
Group result after minorities	52	23	-364	-598
Basic EPS (€) <sup>2</sup>	0.10	0.05	-0.72	-1.74
Underlying EPS (€) <sup>2</sup>	0.13	0.01	-0.76	-2.01

#### REVENUE

• Record Q3 revenue of €5.8bn, up €0.5bn/+9%

#### **UNDERLYING EBIT**

• Significant improvement in Und. EBIT, Q3 +€62m/+37%

#### **ADJUSTMENTS**

• **FY24 assumption confirmed**<sup>1</sup>: -€25m to -€35m

#### **NET INTEREST**

- YoY decrease mainly due to no RCF drawings & higher income
- **FY24 assumption updated**<sup>1</sup>: -€410m to -€440m Expect upper end (prior: lower end); now incl. c. -€45m non-cash one-off Convertible Bond impact

#### **INCOME TAXES**

• In line with our assumption of an underlying effective tax rate of ~18% for FY24

## Cash Flow Statement – FY24 Q3 Free Cash Flow mainly driven by EBITDA & Working Capital inflow

In €m	FY24 Q3	FY23 Q3	FY24 9M	FY23 9M
Underlying EBITDA	447	367	671	382
Adjustments	2	79	0	79
Reported EBITDA	448	446	671	461
Working capital	1,064	1,160	810	977
Other cash effects	30	-29	21	31
At equity income	-85	-185	-219	-259
Dividends received (JV's, associates)	3	12	23	14
Tax paid	-31	-24	-115	-74
Interest (cash)	-70	-101	-236	-315
Pension contribution & payments	-30	-28	-92	-96
Operating Cash Flow	1,329	1,251	863	738
Net Investments	-91	-92	-411	-310
Free Cash Flow	1,239	1,158	452	428
WSF SP I coupon payment	0	0	0	-17
Dividends from subs. to minorities	-32	-26	-108	-26
Free Cash Flow after Dividends	1,206	1,133	344	386
Cash Flow from financing	-364	-555	83	43
o/w inflow from fin. Instruments <sup>1</sup>	-101	1,768	702	1,943
o/w outflow from fin. Instruments <sup>2</sup>	-263	-2,324	-619	-1,900
Total Cash Flow	842	577	427	429

#### **WORKING CAPITAL**

• Strong inflow from customer payments in line with PY

#### **CASH INTEREST**

- YoY decrease mainly due to no RCF drawings & higher income
- **FY24 assumption upgraded<sup>3</sup>:** -€310m to -€325m (prior: -€330m to -€350m)

#### **AT EQUITY INCOME**

• YoY lower due to non-repeat of disposal book gain (Sunwing JV)

#### **NET INVESTMENTS**

- In line with PY and full-year guidance
- **FY24 assumption confirmed**<sup>3</sup>: -€475m to -€525m, excl. c. -€75m impact from new additional RIU JV

#### **TOTAL CASH FLOW**

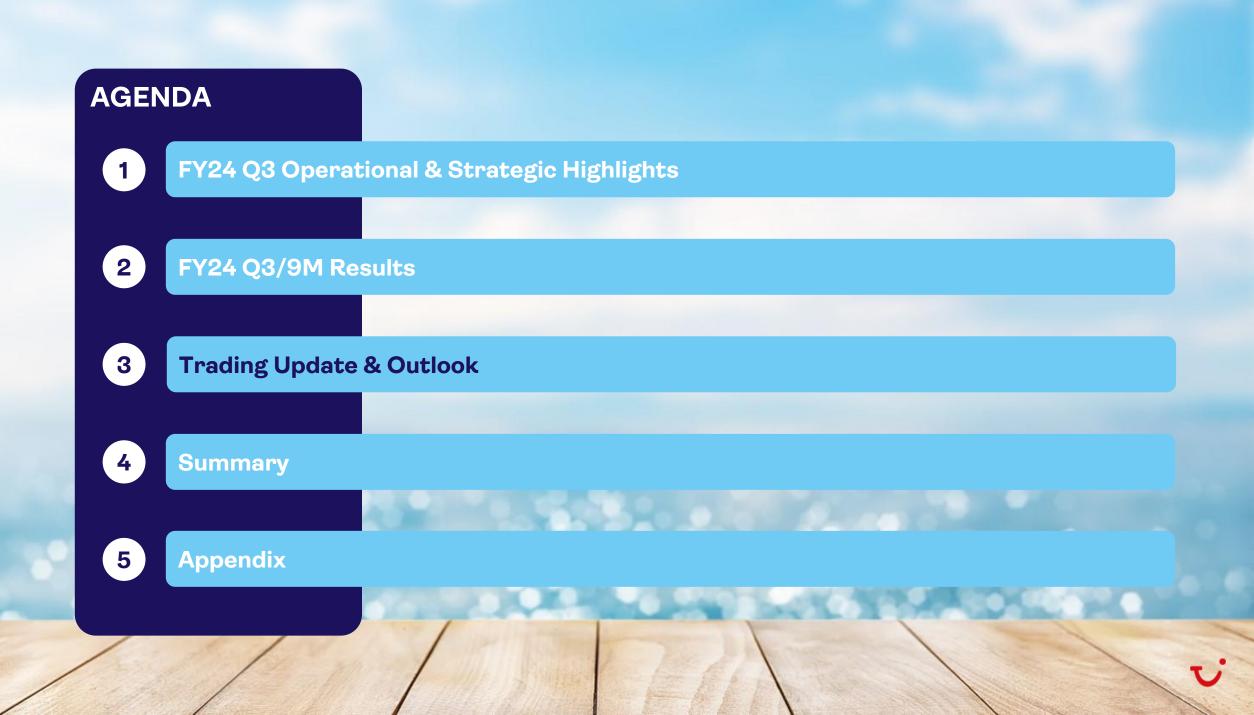
- Positive Free Cash Flow of €1.2bn driven by EBITDA & strong seasonal Working Capital inflow – partially used for ~€0.2bn asset & lease amortisation
- FY24 assumptions asset & lease amortisation: c. €0.6bn

## Net Debt slightly improved

FY24 9M vs FY23 9M						
In €bn		FY24 9M IFRS 16	FY23 9M IFRS 16	ΥοΥ Δ		
Financial liabilities		-4.7	-4.4	-0.3		
- Lease liabilities under IFRS16		-2.7	-2.9	0.2		
- Senior Notes		-0.5	0.0	-0.5		
- Convertible Bond		-0.5	-0.5	0.0		
- Liabilities to banks		-0.9	-0.9	0.0		
- Other liabilities		0.0	0.0	0.0		
Cash & Bank Deposits		2.5	2.2	0.3		
Net Debt		-2.1	-2.2	0.0		
- Net Pension Obligation		-0.6	-0.5	0.0		
Memo: Lease liabilities	- Aircraft	-2.0	-2.1	0.1		
	- Other	-0.8	-0.8	0.0		
Memo: Liabilities to banks	- RCF	0.0	0.0	0.0		
	- SSD	-0.2	-0.4	0.2		
	- Asset Financing	-0.6	-0.5	-0.2		
	- Other loans	0.0	0.0	0.0		

Maturity profile extended & interest costs significantly reduced by Convertible Bond issuance in July 2024





## Markets & Airlines – Summer 24 bookings have strengthened accompanied by robust prices



#### **TRADING UPDATE**

- Programme 88% sold, slightly ahead vs. PY; accelerated momentum in recent weeks
- UK +5% YoY: c. 90% sold
- Germany +10% YoY; c. 88% sold

#### First glimpse into Winter 24/25:

- UK, with 32% of programme sold, is as usual the most advanced booked, in line with high levels in PY
- Promising start for all other source markets with robust pricing – early bookings well ahead

#### S24 vs. S23 **BOOKINGS<sup>1</sup>** +6% +3% **ASP**

#### **HEDGED POSITION**

	S24	W24/25	S25
EURO	95%	89%	48%
USD	96%	89%	65%
FUEL	98%	87%	68%

## Holiday Experiences – trading remains well on track to deliver in line with expectations



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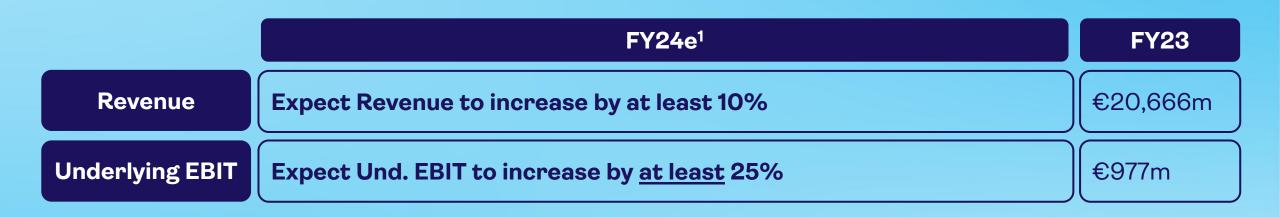


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## FY24 Guidance reconfirmed





## FY24 Und. EBIT Guidance reconfirmed

	FY24e <sup>1</sup>	FY23
Hotels & Resorts	Strong growth based on strong occupancy levels & footprint	€549m
Cruises	Significant growth based on recovered occupancies & new ship delivery	€236m
TUI Musement	While investing into further growth, continue to return towards 2019 levels of €56m	€36m
Markets & Airlines	<ul> <li>&gt; Significant growth</li> <li>&gt; Recovery towards 2019 pax levels<sup>2</sup> supported by Dynamic Packaging &amp; Component sales</li> <li>&gt; Over €100m benefit from normal hedging (majority realised in H1)</li> </ul>	€241m
Group	Expect Und. EBIT to increase by <u>at least</u> 25%	€977m

## FY24 Modelling Assumptions updated

	FY24e <sup>1</sup>	FY23
Adjustments (incl. PPA) <sup>2</sup>	-€25m to -€35m	€22m
Net Interest	-€410m to -€440m – Expect upper end (prior: lower end) Now incl. c€45m non-cash one-off Convertible Bond impact -€310m to -€325m Cash Interest upgraded (prior: -€330m to -€350m)	-€448m Cash -€381m
Net Investments <sup>3</sup>	-€475m to -€525m Excluding -€75m impact from new additional RIU JV	-€494m
Leases & Asset Financing	Broadly stable	€3,391m
Net Debt	Slight improvement	€2,106m

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### Let's unlock the value through transformation

	Accelerate profitable growth by implementing global platforms	Improve profitability & margin	Strengthen Balance         Sheet	Focus on Cash Flow	
OUR FY24 GUIDANCE <sup>1</sup>		OUR MID-TERM AMBITIONS <sup>1</sup>			
	<ul> <li>Expect Und. EBIT to increa</li> <li>Slight improvement of Net</li> </ul>	·	<ul> <li>&gt; Und. EBIT growth c. 7-10% CAGR</li> <li>&gt; Target Net Leverage<sup>2</sup> strongly below 1.0x</li> <li>&gt; Return to credit rating in line with pre-pandemic rating of BB / Ba territory</li> </ul>		

**GROWING THE COMPANY WITHOUT GROWING OPERATIONAL LEVERAGE** 

= CREATING SHAREHOLDER VALUE

23 1 Based on constant currency and within the framework of the macroeconomic and geopolitical uncertainties currently known, including developments in the Middle East | 2 Defined as net debt (Financial liabilities plus lease liabilities less cash & cash equivalents less other current financial assets) divided by Underlying EBITDA

## APPENDIX

# FY24 Q3 Revenue by Segment (excludes Intra-Group Revenue and JVs/associates)<sup>1</sup>

In €m	FY24 Q3	FY23 Q3	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	292.3	258.2	34.1	33.3	0.9
- Riu	227.6	202.1	25.4	23.8	1.6
- Robinson	28.3	28.4	-0.1	-0.2	0.0
- Blue Diamond <sup>2</sup>	0.0	0.0	0.0	0.0	0.0
- Other	36.4	27.6	8.8	9.6	-0.8
Cruises	201.2	164.6	36.6	33.0	3.6
- TUI Cruises <sup>2</sup>	0.0	0.0	0.0	0.0	0.0
- Marella Cruises	201.2	164.6	36.6	33.0	3.6
TUI Musement	250.9	216.1	34.8	34.9	-0.2
Holiday Experiences	744.3	638.9	105.5	101.1	4.3
- Northern Region	2,188.6	1,992.7	196.0	160.3	35.7
- Central Region	2,020.0	1,861.2	158.8	145.8	13.0
- Western Region	832.5	792.2	40.3	40.3	0.0
Markets & Airlines	5,041.1	4,645.9	395.1	346.4	48.7
All other segments	1.6	1.2	0.5	0.5	0.0
TUI Group	5,787.0	5,286.0	501.1	448.0	53.0

## FY24 Q3 Underlying EBITDA by Segment<sup>1</sup>

In €m	FY24 Q3	FY23 Q3	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	179.0	158.1	20.9	22.7	-1.8
- Riu	132.0	107.0	25.0	24.3	0.7
- Robinson	11.8	18.4	-6.6	-6.7	0.0
- Blue Diamond <sup>2</sup>	5.3	6.2	-0.9	-1.0	0.1
- Other	29.9	26.5	3.4	6.1	-2.7
Cruises	114.2	82.8	31.4	30.5	0.9
- TUI Cruises <sup>2</sup>	57.7	46.9	10.8	10.8	0.0
- Marella Cruises	56.5	36.0	20.5	19.6	0.9
TUI Musement	27.2	19.8	7.4	8.7	-1.3
Holiday Experiences	320.5	260.8	59.7	61.9	-2.2
- Northern Region	88.6	69.4	19.2	18.2	1.0
- Central Region	47.7	32.7	15.0	14.4	0.6
- Western Region	17.1	29.7	-12.6	-12.9	0.3
Markets & Airlines	153.4	131.6	21.8	19.9	1.9
All other segments	-27.1	-25.7	-1.4	-1.1	-0.3
TUI Group	446.8	366.6	80.1	80.7	-0.6

## FY24 Q3 Underlying EBIT by Segment<sup>1</sup>

In€m	FY24 Q3	FY23 Q3	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	130.9	112.5	18.4	19.8	-1.4
- Riu	105.3	81.3	24.0	23.4	0.6
- Robinson	2.8	9.3	-6.4	-6.4	0.0
- Blue Diamond <sup>2</sup>	5.3	6.2	-0.9	-1.0	0.1
- Other	17.4	15.7	1.7	3.8	-2.2
Cruises	91.4	64.0	27.3	26.9	0.5
- TUI Cruises <sup>2</sup>	57.7	46.9	10.8	10.8	0.0
- Marella Cruises	33.7	17.2	16.5	16.1	0.5
TUI Musement	19.5	13.1	6.3	7.6	-1.3
Holiday Experiences	241.8	189.7	52.1	54.3	-2.2
- Northern Region	14.2	-1.1	15.3	15.2	0.1
- Central Region	21.0	8.8	12.3	11.9	0.3
- Western Region	-18.8	-0.6	-18.2	-18.3	0.1
Markets & Airlines	16.5	6.7	9.7	9.2	0.5
All other segments	-26.4	-27.0	0.6	0.9	-0.2
TUI Group	231.9	169.4	62.4	64.4	-1.9

# FY24 9M Revenue by Segment (excludes Intra-Group Revenue and JVs/associates)<sup>1</sup>

In €m	FY24 9M	FY23 9M	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	791.3	687.4	103.9	100.6	3.3
- Riu	647.8	561.2	86.7	81.2	5.5
- Robinson	74.1	70.0	4.1	4.1	-0.1
- Blue Diamond <sup>2</sup>	0.0	0.0	0.0	0.0	0.0
- Other	69.4	56.3	13.1	15.3	-2.1
Cruises	584.9	421.7	163.2	152.2	11.0
- TUI Cruises <sup>2</sup>	0.0	0.0	0.0	0.0	0.0
- Marella Cruises	584.9	421.7	163.2	152.2	11.0
TUI Musement	595.3	506.1	89.2	94.1	-4.9
Holiday Experiences	1,971.5	1,615.2	356.3	346.9	9.4
- Northern Region	4,978.6	4,527.3	451.3	394.2	57.1
- Central Region	4,811.5	4,237.1	574.4	541.7	32.8
- Western Region	1,972.5	1,804.8	167.7	167.8	0.0
Markets & Airlines	11,762.7	10,569.1	1,193.5	1,103.7	89.8
All other segments	5.4	5.0	0.3	0.3	0.0
TUI Group	13,739.5	12,189.4	1,550.1	1,450.9	99.2

## FY24 9M Underlying EBITDA by Segment<sup>1</sup>

In€m	FY24 9M	FY23 9M	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	476.9	403.4	73.5	85.1	-11.6
- Riu	386.5	310.0	76.5	74.9	1.6
- Robinson	29.9	33.4	-3.5	-3.3	-0.2
- Blue Diamond <sup>2</sup>	41.3	37.9	3.4	3.5	-0.1
- Other	19.3	22.2	-2.9	10.1	-12.9
Cruises	263.7	133.8	130.0	127.4	2.6
- TUI Cruises <sup>2</sup>	129.9	72.9	57.1	57.1	0.0
- Marella Cruises	133.8	60.9	72.9	70.3	2.6
TUI Musement	14.7	5.9	8.8	12.6	-3.8
Holiday Experiences	755.3	543.1	212.2	225.1	-12.9
- Northern Region	21.0	-47.4	68.5	77.0	-8.5
- Central Region	11.3	-48.6	59.9	60.5	-0.5
- Western Region	-32.0	-8.4	-23.6	-22.1	-1.6
Markets & Airlines	0.5	-104.2	104.7	115.3	-10.6
All other segments	-84.9	-57.0	-28.0	-27.6	-0.4
TUI Group	670.9	382.0	289.0	312.9	-23.9

## FY24 9M Underlying EBIT by Segment<sup>1</sup>

In €m	FY24 9M	FY23 9M	Change incl FX	Change excl FX	ΔFX
Hotels & Resorts	339.0	262.2	76.8	87.5	-10.7
- Riu	306.5	231.7	74.9	73.5	1.4
- Robinson	3.7	6.1	-2.4	-2.2	-0.2
- Blue Diamond <sup>2</sup>	41.3	37.9	3.4	3.5	-0.1
- Other	-12.5	-13.4	0.9	12.7	-11.9
Cruises	195.9	79.0	116.9	115.6	1.4
- TUI Cruises <sup>2</sup>	129.9	72.9	57.1	57.1	0.0
- Marella Cruises	66.0	6.1	59.8	58.5	1.4
TUI Musement	-7.7	-13.1	5.4	9.2	-3.8
Holiday Experiences	527.2	328.1	199.1	212.2	-13.1
- Northern Region	-201.1	-270.6	69.4	76.5	-7.0
- Central Region	-66.8	-122.4	55.6	56.0	-0.4
- Western Region	-137.1	-102.7	-34.4	-33.8	-0.6
Markets & Airlines	-405.0	-495.7	90.6	98.7	-8.1
All other segments	-73.0	-58.3	-14.7	-14.6	-0.1
TUI Group	49.2	-225.9	275.0	296.4	-21.3

## Financing facilities and support packages overview per 30 June 2024

	Instrument	Facility €m	Utilisation €m	Debt/equity	Maturity date
	Banks RCF (unsecured)	1,454	Undrawn	Debt	
Bank	Danks IVCI (unsecured)	190	Guarantee line	-	July 2026
facilities	KfW RCF (unsecured)	550 <sup>2</sup>	Undrawn	Debt	
	Schuldschein	242		Debt	July 2025/28
Danda	Senior notes (sustainability-linked)	500	-	Debt	March 2029
Bonds	Convertible Bonds (incl. tap issue)	590 <sup>3</sup>	-	Debt / Equity-Linked	April 2028 <sup>1</sup>
Lease liabilities	Lease liabilities	2,743	-	Debt	Various

## **Movement in Net Debt**

### FY23 9M to FY24 9M

In €m	FY24 9M IFRS 16	FY23 9M IFRS 16	ΥοΥ Δ
Opening Net Debt as at 1 October	-2,106	-3,436	1,330
FCF after Dividends	344	386	-41
Non cash additions <sup>1</sup>	-215	-264	49
Capital Increase less repayment state aid <sup>2</sup>	-	1,082	-1,082
Other	-153	61	-213
Closing Net Debt	-2,130	-2,172	42

#### COMMENTS

#### • As at 30/06/24:

- Cash RCF €0.0bn of €1.5bn utilised
- o KfW RCF €0.0bn of €0.6bn utilised
- With the proceeds from Senior Notes issuance in February, TUI has reduced the size of the undrawn **KfW credit line to €550m per end of June**.
- In July, a 1.95% Convertible Bond due in 2031 was placed. The funds have been used to buy back €472m of the existing 5% Convertible Bond due 2028 with a shareholder put date in 2026. Moreover, the undrawn KfW RCF has been further reduced to €214m per end of July, with the remainder to be handed back in the first half of calendar year 2025.

In €m	FY24 9M IFRS 16	FY23 9M IFRS 16	ΥοΥ Δ
Financial liabilities	-4,678	-4,390	-289
- Lease liabilities under IFRS16	-2,743	-2,920	177
- Senior Notes	-496	0	-496
- Convertible Bond	-544	-533	-11
- Liabilities to banks	-892	-902	10
- Other liabilities	-4	-35	32
Cash & Bank Deposits	2,548	2,218	331
Net Debt	-2,130	-2,172	42
- Net Pension Obligation	-583	-535	-49
Memo: Lease liabilities - Aircraft	-1,980	-2,123	144
- Hotels	-234	-254	19
- Ships	-236	-273	37
- Other	-292	-269	-23
Memo: Liabilities to banks - RCF	0	-6	6
- SSD	-248	-434	186
- Asset Financing	-645	-463	-182

## **Movement in Net Debt**

### FY24 H1 to FY24 9M

In €m	FY24 9M IFRS 16	FY24 H1 IFRS 16	QoQ Δ
Opening Net Debt as at 1 October	-2,106	-2,106	0
FCF after Dividends	344	-862	1,207
Non cash additions <sup>1</sup>	-215	-98	-117
Other	-153	-24	-129
Closing Net Debt	-2,130	-3,091	961

#### COMMENTS

#### • As at 30/06/24:

- Cash RCF €0.0bn of €1.5bn utilised
- o KfW RCF €0.0bn of €0.6bn utilised
- In July, a 1.95% Convertible Bond due in 2031 was placed. The funds have been used to buy back €472m of the existing 5% Convertible Bond due 2028 with a shareholder put date in 2026. Moreover, the undrawn KfW RCF has been further reduced to €214m per end of July, with the remainder to be handed back in the first half of calendar year 2025.

In€m	FY24 9M IFRS 16	FY24 H1 IFRS 16	QoQ Δ
Financial liabilities	-4,678	-4,792	114
- Lease liabilities under IFRS16	-2,743	-2,718	-24
- Senior Notes	-496	-488	-8
- Convertible Bond	-544	-548	5
- Liabilities to banks	-892	-1,003	111
- Other liabilities	-4	-35	31
Cash & Bank Deposits	2,548	1,701	847
Net Debt	-2,130	-3,091	961
- Net Pension Obligation	-583	-630	47
Memo: Lease liabilities - Aircraft	-1,980	-1,947	-33
- Hotels	-234	-242	8
- Ships	-236	-245	9
- Other	-292	-284	-8
Memo: Liabilities to banks - RCF	0	-2	2
- SSD	-248	-245	-2
- Asset Financing	-645	-606	-39
- Other loans	0	-150	150

#### **ANALYST AND INVESTOR ENQUIRIES**

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#### **FINANCIAL CALENDAR**

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