**Über die TUI Group**

TUI Group is the world's number one 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 2018, TUI Group recorded turnover of €18.5bn and an operating result of €1.177bn. The Group employs 70,000 people in more than 100 countries. TUI offers its around 27 million customers, including 21 million in the national organisations in Europe, comprehensive services from a single source. It covers the entire tourism value chain under one roof. This comprises around 330 Group-owned hotels and resorts with premium brands such as RIU and Robinson as well as 17 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 leisure 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 was founded in 2015 and supports the positive impacts of tourism, learning and education and strengthening of environmental and social standards. It contributes to the development of holiday destinations. Today, the TUI Care Foundation is active in more than 20 countries worldwide and initiates projects creating opportunities for the next generation.

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## Keyfigures

### Turnover

| € million | Q3 2019 | Q3 2018 adjusted | Var. % | 9M 2019 | 9M 2018 adjusted | Var. % |
|---|---|---|---|---|---|---|
| Hotels & Resorts | 154.5 | 161.0 | – 4.0 | 425.5 | 448.9 | – 5.2 |
| Cruises | 256.3 | 222.7 | + 15.1 | 680.9 | 619.6 | + 9.9 |
| Destination Experiences | 259.4 | 65.8 | + 294.2 | 562.2 | 131.4 | + 327.9 |
| Holiday Experiences | 670.2 | 449.5 | + 49.1 | 1,668.6 | 1,199.9 | + 39.1 |
| Northern Region | 1,559.6 | 1,616.0 | – 1.0 | 3,722.9 | 3,842.6 | – 3.1 |
| Central Region | 1,598.4 | 1,525.7 | + 4.8 | 3,823.1 | 3,761.3 | + 1.6 |
| Western Region | 804.3 | 846.6 | – 5.0 | 1,861.4 | 1,911.2 | – 2.6 |
| Markets & Airlines | 4,002.3 | 3,988.3 | + 0.4 | 9,407.4 | 9,515.1 | – 1.1 |
| All other segments | 72.5 | 138.9 | – 47.8 | 345.4 | 427.6 | – 19.2 |
| **TUI Group** | **4,745.0** | **4,576.7** | **+ 3.7** | **11,421.4** | **11,142.6** | **+ 2.5** |
| **TUI Group at constant currency** | **4,776.7** | **4,576.7** | **+ 4.4** | **11,454.6** | **11,142.6** | **+ 2.8** |

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### Underlying EBITA

| € million | Q3 2019 | Q3 2018 adjusted | Var. % | 9M 2019 | 9M 2018 adjusted | Var. % |
|---|---|---|---|---|---|---|
| Hotels & Resorts | 91.5 | 72.4 | + 26.4 | 226.9 | 244.7 | – 7.3 |
| Cruises | 101.5 | 88.7 | + 14.4 | 207.9 | 182.4 | + 14.0 |
| Destination Experiences | 15.3 | 17.4 | – 12.1 | 4.9 | 4.1 | + 19.5 |
| Holiday Experiences | 208.3 | 178.5 | + 16.7 | 439.7 | 431.2 | +2.0 |
| Northern Region | – 58.6 | 14.2 | n.a. | – 263.7 | – 111.6 | – 136.3 |
| Central Region | 8.2 | 31.5 | – 74.0 | – 119.6 | – 113.2 | – 5.7 |
| Western Region | – 53.5 | – 8.5 | – 529.4 | – 217.4 | – 113.7 | – 91.2 |
| Markets & Airlines | – 103.9 | 37.2 | n.a. | – 600.7 | – 338.5 | – 77.5 |
| All other segments | – 3.5 | – 28.9 | + 87.9 | – 38.7 | – 75.6 | + 48.8 |
| **TUI Group** | **100.9** | **186.8** | **– 46.0** | **– 199.7** | **– 17.1** | **n.a.** |
| **TUI Group at constant currency*** | **98.9** | **194.6** | **– 49.2** | **– 214.5** | **35.3** | **n.a.** |

### EBITA

| € million | Q3 2019 | Q3 2018 adjusted | Var. % | 9M 2019 | 9M 2018 adjusted | Var. % |
|---|---|---|---|---|---|---|
| Hotels & Resorts | 91,5 | 72.4 | + 26.4 | 226.9 | 244.6 | – 7.2 |
| Cruises | 101,5 | 88.7 | + 14.4 | 207.9 | 182.4 | + 14.0 |
| Destination Experiences | 11,8 | 16.9 | – 30.2 | – 7.5 | 3.0 | n.a. |
| Holiday Experiences | 204,8 | 178.0 | + 15,1 | 427.3 | 430.0 | – 0.6 |
| Northern Region | – 63,2 | 9.4 | n.a. | – 290.9 | – 125.0 | – 132.7 |
| Central Region | 5,1 | 28.4 | – 82.0 | – 126.2 | – 122.6 | – 2.9 |
| Western Region | – 56,6 | – 11.5 | – 392.2 | – 226.6 | – 129.7 | – 74.7 |
| Markets & Airlines | – 114,7 | 26.3 | n.a. | – 643.7 | – 377.3 | – 70.6 |
| All other segments | – 6,0 | – 28.3 | + 78.8 | – 46.2 | – 80.1 | + 42.3 |
| **TUI Group** | **84,1** | **176.0** | **– 52.2** | **– 262.6** | **– 27.4** | **– 858.4** |
| Discontinued operations | – | 41.4 | n.a. | – | 41.4 | n.a. |
| **Total** | **84,1** | **217.4** | **– 61.3** | **– 262.6** | **14.0** | **n.a.** |

## Income statement of the TUI Group for the period from 1 Oct 2018 to 30 Jun 2019

| € million | Q3 2019 | Q3 2018 adjusted* | Var. % | 9M 2019 | 9M 2018 adjusted * | Var. % |
|---|---|---|---|---|---|---|
| Turnover | 4,745.0 | 4,576.7 | 3.7 | 11,421.4 | 11,142.6 | 2.5 |
| Cost of sales | 4,459.2 | 4,188.3 | 6.5 | 10,979.1 | 10,476.9 | 4.8 |
| **Gross profit** | **285.8** | **388.4** | **– 26.4** | **442.3** | **665.7** | **– 33.6** |
| Administrative expenses | 282.0 | 300.9 | – 6.3 | 920.2 | 921.6 | – 0.2 |
| Other income | 1.6 | 13.4 | – 88.1 | 14.5 | 62.0 | – 76.6 |
| Other expenses | 2.1 | 1.6 | 31.3 | 16.0 | 1.9 | 742.1 |
| Impairment of financial assets | – 7.0 | 1.2 | n.a. | – 9.8 | 28.2 | n.a. |
| Financial income | 11.7 | 23.6 | – 50.4 | 81.6 | 41.3 | 97.6 |
| Financial expenses | 39.8 | 56.5 | – 29.6 | 118.9 | 124.6 | – 4.6 |
| Share of result of joint ventures and associates | 76.7 | 75.7 | 1.3 | 184.0 | 189.9 | – 3.1 |
| **Earnings before income taxes** | **58.9** | **140.9** | **– 58.2** | **– 322.9** | **– 117.4** | **– 175.0** |
| Income taxes | 11.6 | 36.1 | – 67.9 | – 82.5 | – 11.6 | – 611.2 |
| **Result from continuing operations** | **47.3** | **104.8** | **– 54.9** | **– 240.4** | **– 105.8** | **– 127.2** |
| Result from discontinued operations | – | 41.4 | n.a. | – | 41.4 | n.a. |
| **Group profit / loss for the year** | **47.3** | **146.2** | **– 67.6** | **– 240.4** | **– 64.4** | **– 273.3** |
| Group profit / loss for the year attributable to shareholders of TUI AG | 21.7 | 140.6 | – 84.6 | – 320.1 | – 140.3 | – 128.2 |
| Group profit / loss for the year attributable to non-controlling interest | 25.6 | 5.6 | 357.1 | 79.7 | 75.9 | 5.0 |

* Prior-year figures adjusted due to retrospective application of IFRS 15 and previous year's structure was adjusted due to the first time application of IFRS 9

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## Financial position of the TUI Group as at 30 Jun 2019

| € million | 30 Jun 2019 | 30 Sep 2018 adjusted* | 1 Oct 2017 adjusted* |
|---|---|---|---|
| **Assets** | | | |
| Goodwill | 2,974.7 | 2,913.1 | 2,889.5 |
| Other intangible assets | 673.5 | 643.2 | 548.1 |
| Property, plant and equipment | 5,651.9 | 4,876.3 | 4,253.7 |
| Investments in joint ventures and associates | 1,476.4 | 1,402.3 | 1,284.1 |
| Trade and other receivables | 62.5 | 103.3 | 138.7 |
| Derivative financial instruments | 44.6 | 83.2 | 79.9 |
| Other financial assets | 44.8 | 54.3 | 69.5 |
| Touristic payments on account | 192.0 | 157.3 | 185.2 |
| Other non-financial assets | 261.2 | 184.4 | 73.1 |
| Income tax assets | 9.6 | 9.6 | – |
| Deferred tax assets | 331.2 | 228.0 | 326.0 |
| **Non-current assets** | **11,722.4** | **10,655.0** | **9,847.8** |
| | | | |
| Inventories | 124.0 | 118.5 | 110.2 |
| Trade and other receivables | 810.3 | 821.9 | 700.9 |
| Derivative financial instruments | 280.3 | 441.8 | 215.4 |
| Other financial assets | 77.5 | 18.7 | 11.9 |
| Touristic payments on account | 1,596.2 | 731.3 | 583.9 |
| Other non-financial assets | 129.4 | 140.2 | 81.7 |
| Income tax assets | 139.3 | 114.1 | 98.7 |
| Cash and cash equivalents | 1,564.9 | 2,548.0 | 2,516.1 |
| Assets held for sale | – | 5.5 | 9.6 |
| **Current assets** | **4,721.9** | **4,940.0** | **4,328.4** |
| **Total assets** | **16,444.3** | **15,595.0** | **14,176.2** |

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| € million | 30 Jun 2019 | 30 Sep 2018 adjusted* | 1 Oct 2017 adjusted* |
|---|---|---|---|
| **Equity and liabilities** | | | |
| Subscribed capital | 1,502.9 | 1,502.9 | 1,501.6 |
| Capital reserves | 4,200.5 | 4,200.5 | 4,195.0 |
| Revenue reserves | – 3,143.4 | – 2,058.4 | – 2,798.3 |
| **Equity before non-controlling interest** | **2,560.0** | **3,645.0** | **2,898.3** |
| Non-controlling interest | 698.2 | 634.8 | 594.0 |
| **Equity** | **3,258.2** | **4,279.8** | **3,492.3** |
| | | | |
| Pension provisions and similar obligations | 1,049.0 | 962.2 | 1,094.7 |
| Other provisions | 693.5 | 768.1 | 801.4 |
| **Non-current provisions** | **1,742.5** | **1,730.3** | **1,896.1** |
| Financial liabilities | 2,435.0 | 2,250.7 | 1,761.2 |
| Derivative financial instruments | 53.2 | 12.8 | 50.4 |
| Other financial liabilities | 20.9 | 14.4 | 43.9 |
| Other non-financial liabilities | 90.0 | 89.0 | 106.3 |
| Touristic advance payments received | 0.1 | – | – |
| Income tax liabilities | 69.3 | 108.8 | 150.2 |
| Deferred tax liabilities | 116.3 | 187.9 | 106.4 |
| **Non-current liabilities** | **2,784.8** | **2,663.6** | **2,218.4** |
| **Non-current provisions and liabilities** | **4,527.3** | **4,393.9** | **4,114.5** |
| | | | |
| Pension provisions and similar obligations | 29.8 | 32.6 | 32.7 |
| Other provisions | 333.0 | 348.3 | 349.9 |
| **Current provisions** | **362.8** | **380.9** | **382.6** |
| Financial liabilities | 202.0 | 192.2 | 171.9 |
| Trade payables | 2,331.0 | 2,692.5 | 2,433.1 |
| Derivative financial instruments | 110.6 | 65.7 | 217.2 |
| Other financial liabilities | 101.8 | 93.3 | 103.8 |
| Touristic advance payments received | 4,985.4 | 2,824.8 | 2,700.4 |
| Other non-financial liabilities | 497.2 | 585.7 | 495.1 |
| Income tax liabilities | 68.0 | 86.2 | 65.3 |
| **Current liabilities** | **8,296.0** | **6,540.4** | **6,186.8** |
| **Current provisions and liabilities** | **8,658.8** | **6,921.3** | **6,569.4** |
| **Total provisions and liabilities** | **16,444.3** | **15,595.0** | **14,176.2** |

* Prior-year figures adjusted due to retrospective application of IFRS 15 and PPA adjustments.

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