

Q3 Results 2015/16

11 August 2016



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.

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Opening Remarks

- **Good performance in the quarter** further demonstrating the resilience of our vertically integrated model.
- Summer 2016 trading overall remains **in line with our expectations** with **no apparent slowdown in UK bookings** as a result of the EU referendum.
- The disposal processes for **Hotelbeds** and **Travelopia** are on track.
- We are focussed on delivering TUI Group strategy as a **content centric, vertically integrated** tourism business.
- Remain confident of delivering **at least 10% growth in underlying EBITA for 2015/16***.

Good quarter driven by strength of vertically integrated model

* At constant currency rates and treating Hotelbeds Group as discontinued operations

Strength of TUI Group strategic position

Resilience of demand

- Differentiated product, based on exclusive content
- Importance of annual holiday
- Trusted brand

Flexibility

- Ability to remix capacity with own fleet and content
- Ability to adapt cruise itineraries
- Strong long-term supplier relationships

Balanced Portfolio

- Numerous source markets
- Winter & Summer destinations
- Balanced regional portfolio
- Risk assessed Ownership/Management model

Strong Balance Sheet

- Moody's Rating improvement
- Financial targets introduced for FY2015/16
- Increased investment in higher cash return businesses

Well positioned to deal with geopolitical and macroeconomic changes

Q3 Review

Fritz Jousen

Review of Q3

Brand turnover: €5.2bn
-4.9% / -1.2%*

Turnover: €4.6bn
-5.7% / -2.1%*

Underlying EBITA: €180.0m
+1.1% / +14.1%*

Reported EBITA: €149.5m
+24.2% / +44.1%*

- **Turnover decline** driven by earlier Easter timing and geopolitical events.
- **14.1%*** improvement in underlying EBITA.
- **UK, Riu and Cruise** continue to deliver a strong trading performance.
- Improved performance for **Germany and France**.
- Further **€9m merger synergies** delivered in the quarter in relation to corporate streamlining and occupancy improvements.

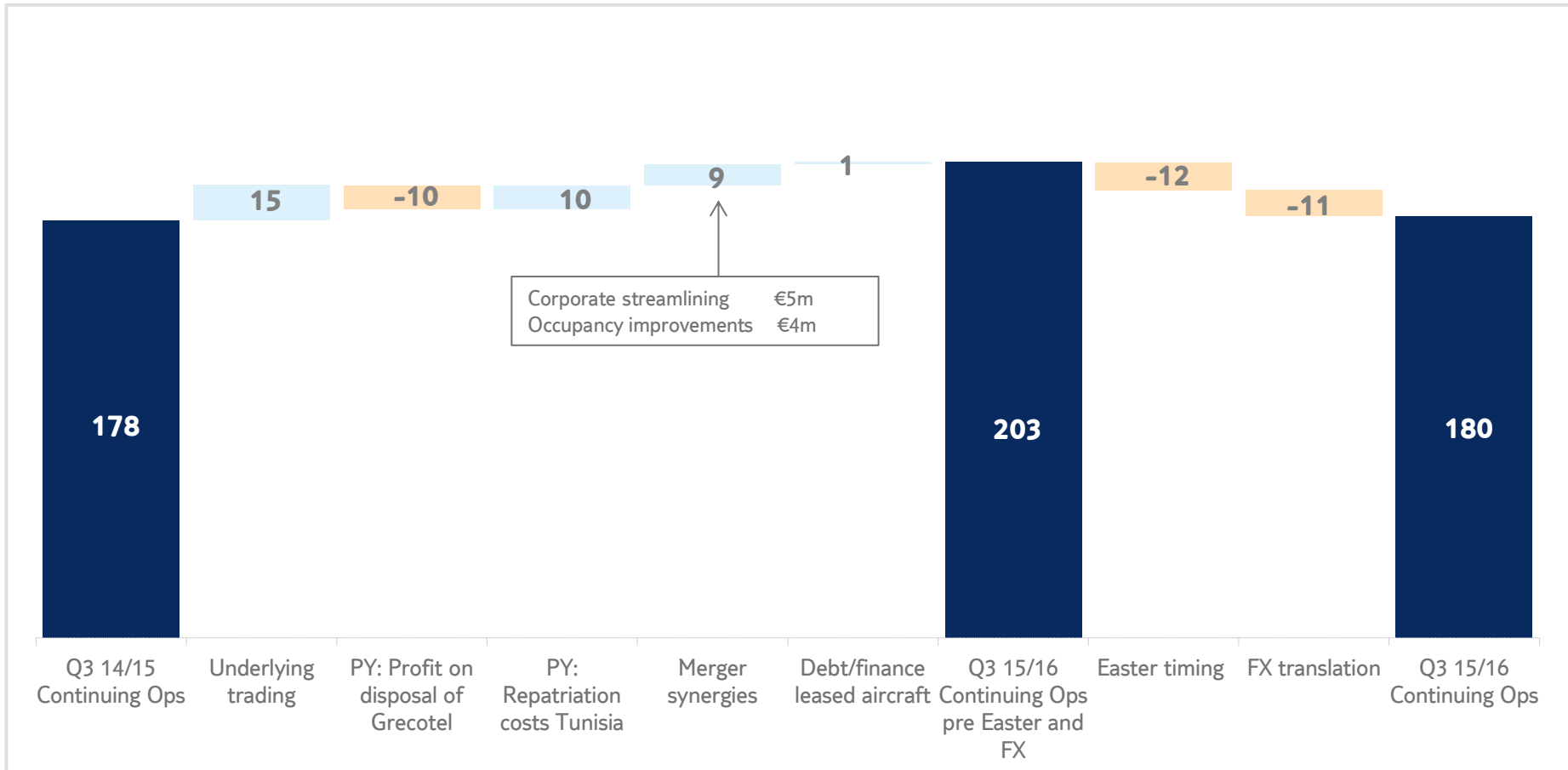
Continuing to deliver against our growth plans

All figures restated to treat Hotelbeds Group as discontinued operations

* At constant currency rates and EBITA also excludes the earlier timing of Easter

TUI Group

Underlying EBITA Bridge Q3 2015/16 in €m



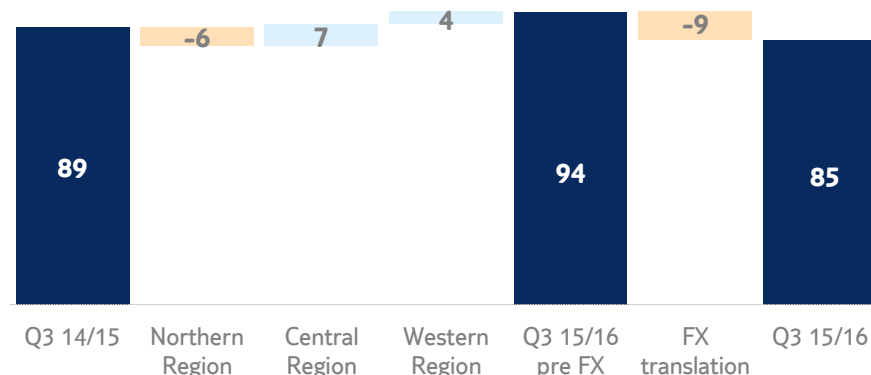
14.1% increase in underlying EBITA pre Easter timing and FX*

Source Markets

Turnover and Earnings (€m)

	Q3 15/16	Q3 14/15	%
Turnover	3,843.3	4,071.3	-5.6
Underlying EBITA	84.9	88.9	-4.5

Bridge Underlying EBITA (€m)



Business development Q3 2015/16*



Northern Region -€6m (+€1m excluding Easter):

- **UK** continues to deliver a strong trading performance, with improved load factors and margins and the launch of the new cruise ship TUI Discovery in June 2016. The result also benefits from the non-repeat of last year's repatriation costs in Tunisia. These were offset by the revaluation of maintenance reserves due to the lower UK gilt rate, and an increase in the claim rate for DBC.
- As expected, the **Nordics** result has been adversely impacted by lower demand for Turkey. Although this year's programme has been remixed to alternative destinations, this has not fully mitigated the impact, and we have experienced later booking patterns as a result, putting further pressure on lates trading. The result also includes costs in respect of the TUI brand migration which will take place in Autumn 2016.

Central Region +€7m (+€9m excluding Easter):

Performance improved as a result of lower distribution costs and cost savings from restructuring programmes in Germany and Austria. We are continuing to increase our market share in Germany, despite challenging conditions.

Western Region +€4m (+€7m excluding Easter):

Result improved due to significant reduction in French operating losses and good performance in Netherlands, offset partly by the difficult trading environment in Belgium following the Brussels attack, particularly for package holiday sales. We expect the acquisition of Transat's French tour operating business to complete by the end of October 2016.

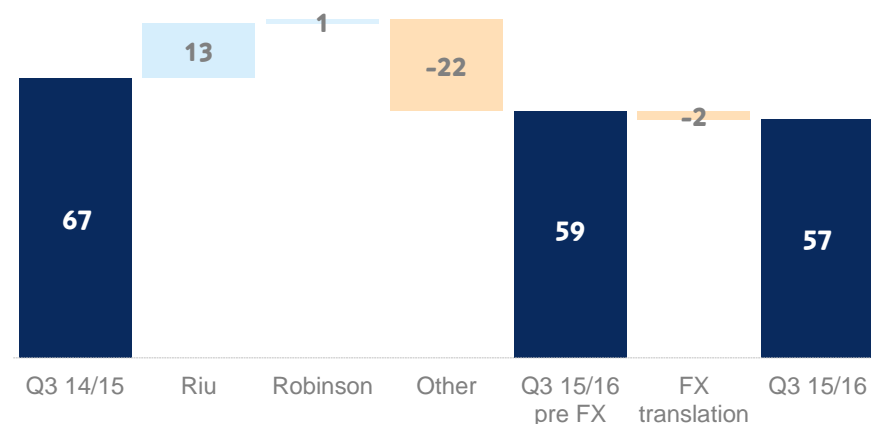
* At constant currency rates. , Northern Region now includes Crystal Ski and Thomson Lakes & Mountain..

Hotels & Resorts

Turnover and Earnings (€m)

	Q3 15/16	Q3 14/15	%
Total Turnover	300.9	316.9	-5.0
Underlying EBITA	56.7	67.3	-15.8
<i>o/w Equity result</i>	<i>10.9</i>	<i>10.0</i>	<i>9.0</i>

Bridge Underlying EBITA (€m)



Business development Q3 2015/16*



- The prior year result included a €10m gain on disposal of Grecootel and, as expected, earnings for hotels in Turkey and North Africa have been adversely impacted by reduced demand following geopolitical events.
- **Riu** delivered another strong quarter, with a 1% increase in capacity, 5% point improvement in occupancy and 3% increase in average rate per bed, and a particularly strong performance in Spain, Cape Verde and long haul.
- We have made further progress in delivering our occupancy improvement synergies, worth €4m in the quarter.
- In line with our plans to grow our core brands, we opened five additional hotels this summer and a further two were repositioned from other brands into TUI Blue.

* At constant currency rates

Summer 2016 Hotel additions

Hotels & Concept Hotels



- RIU Republica Dominican Republic
- 1,000 rooms
- Management Contract

- RIU Sri Lanka
- 501 rooms
- Management Contract

- Robinson Masmavi Turkey
- 570 rooms
- Management Contract

- Robinson Kyllini Beach Greece
- 317 rooms
- Leased Contract

- Sensatori Dominican Republic
- 256 rooms
- Owned hotel (JV)

Position of Content Centric, Vertical Integration

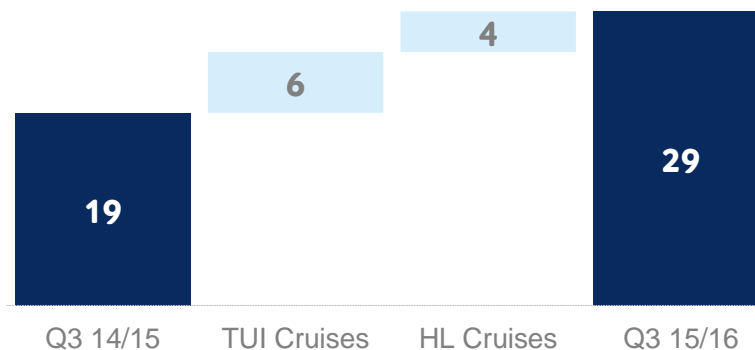
Cruises

Turnover and Earnings (€m)

	Q3 15/16	Q3 14/15	%
Turnover HL Cruises	71.3	63.8	11.8
<i>Memo: TUI Cruises Turnover</i>	181.4	147.7	22.8
Underlying EBITA	29.4	19.3	52.3
<i>o/w EAT TUI Cruises*</i>	25.8	19.5	32.3

* TUI Cruises joint venture (50%) is consolidated at equity

Bridge Underlying EBITA (€m)



Business development Q3 2015/16

TUI Cruises +€6m:

- Strong growth driven by high demand for Mein Schiff 4, launched in June 2015.
- Good occupancy and rates across the fleet.

Hapag-Lloyd Cruises +€4m:

- Continued improvement in performance.
- Positive result driven principally by daily rate, which was up 7% in the quarter.



Modernisation of UK Cruise fleet

Acquisition of Legend of the Seas (LOTS)

 Thomson Cruises



- Agreement to acquire LOTS from Royal Caribbean for delivery in fiscal Q3 2017. On sale since July 2016 as TUI Discovery 2.
- The acquisition will further progress the modernisation and tonnage of the Thomson Cruises fleet.
- The new ship will be capitalised with cash outflow of €200m expected in FY17.
- The ship is expected to deliver project returns in line with our ROIC requirements of 15% on a full year basis*.

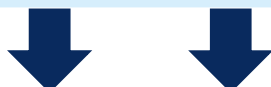
Position of Content Centric, Vertical Integration

* Anticipated delivery of LOTS in Q3 2017, full-year benefit from FY18

Growth of Cruise fleet

TUI Cruises	Mein Schiff 1	Mein Schiff 2	Mein Schiff 3	Mein Schiff 4	Mein Schiff 5	Mein Schiff 6	Mein Schiff 7	Mein Schiff 8
Berths	1,924	1,924	2,500	2,500	2,500	2,500	2,860	2,860
Year of construction	1996	1997	2014	2015	2016	2017	2018	2019

MS1 and MS2 to replace 2 ships in UK fleet following delivery of MS7 and MS8



Thomson Cruises	Majesty	Spirit	Celebration	Dream	Discovery <i>(Formerly Splendour)</i>	Discovery 2-2017 <i>(Formerly Legend)</i>
Berths	1,462	1,254	1,250	1,506	1,804	1,830
Operating Model	Operating lease Exp. 2017	Operating lease Exp. 2017	Finance lease Exp. 2018	Finance lease Exp. 2020	Finance lease Exp. 2026	Wholly Owned Built 1995

HAPAG LLOYD CRUISES	Europa	Europa 2	Bremen	Hanseatic
Berths ¹	408	516	155	175
Operating Model	Wholly Owned Built 1999	Wholly Owned Built 2013	Wholly Owned Built 1990	Bareboat charter Exp.2018

1) Additional sofa-bed in most of the suites (usable for persons up to the age of 6, 10, 12 or 15 years)

Financial Performance

Horst Baier

Income Statement

In €m	9M 2015/16	9M 2014/15
Turnover	11,390.0	11,488.1
Underlying EBITA	-56.9	-105.0
Adjustments (SDI's and PPA)	-81.9	-143.1
EBITA	-138.8	-248.1
Net interest expense	-115.0	-140.6
Hapag-Lloyd AG	-100.3	0.9
EBT	-354.1	-387.8
Income taxes	62.6	232.1
Group result continuing operations	-291.5	-155.7
Discontinued operations	3.5	-13.6
Minority interest	-74.0	-3.0
Group result after minorities	-362.0	-172.3
Hybrid dividend	-	-10.0
Basic EPS (€, continuing)	-0.62	-0.35

Adjustments of €82m

- A reduction of €61m due to the lower merger related costs, includes PPA of €45m.

Interest reduced to €115m

- A reduction of €26m mainly due to the lower convertible bond interest.

Hapag- Lloyd AG

- Share price has increased since H1 from €16.10 to €19.00 as at end of Q3. The value increase resulting from the higher share price has been carried to equity in line with IAS39 requirement.

Tax credit of €63m

- Prior year reflected the impact of post-merger tax restructuring.

Discontinued operations

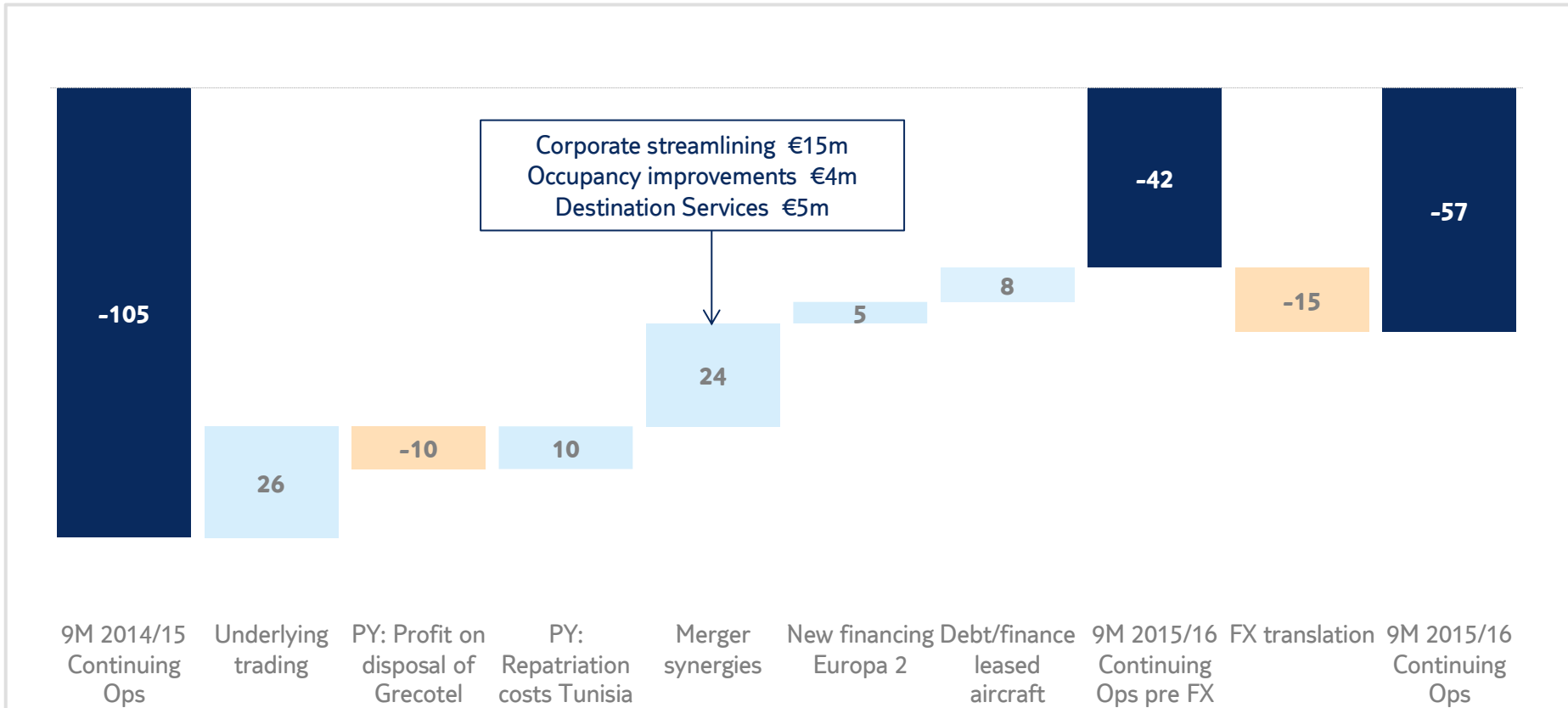
- Relates to the disposal of Hotelbeds Group in the current year and LateRooms Group in the prior year. Gain on disposal for Hotelbeds Group expected to be ~€600m.

Minority Interest

- Prior year included TUI Travel (pre merger) of €51m

TUI Group

Underlying EBITA Bridge 9M 2015/16 in €m



Significant improvement in underlying EBITA loss at constant currency

Cash Flow

In €m	9M 2015/16	9M 2014/15*
EBITA reported**	-138.8	-248.1
Depreciation**	312.0	294.2
Working capital	1,143.6	881.5
Other cash effects	50.8	-123.8
At equity income**	-101.7	-84.9
Dividends received from JVs and associates	39.6	9.1
Tax paid	-160.4	-102.3
Interest (cash)	-58.8	-67.4
Pension contribution	-119.8	-118.2
Operating Cashflow	966.5	440.1
Net capex	-367.1	-354.8
Net investments	-58.9	-125.6
Net pre-delivery payments	-17.4	23.1
Free Cashflow	523.1	-17.2
Dividends & Hybrid Interest	-329.9	-305.5
Movement in Cash Net of Debt	193.2	-322.7

*Prior year restated due to exclusion of Hotelbeds reported EBITDA and reclassification of provisions between working capital and other cash effects

**Continuing ops basis – non-continuing adjustment in Other cash effects

Movement in Net Debt

€m	30 Jun 2016	30 Jun 2015
Opening net (debt)/ cash as at 30 September	-214	293
Movement in cash net of debt	193	-323
Disposal of shares in Money Market fund	-	300
Foreign exchange movement	75	-174
Non cash movement in debt - Asset backed finance	-337	-689
Non cash movement in debt - Other	-3	286
Closing net debt including discontinued operations	-286	-307
Discontinued operations - Hotelbeds Group	-173	-
Closing net debt as per Balance Sheet	-459	-307

Comment: As at 30 June 2016, cash and cash equivalents worth €193m were subject to disposal restrictions

FX and Fuel

Hedging	Summer 2016	Winter 2016/17	Summer 2017
Euro	95%	81%	50%
US Dollars	95%	84%	59%
Jet Fuel	95%	91%	77%

Anticipate ~€100m adverse impact from FX translation on the full-year underlying EBITA result

Hedging as at 5 August 2016

Current Trading & Outlook

Fritz Jousen

Summer 2016 and Winter 2016/17

- **Summer 2016**

- Source Market programme **87% sold to date**, revenue **up 1%**.
- Continued strong performance in **UK** – revenue and bookings **up 6%**.
- No apparent slow down in bookings as a result of the EU referendum.
- Source Markets bookings excluding Turkey **up 8% proving the sustained demand for package holidays** and **flexibility of our model to remix capacity**.
- More significant impact on **Germany** and **Nordics** from lower demand for Turkey and **Belgium** demand affected post attack at Brussels Airport.

- **Winter 2016/17 and Summer 2017**

- Pleased with the start to early trading for Winter 2016/17 and Summer 2017.
- Winter 2016/17 less than 25% booked – bookings **up 8%**, average selling prices **up 5%**.
- Reflects growth in **UK long haul**.

Overall, current trading is in line with our expectations

These statistics are up to 31 July 2016 and are shown on a constant currency basis

Outlook 2015/16* – Continuing operations basis

€m	2014/15	2015/16 e
Brand Turnover	€21,590m	Around 3% growth
Turnover	€19,018m	Around 2% growth
Underlying EBITA	€1,001m	At least 10% growth
Adjustments	€176m	~€160m
Net Interest	€182m	~€170m
Net capex & investments	€655m	~€750m
Net debt	€214m	Broadly neutral
Underlying ETR	~25%	~25%

* At constant currency rates, Prior year income statement items restated for discontinued operations

Summary

- We have delivered a **good Q3 performance**.
- Summer 2016 trading overall **remains in line with our expectations with no apparent slowdown as a result of the EU referendum**.
- **Resilience of demand** for our holidays, hotels and cruises.
- **Well positioned** to deal with the changing geopolitical and macroeconomic environment.
- **Remain confident of delivering at least 10% growth in underlying EBITA** for 2015/16* and **at least 10% in underlying EBITA CAGR** over the three years to 2017/18*.

* At constant currency rates and restated for discontinued operations

Appendix

2015/16 Q3 Turnover by Segment (excludes intra-group turnover)*

In €m	Q3 2015/16	Q3 2014/15	Change	FX	Change ex FX
Northern Region	1,761.5	1,904.8	-143.3	-141.4	-1.9
Central Region	1,347.2	1,406.1	-58.9	-5.8	-53.1
Western Region	734.6	760.4	-25.8	-0.1	-25.7
Source Markets	3,843.3	4,071.3	-228.0	-147.3	-80.7
Riu	106.5	98.3	8.2	-8.0	16.2
Robinson	18.5	18.6	-0.1	-0.2	0.1
Other (incl former TUI Travel hotels)	18.2	18.9	-0.7	-0.8	0.1
Hotels & Resorts	143.2	135.8	7.4	-9.0	16.4
TUI Cruises	-	-	-	-	-
Hapag-Lloyd Cruises	71.3	63.8	7.5	-	7.5
Cruises	71.3	63.8	7.5	-	7.5
Other Tourism	142.8	149.4	-6.6	-1.2	-5.4
Tourism	4,200.6	4,420.3	-219.7	-157.5	-62.2
Specialist Group	357.0	415.0	-58.0	-19.0	-39.0
All Other Segments	40.1	40.7	-0.6	-1.1	0.5
TUI Group continuing operations	4,597.7	4,876.0	-278.3	-177.6	-100.7

*Table contains unaudited figures and rounding effects

2015/16 9M Turnover by Segment (excludes intra-group turnover)*

In €m	9M 2015/16	9M 2014/15	Change	FX	Change ex FX
Northern Region	4,285.6	4,305.9	-20.3	-103.4	83.1
Central Region	3,335.2	3,340.3	-5.1	-2.6	-2.5
Western Region	1,650.2	1,660.1	-9.9	0.1	-10.0
Source Markets	9,271.0	9,306.3	-35.3	-105.9	70.6
Riu	326.5	299.2	27.3	-14.3	41.6
Robinson	43.2	42.5	0.7	-	0.7
Other (incl former TUI Travel hotels)	39.5	39.5	-	-1.3	1.3
Hotels & Resorts	409.2	381.2	28.0	-15.6	43.6
TUI Cruises	-	-	-	-	-
Hapag-Lloyd Cruises	214.4	200.0	14.4	-	14.4
Cruises	214.4	200.0	14.4	-	14.4
Other Tourism	431.9	449.8	-17.9	-1.2	-16.7
Tourism	10,326.5	10,337.3	-10.8	-122.7	111.9
Specialist Group	970.6	1,058.2	-87.6	0.7	-88.3
All Other Segments	92.9	92.6	0.3	-0.6	0.9
TUI Group continuing operations	11,390.0	11,488.1	-98.1	-122.6	24.5

*Table contains unaudited figures and rounding effects

2015/16 Turnover by Segment (restated for continuing operations)*

In €m	Q1 2015/6	Q2 2015/6	Q3 2015/6		9M 2015/16
Northern Region	1,269.3	1,254.8	1,761.5		4,285.6
Central Region	1,089.8	898.2	1,347.2		3,335.2
Western Region	486.9	428.7	734.6		1,650.2
Source Markets	2,846.0	2,581.7	3,843.3		9,271.0
Riu	106.9	113.1	106.5		326.5
Robinson	14.7	10.0	18.5		43.2
Other (incl former TUI Travel hotels)	10.8	10.5	18.2		39.5
Hotels & Resorts	132.4	133.6	143.2		409.2
TUI Cruises	-	-	-		-
Hapag-Lloyd Cruises	53.9	89.1	71.3		214.4
Cruises	53.9	89.1	71.3		214.4
Other Tourism	147.5	141.6	142.8		431.9
Tourism	3,179.8	2,946.0	4,200.6		10,326.5
Specialist Group	288.7	324.9	357.0		970.6
All Other Segments	32.4	20.4	40.1		92.9
TUI Group continuing operations	3,500.9	3,291.3	4,597.7		11,390.0

*Table contains unaudited figures and rounding effects

2014/15 Turnover by Segment (restated for continuing operations)*

In €m	Q1 2014/15	Q2 2014/15	Q3 2014/15	Q4 2014/15	FY 2014/15
Northern Region	1,167.0	1,234.1	1,904.8	3,042.5	7,348.4
Central Region	1,058.1	876.0	1,406.1	2,260.6	5,600.8
Western Region	487.3	412.4	760.4	1,186.9	2,847.0
Source Markets	2,712.4	2,522.5	4,071.3	6,490.0	15,796.2
Riu	94.0	106.8	98.3	124.1	423.2
Robinson	12.2	11.8	18.6	29.2	71.8
Other (incl former TUI Travel hotels)	11.8	8.8	18.9	40.4	79.9
Hotels & Resorts	118.0	127.4	135.8	193.7	574.9
TUI Cruises	-	-	-	-	-
Hapag-Lloyd Cruises	53.5	82.7	63.8	73.3	273.3
Cruises	53.5	82.7	63.8	73.3	273.3
Other Tourism	153.4	147.0	149.4	255.0	704.8
Tourism	3,037.3	2,879.6	4,420.3	7,012.0	17,349.2
Specialist Group	291.3	351.9	415.0	443.8	1,502.0
All Other Segments	27.8	24.1	40.7	73.7	166.3
TUI Group continuing operations	3,356.4	3,255.6	4,876.0	7,529.5	19,017.5

*Table contains unaudited figures and rounding effects

2015/16 Q3 Underlying EBITA by Segment*

In €m	Q3 2015/16	Q3 2014/15	Change	FX	Change ex FX
Northern Region	88.1	103.3	-15.2	-9.0	-6.2
Central Region	3.3	-4.2	7.5	-	7.5
Western Region	-6.5	-10.2	3.7	-	3.7
Source Markets	84.9	88.9	-4.0	-9.0	5.0
Riu	64.6	56.6	8.0	-4.8	12.8
Robinson	6.0	4.7	1.3	0.1	1.2
Other (incl former TUI Travel hotels)	-13.9	6.0	-19.9	2.2	-22.1
Hotels & Resorts	56.7	67.3	-10.6	-2.5	-8.1
TUI Cruises	25.8	19.5	6.3	-	6.3
Hapag-Lloyd Cruises	3.6	-0.2	3.8	-	3.8
Cruises	29.4	19.3	10.1	-	10.1
Other Tourism	-5.4	-12.6	7.2	0.4	6.8
Tourism	165.6	162.9	2.7	-11.1	13.8
Specialist Group	19.4	28.7	-9.3	-0.9	-8.4
All Other Segments	-5.0	-13.5	8.5	0.7	7.8
TUI Group continuing operations	180.0	178.1	1.9	-11.3	13.2

*Table contains unaudited figures and rounding effects

2015/16 9M Underlying EBITA by Segment*

In €m	9M 2015/16	9M 2014/15	Change	FX	Change ex FX
Northern Region	-11.3	8.1	-19.4	-13.4	-6.0
Central Region	-106.5	-97.9	-8.6	0.2	-8.8
Western Region	-82.2	-71.1	-11.1	-	-11.1
Source Markets	-200.0	-160.9	-39.1	-13.2	-25.9
Riu	218.2	170.4	47.8	-8.0	55.8
Robinson	2.2	14.3	-12.1	0.7	-12.8
Other (incl former TUI Travel hotels)	-80.0	-61.8	-18.2	6.1	-24.3
Hotels & Resorts	140.4	122.9	17.5	-1.2	18.7
TUI Cruises	55.6	36.6	19.0	-	19.0
Hapag-Lloyd Cruises	13.9	1.0	12.9	-	12.9
Cruises	69.5	37.6	31.9	-	31.9
Other Tourism	-23.9	-43.5	19.6	-	19.6
Tourism	-14.0	-43.9	29.9	-14.4	44.3
Specialist Group	-10.2	-3.4	-6.8	-2.6	-4.2
All Other Segments	-32.7	-57.7	25.0	1.8	23.2
TUI Group continuing operations	-56.9	-105.0	48.1	-15.2	63.3

*Table contains unaudited figures and rounding effects

2015/16 Underlying EBITA by segment (restated for continuing operations)*

In €m	Q1 2015/16	Q2 2015/16	Q3 2015/16		9M 2015/16
Northern Region	-35.6	-63.8	88.1		-11.3
Central Region	-26.2	-83.6	3.3		-106.5
Western Region	-27.6	-48.1	-6.5		-82.2
Source Markets	-89.4	-195.5	84.9		-200.0
Riu	59.2	94.4	64.6		218.2
Robinson	0.9	-4.7	6.0		2.2
Other (incl former TUI Travel hotels)	-34.9	-31.2	-13.9		-80.0
Hotels & Resorts	25.2	58.5	56.7		140.4
TUI Cruises	13.2	16.6	25.8		55.6
Hapag-Lloyd Cruises	-5.0	15.3	3.6		13.9
Cruises	8.2	31.9	29.4		69.5
Other Tourism	-11.4	-7.1	-5.4		-23.9
Tourism	-67.4	-112.2	165.6		-14.0
Specialist Group	-24.5	-5.1	19.4		-10.2
All Other Segments	-13.3	-14.4	-5.0		-32.7
TUI Group continuing operations	-105.2	-131.7	180.0		-56.9

*Table contains unaudited figures and rounding effects

2014/15 Underlying EBITA by segment (restated for continuing operations)*

In €m	Q1 2014/15	Q2 2014/15	Q3 2014/15	Q4 2014/15	FY 2014/15
Northern Region	-47.6	-47.6	103.3	530.2	538.3
Central Region	-20.3	-73.4	-4.2	201.4	103.5
Western Region	-11.9	-49.0	-10.2	139.9	68.8
Source Markets	-79.8	-170.0	88.9	871.5	710.6
Riu	48.2	65.6	56.6	90.6	261.0
Robinson	7.7	1.9	4.7	27.4	41.7
Other (incl former TUI Travel hotels)	-27.2	-40.6	6.0	-6.3	-68.1
Hotels & Resorts	28.7	26.9	67.3	111.7	234.6
TUI Cruises	10.3	6.7	19.5	31.5	68.0
Hapag-Lloyd Cruises	-8.3	9.5	-0.2	11.4	12.4
Cruises	2.0	16.2	19.3	42.9	80.4
Other Tourism	-14.1	-16.7	-12.6	51.0	7.6
Tourism	-63.2	-143.6	162.9	1,077.1	1,033.2
Specialist Group	-17.1	-14.9	28.7	51.3	48.0
All Other Segments	-26.1	-18.1	-13.5	-23.0	-80.7
TUI Group continuing operations	-106.4	-176.6	178.1	1,105.4	1,000.5

*Table contains unaudited figures and rounding effects

Adjustments

€m	9M 2015/16	9M 2014/15
Restructuring expense	-8	-42
Losses/gains on disposals	-2	1
Other one-off items	-27	-56
PPA	-45	-46
Total Adjustments	-82	-143
<i>o/w merger-related</i>	-8	-35

Net Interest Result

€m	9M 2015/16	9M 2014/15
Debt related interest	-86	-103
Non-debt related charge	-44	-49
Interest income	15	11
Net interest result	-115	-141
<i>o/w cash interest</i>	<i>-59</i>	<i>-67</i>

Net Financial Position

€m	30 Jun 2016*	31 Mar 2016*	31 Dec 2015	30 Sep 2015
Financial liabilities	2,122	2,505	2,918	1,887
o/w non-current	1,838	2,282	2,693	1,654
o/w current	284	223	225	233
Cash	1,663	926	1,042	1,673
Net debt	459	1,579	1,876	214

* On Continuing operations basis.

Source Market KPIs* Q3

	Direct Distribution		Online Distribution		Customers (000)	
	15/16	14/15	15/16	14/15	15/16	14/15
UK	93%	92%	59%	54%	1,745	1,664
Nordics	91%	91%	77%	73%	314	351
Germany**	46%	42%	14%	14%	1,672	1,853
Benelux	73%	68%	56%	50%	1,125	1,173
Total Source Markets***	73%	69%	44%	40%	5,260	5,451

* Table contains unaudited figures

** Germany includes Austria

*** Source Markets restated as Western now excludes Italy (reported in All Other Segments) and Northern now includes Crystal Ski, Thomson Lakes & Mountains (prev. in Specialist Group).

Source Market KPIs* 9M

	Direct Distribution		Online Distribution		Customers (000)	
	15/16	14/15	15/16	14/15	15/16	14/15
UK	92%	91%	58%	54%	3,284	3,168
Nordics	90%	90%	73%	70%	910	948
Germany**	45%	43%	14%	13%	3,751	3,974
Benelux	72%	69%	56%	52%	2,645	2,635
Total Source Markets***	72%	70%	44%	41%	11,494	11,669

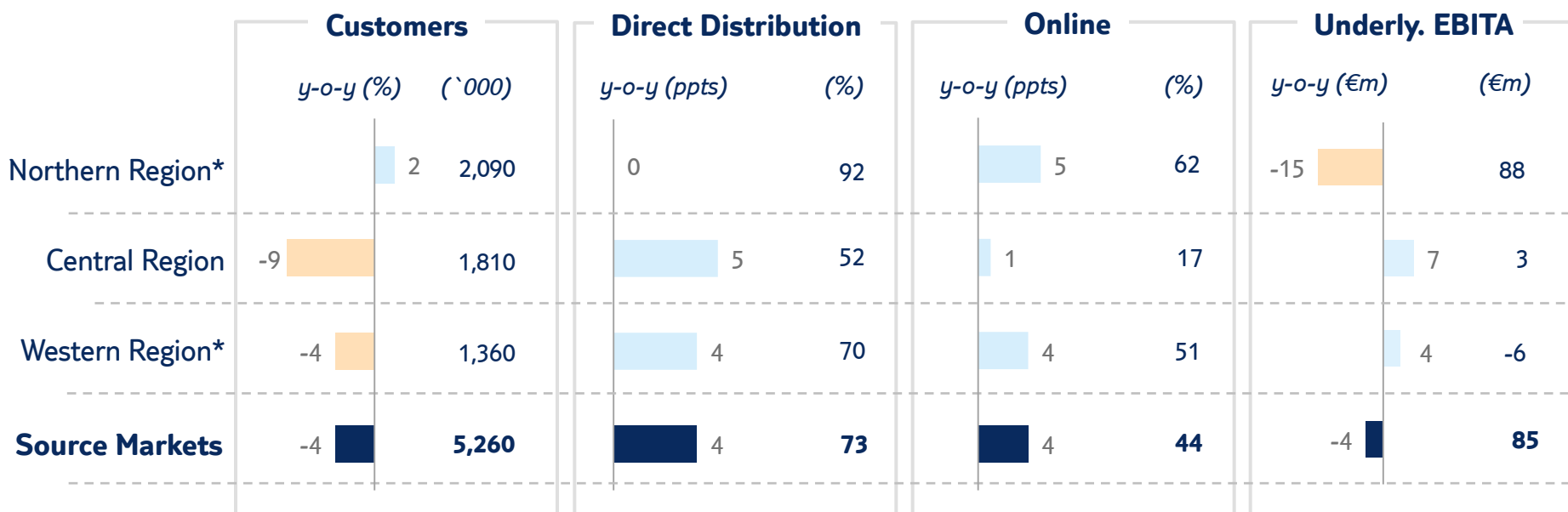
* Table contains unaudited figures

** Germany includes Austria

*** Source Markets restated as Western now excludes Italy (reported in All Other Segments) and Northern now includes Crystal Ski, Thomson Lakes & Mountains (prev .in Specialist Group)

Source Markets

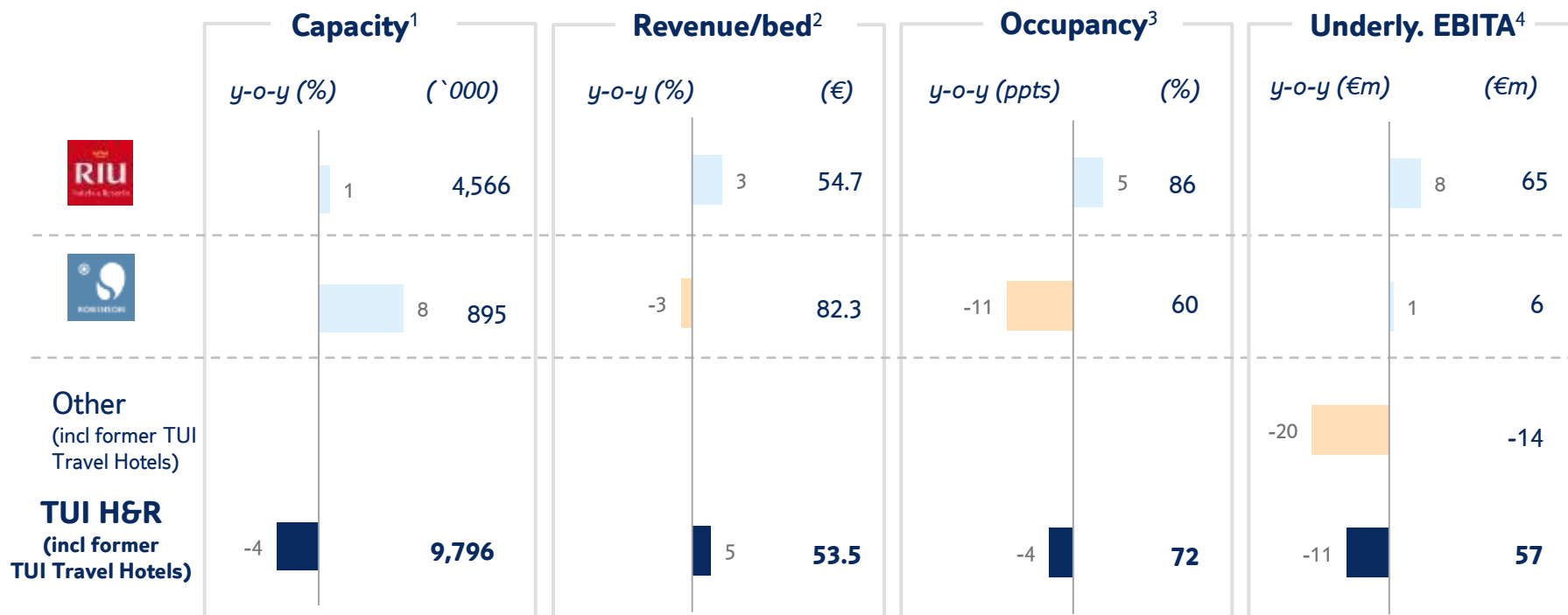
KPIs Q3 2015/16



* Western now excludes Italy (reported in All Other Segments) and Northern now includes Crystal Ski, Thomson Lakes & Mountains (prev. in Specialist Group)

Hotels & Resorts

KPIs Q3 2015/16



¹ Group owned or leased hotel beds multiplied by opening days per quarter

² Arrangement revenue divided by occupied beds

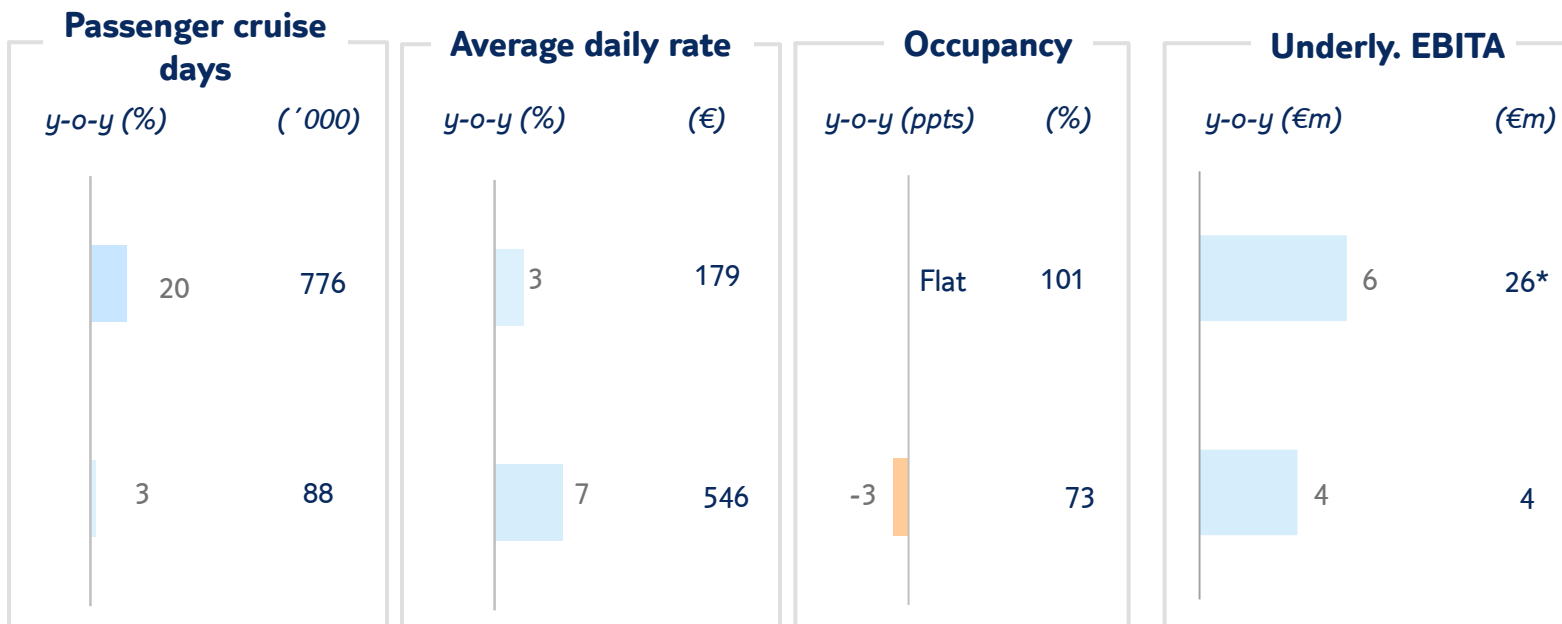
³ Occupied beds divided by capacity

⁴ Segment figures

Note: capacity, revenue/bed and occupancy have been restated to exclude GrecoTel which was disposed during 2014/15

Cruises

KPIs Q3 2015/16

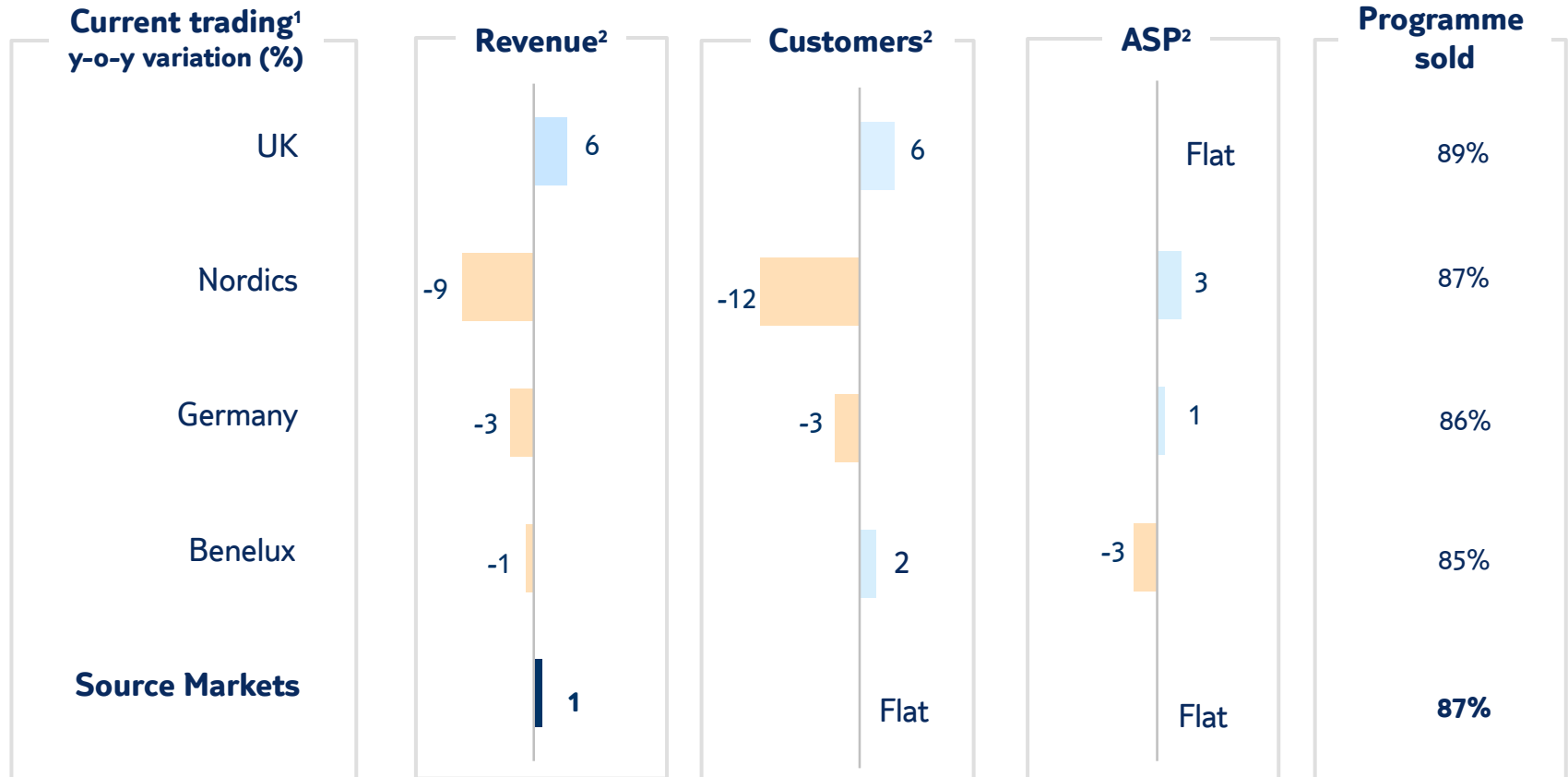


* Equity result



Source Markets

Current Trading - Summer 2016



1. These statistics are up to 31 July 2016 and are shown on a constant currency basis

2. These statistics relate to all customers whether risk or non-risk

Key Sources of Funding 30 June 2016

Instrument	Issue	Maturity	Amount €m	Interest % p.a.*
Revolving Credit Facility	Sep 14	Dec 20	1,750**	1.55
High Yield Bond	Sep 14	Oct 19	300	4.5
Finance leases	Various	Various	1,258	Various

*Upgrade of our rating by Moody's has reduced our RCF interest margin from 1.7% to 1.55% p.a as of 27/04/2016.

**Including a tranche of €215.0m for the issue of bank guarantees

Destination Update

Tunisia

- Adverse travel advice in UK, Belgium and Netherlands still in place
- TUI has **11 leased hotels** – most have been temporarily closed
- Tour operator charter capacity remixed for Summer 2016

Egypt

- Adverse travel advice to Sharm el Sheik airport from all major source markets
- Several hotels temporarily closed
- **44 hotels operating** end Jun 16 – 12 owned, 1 leased, 29 managed, 2 franchised

Turkey

- Adverse travel advice in Russia has recently been lifted
- Operations back to normal post attempted Coup on 15th July
- Programmes operating from source markets but with subdued demand
- **26 hotels operating** end Jun 2016 – 9 owned, 13 leased, 2 managed, 2 franchised

Aircraft order book deliveries – FY 2016 to FY 2021

	15/16	16/17	17/18	18/19	19/20	20/21
B737 NG	-	-	-	-	-	-
B737-MAX	-	-	5	18	18	12
B787-8	-	-	-	-	-	-
B787-9	1	1	2	-	-	-
Firm order book deliveries 2016-2021	1	1	7	18	18	12

Financial Years (FY) ending 30 September; figures correct as at 31 July 2016, and include post 30Jun16 announcement of 11 new firm order book aircraft (1 x B787-9 in FY18, 4 x B737-MAX in FY19, 4 x B737-MAX in FY20, 2 x B737-MAX in FY21).

In addition to the above firm orders, TUI Group has further aircraft options :

	15/16	16/17	17/18	18/19	19/20	20/21
B737-MAX	-	-	-	-	2	9
B787-9	-	-	-	1	-	-
Option order book deliveries 2016-2021	-	-	-	1	2	9

Financial Years (FY) ending 30 September; figures correct as at 31 July 2016

Aircraft Commitments by Financing Type

	Operating Lease*	Finance Lease	Owned	Total
As at 30 September 2015	124	15	8	147
Order book financing	-	1	-	1
External Lessor deliveries	6	-	-	6
External Lessor Returns	(5)	-	-	(5)
As at 30 June 2016	125	16	8	149

* Includes aircraft leased from and operated on behalf of 3rd party airlines

Financial Calendar 2016 & 2017

28 September 2016 Pre-close trading update

8 December 2016 Annual Report for financial year 2015/16

14 February 2017 Q1 Report and Annual General Meeting

29 March 2017 Pre-close trading update

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