

About the 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 €19.5bn and an operating result of €1.147bn. 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 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 leisure airlines with around 150 modern medium- and long-haul aircraft.

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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. Further information is available at www.tuigroup.com.

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This press release and pictures are also available at www.tuigroup.com

Keyfigures

Turnover

€ million	2018	2017 restated	Var. %
Hotels & Resorts	606.8	679.0	- 10.6
Cruises	901.9	815.0	+ 10.7
Destination Services	303.5	202.5	+ 49.9
Holiday Experiences	1,812.2	1,696.5	+ 6.8
Northern Region	6,854.9	6,601.5	+ 3.8
Central Region	6,563.7	6,039.5	+ 8.7
Western Region	3,577.6	3,502.2	+ 2.2
Market & Airlines	16,996.2	16,143.2	+ 5.3
All other segments	715.5	695.3	+ 2.9
TUI Group	19,523.9	18,535.0	+ 5.3
TUI Group at constant currency	19,701.5	18,535.0	+ 6.3
Discontinued operations	-	829.0	n.a.
Total	19,523.9	19,364.0	+ 0.8

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Underlying EBITA

€ million	2018	2017 restated	Var. %
Hotels & Resorts	425.7	365.5	+ 19.4
Cruises	324.0	255.6	+ 26.8
Destination Services	44.7	35.1	+ 27.4
Holiday Experiences	794.4	647.2	+ 22.7
Northern Region	254.1	345.8	- 26.5
Central Region	89.1	71.5	+ 24.6
Western Region	109.3	109.2	+ 0.1
Market & Airlines	452.5	526.5	- 14.1
All other segments	- 99.9	- 71.6	- 39.5
TUI Group	1,147.0	1,102.1	+ 4.1
TUI Group at constant currency	1,221.7	1,102.1	+ 10.9
Discontinued operations	-	- 1.2	n.a.
Total	1,147.0	1,100.9	+ 4.2

EBITA

€ million	2018	2017 restated	Var. %
Hotels & Resorts	452.6	353.7	+ 20.3
Cruises	324.0	255.6	+ 26.8
Destination Experiences	43.1	32.6	+ 32.6
Holiday Experiences	792.7	641.9	+ 23.5
Northern Region	221.2	309.6	- 28.6
Central Region	72.5	67.3	+ 7.7
Western Region	85.1	79.4	+ 7.2
Markets & Marketing	378.8	456.3	- 17.0
All other segments	- 111.3	- 71.7	- 55.4
TUI Group	1,060.2	1,026.5	+ 3.3
TUI Group at constant currency	1,133.4	1,026.5	+ 10.4
Discontinued operations	38.7	- 22.1	n.a.
Total	1,098.9	1,004.4	+ 9.4

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Financial position of the TUI Group as at 30 Sep 2018

€ million	30 Sep 2018	30 Sep 2017
Assets		
Goodwill	2,958.6	2,889.5
Other intangible assets	569.9	548.1
Property, plant and equipment	4,899.2	4,253.7
Investments in joint ventures and associates	1,436.6	1,306.2
Financial assets available for sale	54.3	69.5
Trade receivables and other assets	287.7	211.8
Touristic prepayments	157.3	185.2
Derivative financial instruments	83.2	79.9
Income tax assets	9.6	-
Deferred tax assets	225.7	323.7
Non-current assets	10,682.1	9,867.6
Inventories	118.5	110.2
Trade receivables and other assets	981.9	794.5
Touristic prepayments	720.2	573.4
Derivative financial instruments	441.8	215.4
Income tax assets	113.8	98.7
Cash and cash equivalents	2,548.0	2,516.1

Assets held for sale	5.5	9.6
Current assets	4,929.7	4,317.9
Total assets	15,611.8	14,185.5
€ million	30 Sep 2018	30 Sep 2017
Equity and liabilities		
Subscribed capital	1,502.9	1,501.6
Capital reserves	4,200.5	4,195.0
Revenue reserves	-2,005.3	-2,756.9
Equity before non-controlling interest	3,698.1	2,939.7
Non-controlling interest	635.5	594.0
Equity	4,333.6	3,533.7
Pension provisions and similar obligations	962.2	1,094.7
Other provisions	768.1	801.4
Non-current provisions	1,730.3	1,896.1
Financial liabilities	2,250.7	1,761.2
Derivative financial instruments	12.8	50.4
Income tax liabilities	108.8	150.2
Deferred tax liabilities	184.5	109.0
Other liabilities	103.4	150.2
Non-current liabilities	2,660.2	2,221.0
Non-current provisions and liabilities	4,390.5	4,117.1
Pension provisions and similar obligations	32.6	32.7
Other provisions	384.3	349.9
Current provisions	380.9	382.6
Financial liabilities	192.2	171.9
Trade payables	2,937.3	2,653.3
Touristic advance payments received	2,551.0	2,446.4
Derivative financial instruments	65.7	217.2
Income tax liabilities	86.2	65.3
Other liabilities	674.4	598.0
Current liabilities	6,506.8	6,152.1
Current provisions and liabilities	6,887.7	6,534.7
	15,611.8	14,185.5

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**Income statement of the TUI Group for the period from 1 Oct 2017
to 30 Sep 2018**

€ million	2018	2017	Var. %
Turnover	19,523.9	18,535.0	+ 5.3
Cost of sales	17,542.4	16,535.5	+ 6.1
Gross profit	1,981.5	1,999.5	- 0.9
Administrative expenses	1,289.9	1,255.8	+ 2.7
Other income	67.4	12.5	+ 439.2
Other expenses	3.5	1.9	+ 84.2
Financial income	83.8	229.3	- 63.5
Financial expenses	165.5	156.2	+ 6.0
Share of result of joint ventures and associates	297.7	252.3	+ 18.0
Earnings before income taxes	971.5	1,079.7	- 10.0
Income taxes	191.3	168.8	+13.3
Result from continuing operations	780.2	910.9	- 14.3
Result from discontinued operations	38.7	- 149.5	n.a.
Group profit	818.9	761.4	+ 7.6
Group profit attributable to shareholders of TUI AG	732.5	644.8	+ 13.6
Group profit attributable to non-controlling interest	86.4	116.6	- 25.9

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