

Key Figures Q4 2015/16

Turnover

€ million	2015/16	2014/15 restated	Var. %
Northern Region	7,001.5	7,348.4	- 4.7
Central Region	5,566.6	5,600.9	- 0.6
Western Region	2,869.9	2,847.0	+ 0.8
Hotels & Resorts	618.6	574.8	+ 7.6
Cruises	296.7	273.3	+ 8.6
Other Tourism	665.5	704.8	- 5.6
Tourism	17,018.8	17,349.2	- 1.9
All other segments	165.8	166.3	- 0.3
TUI Group	17,184.6	17,515.5	- 1.9
Discontinued operations	2,321.6	2,565.8	- 9.5
Total	19,506.2	20,081.3	- 2.9

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Underlying EBITA

€ million	2015/16	2014/15	Var. %
Northern Region	460.9	538.4	- 14.4
Central Region	88.5	103.5	- 14.5
Western Region	86.1	68.7	+ 25.3
Hotels & Resorts	287.3	234.6	+ 22.5
Cruises	129.6	80.5	+ 61.0
Other Tourism	4.6	8.4	- 45.2
Tourism	1,057.0	1,034.1	+ 2.2
All other segments	- 56.5	- 80.9	+ 30.2
TUI Group	1,000.5	953.3	+ 5.0
Discontinued operations	92.9	107.3	- 13.4
Total	1,093.4	1,060.5	+ 3.1

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EBITA

€ million	2015/16	2014/15	Var. %
Northern Region	440.4	513.4	- 14.2
Central Region	67.3	72.9	- 7.7
Western Region	72.1	57.7	+ 25.0
Hotels & Resorts	285.1	195.7	+ 45.7
Cruises	129.6	80.5	+ 61.0
Other Tourism	- 6.2	- 4.1	- 51.2
Tourism	988.3	916.1	+ 7.9
All other segments	- 90.2	- 121.5	+ 25.8
TUI Group	898.1	794.6	+ 13.0
Discontinued operations	14.7	2.6	+ 465.4
Total	912.8	797.2	+ 14.5

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Income Statement of the TUI Group for the period from 1 Oct 2015 to 30 Sep 2016

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€ million	2015/16	2014/15 restated	Var. %
Turnover	17,184.6	17,515.5	- 1.9
Cost of sales	15,278.1	15,549.5	- 1.7
Gross profit	1,906.5	1,966.0	-3.0
Administrative expenses	1,216.9	1,352.6	- 10.0
Other income	36.3	42.9	- 15.4
Other expenses	7.4	5.7	+ 29.8
Financial income	58.5	35.8	+63.4
Financial expenses	345.9	364.5	- 5.1
Share of result of joint ventures and associates	187.2	143.9	+ 30.1
Earnings before income taxes	618.3	465.8	+32.7
Income taxes	153.4	58.2	+ 163.6
Result from continuing operations	464.9	407.6	+14.1
Result from discontinued operations	687.3	- 28.0	n.a.
Group profit for the year	1,152.2	379.6	+ 203.5
Group profit for the year attributable to shareholders of TUI AG	1,037.4	340.4	+ 204.8
Group profit for the year attributable to non-controlling interest	114.8	39.2	+192.9

Financial Position of the TUI Group as at 30 Sep 2016

€ million	30 Sep 2016	30 Sep 2015
Assets		
Goodwill	2,853.5	3,220.4
Other intangible assets	545.8	911.5
Property, plant and equipment	3,714.5	3,636.8
Investments in joint ventures and associates	1,180.8	1,077.8
Financial assets available for sale	50.4	56.2
Trade receivables and other assets	315.3	332.5
Derivative financial instruments	126.8	48.1
Deferred tax assets	344.7	330.7
Non-current assets	9,131.8	9,614.0
Inventories	105.2	134.5
Financial assets available for sale	265.8	334.9
Trade receivables and other assets	1,320.1	1,948.7
Derivative financial instruments	544.6	281.0
Income tax assets	87.7	58.5
Cash and cash equivalents	2,072.9	1,672.7
Assets held for sale	929.8	42.2
Current assets	5,326.1	4,472.5
	14,457.9	14,086.5

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€ million	30 Sep 2016	30 Sep 2015
Equity and liabilities		
Subscribed capital	1,500.7	1,499.6
Capital reserves	4,192.2	4,187.7
Revenue reserves	- 3,017.8	- 3,773.9
Equity before non-controlling interest	2,675.1	1,913.4
Non-controlling interest	573.1	503.9
Equity	3,248.2	2,417.3
Pension provisions and similar obligations	1,410.3	1,114.5
Other provisions	803.0	746.3
Non-current provisions	2,213.3	1,860.8
Financial liabilities	1,503.4	1,653.3
Derivative financial instruments	27.5	78.5
Income tax liabilities	22.2	115.7
Deferred tax liabilities	62.9	125.7
Other liabilities	160.1	136.2
Non-current liabilities	1,776.1	2,109.4
Non-current provisions and liabilities	3,989.4	3,970.2
Pension provisions and similar obligations	40.6	32.4
Other provisions	374.8	463.4
Current provisions	415.4	495.8
Financial liabilities	537.7	233.1
Trade payables	2,476.9	3,224.2
Derivative financial instruments	249.6	388.2
Income tax liabilities	196.0	78.9
Other liabilities	2,872.4	3,247.3
Current liabilities	6,332.6	7,171.7
Liabilities related to assets held for sale	472.3	31.5
Current provisions and liabilities	7,220.3	7,699.0
	14,457.9	14,086.5

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