

## TUI Group financial key figures Q3 and 9M 2023

### Revenue

	Q3 2023	Q3 2022 adjusted	Var. %	9M 2023	9M 2022 adjusted	Var. %
<b>€ million</b>						
Hotels & Resorts	258.2	259.5	- 0.5	687.4	638.8	+ 7.6
Cruises	164.6	103.3	+ 59.3	421.7	178.8	+ 135.9
TUI Musement	216.1	171.3	+ 26.2	506.1	316.9	+ 59.7
Holiday Experiences	638.9	534.1	+ 19.6	1,615.2	1,134.5	+ 42.4
Northern Region	1,992.7	1,762.8	+ 13.0	4,527.3	3,262.9	+ 38.7
Central Region	1,861.2	1,451.9	+ 28.2	4,237.1	3,062.7	+ 38.3
Western Region	792.2	683.2	+ 15.9	1,804.8	1,465.5	+ 23.2
Markets & Airlines	4,645.9	3,897.9	+ 19.2	10,569.1	7,791.1	+ 35.7
All other segments	1.2	1.2	- 3.2	5.0	5.2	- 2.9
<b>TUI Group</b>	<b>5,286.0</b>	<b>4,433.2</b>	<b>+ 19.2</b>	<b>12,189.4</b>	<b>8,930.8</b>	<b>+ 36.5</b>
<b>TUI Group (at constant currency)</b>	<b>5,333.0</b>	<b>4,433.2</b>	<b>+ 20.3</b>	<b>12,315.3</b>	<b>8,930.8</b>	<b>+ 37.9</b>

### Underlying EBIT

	Q3 2023	Q3 2022 adjusted	Var. %	9M 2023	9M 2022 adjusted	Var. %
<b>€ million</b>						
Hotels & Resorts	112.5	104.9	+ 7.3	262.2	189.7	+ 38.2
Cruises	64.0	3.0	n. a.	79.0	- 102.3	n. a.
TUI Musement	13.1	13.3	- 1.6	- 13.1	- 18.1	+ 27.9
Holiday Experiences	189.7	121.2	+ 56.5	328.1	69.2	+ 373.9
Northern Region	- 1.1	- 93.1	+ 98.9	- 270.6	- 445.7	+ 39.3
Central Region	8.8	20.3	- 56.8	- 122.4	- 62.4	- 96.0
Western Region	- 1.0	- 70.2	+ 98.6	- 103.9	- 159.5	+ 34.9
Markets & Airlines	6.3	- 143.0	n. a.	- 496.9	- 667.7	+ 25.6
All other segments	- 26.6	- 5.2	- 408.0	- 57.2	- 32.0	- 78.5
<b>TUI Group</b>	<b>169.4</b>	<b>- 27.0</b>	<b>n. a.</b>	<b>- 225.9</b>	<b>- 630.5</b>	<b>+ 64.2</b>
<b>TUI Group (at constant currency)</b>	<b>170.7</b>	<b>- 27.0</b>	<b>n. a.</b>	<b>- 244.8</b>	<b>- 630.5</b>	<b>+ 61.2</b>

### EBIT

	Q3 2023	Q3 2022 adjusted	Var. %	9M 2023	9M 2022 adjusted	Var. %
<b>€ million</b>						
Hotels & Resorts	104.1	104.8	- 0.7	253.4	211.6	+ 19.7
Cruises	64.0	3.0	n. a.	79.0	- 102.3	n. a.
TUI Musement	11.3	10.6	+ 7.3	- 17.1	- 24.7	+ 30.8
Holiday Experiences	179.5	118.4	+ 51.6	315.2	84.6	+ 272.7
Northern Region	87.0	- 97.0	n. a.	- 187.4	- 457.7	+ 59.1
Central Region	8.3	12.1	- 31.4	- 123.2	- 88.0	- 40.0
Western Region	- 1.7	- 71.1	+ 97.7	- 104.4	- 161.8	+ 35.5
Markets & Airlines	93.2	- 156.0	n. a.	- 415.0	- 707.5	+ 41.3
All other segments	- 97.3	- 4.9	n. a.	- 131.1	- 34.1	- 284.6
<b>TUI Group</b>	<b>175.4</b>	<b>- 42.5</b>	<b>n. a.</b>	<b>- 230.8</b>	<b>- 657.0</b>	<b>+ 64.9</b>
<b>TUI Group (at constant currency)</b>	<b>183.1</b>	<b>- 42.5</b>	<b>n. a.</b>	<b>- 243.3</b>	<b>- 657.0</b>	<b>+ 63.0</b>

**Unaudited condensed consolidated Statement of Financial Position of TUI AG as at 30 Jun 2023**

<b>€ million</b>	<b>30 Jun 2023</b>	30 Sep 2022
<b>Assets</b>		
Goodwill	2,957.8	2,970.6
Other intangible assets	489.6	507.6
Property, plant and equipment	3,476.7	3,400.9
Right-of-use assets	2,770.6	2,971.5
Investments in joint ventures and associates	991.7	785.4
Trade and other receivables	114.4	131.6
Derivative financial instruments	4.6	26.6
Other financial assets	11.1	10.6
Touristic payments on account	143.7	138.0
Other non-financial assets	101.9	169.7
Income tax assets	17.2	17.2
Deferred tax assets	418.4	222.0
<b>Non-current assets</b>	<b>11,497.7</b>	<b>11,351.7</b>
Inventories	73.9	56.1
Trade and other receivables	1,258.0	1,011.8
Derivative financial instruments	27.8	232.5
Other financial assets	48.5	85.8
Touristic payments on account	1,494.5	619.6
Other non-financial assets	120.5	135.4
Income tax assets	32.1	23.1
Cash and cash equivalents	2,169.1	1,736.9
Assets held for sale	39.7	2.7
<b>Current assets</b>	<b>5,264.0</b>	<b>3,903.8</b>
<b>Total assets</b>	<b>16,761.7</b>	<b>15,255.5</b>

**Unaudited condensed consolidated Statement of Financial Position of TUI AG as at 30 Jun 2023**

<b>€ million</b>	<b>30 Jun 2023</b>	30 Sep 2022
<b>Equity and liabilities</b>		
Subscribed capital	507.4	1,785.2
Capital reserves	9,093.2	6,085.9
Revenue reserves	- 9,671.7	- 8,432.7
Silent participation	-	420.0
<b>Equity before non-controlling interest</b>	<b>- 71.0</b>	<b>- 141.6</b>
Non-controlling interest	854.7	787.3
<b>Equity</b>	<b>783.7</b>	<b>645.7</b>
Pension provisions and similar obligations	601.7	568.2
Other provisions	741.8	755.0
<b>Non-current provisions</b>	<b>1,343.5</b>	<b>1,323.2</b>
Financial liabilities	1,197.1	1,731.4
Lease liabilities	2,221.5	2,508.7
Derivative financial instruments	5.4	3.2
Other financial liabilities	2.6	2.8
Other non-financial liabilities	243.2	165.2
Income tax liabilities	11.1	11.1
Deferred tax liabilities	63.5	121.2
<b>Non-current liabilities</b>	<b>3,744.3</b>	<b>4,543.8</b>
<b>Non-current provisions and liabilities</b>	<b>5,087.8</b>	<b>5,867.0</b>
Pension provisions and similar obligations	30.8	33.1
Other provisions	375.9	541.0
<b>Current provisions</b>	<b>406.7</b>	<b>574.2</b>
Financial liabilities	272.9	319.9
Lease liabilities	698.0	698.8
Trade payables	2,628.3	3,316.5
Derivative financial instruments	225.7	57.5
Other financial liabilities	133.5	174.6
Touristic advance payments received	5,974.6	2,998.9
Other non-financial liabilities	495.1	519.9
Income tax liabilities	55.3	82.3
<b>Current liabilities</b>	<b>10,483.5</b>	<b>8,168.6</b>
<b>Current provisions and liabilities</b>	<b>10,890.2</b>	<b>8,742.7</b>
<b>Total equity, liabilities and provisions</b>	<b>16,761.7</b>	<b>15,255.5</b>

Unaudited condensed consolidated Income Statement of TUI AG for the period from 1 Oct 2022 to 30 June 2023

€ million	Q3 2023	Q3 2022	Var. %	9M 2023	9M 2022	Var. %
Revenue	5,286.0	4,433.2	+19.2	12,189.4	8,930.8	+36.5
Cost of sales	5,018.4	4,313.4	+16.3	11,908.2	9,047.8	+31.6
<b>Gross profit / loss</b>	<b>267.5</b>	<b>119.8</b>	<b>+123.3</b>	<b>281.2</b>	<b>- 117.0</b>	<b>n. a.</b>
Administrative expenses	253.1	189.6	+33.5	746.5	566.6	+31.8
Other income	3.2	3.3	- 3.0	14.9	34.1	- 56.3
Other expenses	32.3	2.2	n. a.	37.0	3.7	+900.0
Impairment (+) / Reversal of impairment (-) of financial assets	5.8	- 3.3	n. a.	9.3	- 7.8	n. a.
Financial income	22.2	4.6	+382.6	60.5	30.5	+98.4
Financial expense	142.9	127.2	+12.3	427.8	408.5	+4.7
Share of result of investments accounted for using the equity method	185.0	26.4	+600.8	259.0	- 9.2	n. a.
<b>Earnings before income taxes</b>	<b>47.0</b>	<b>- 161.6</b>	<b>n. a.</b>	<b>- 601.8</b>	<b>- 1,032.6</b>	<b>+41.7</b>
Income taxes (expense (+), income (-))	- 5.5	169.6	n. a.	- 96.3	6.5	n. a.
<b>Group profit / loss</b>	<b>52.5</b>	<b>- 331.2</b>	<b>n. a.</b>	<b>- 505.5</b>	<b>- 1,039.1</b>	<b>+51.4</b>
Group profit / loss attributable to shareholders of TUI AG	22.6	- 356.7	n. a.	- 597.8	- 1,076.7	+44.5
Group profit / loss attributable to non-controlling interest	29.8	25.5	+16.9	92.3	37.5	+146.1