

Key Figures 2015/16

Turnover

€ million	Q1 2014/15	2014/15 restated	Var. %
Northern Region	1,232.9	1,124.9	+9.6
Central Region	1,090.2	1,058.5	+3.0
Western Region	486.9	487.3	-0.1
Hotels & Resorts	132.4	118.0	+12.2
Cruises	53.9	53.5	+0.7
Other Tourism	147.5	152.6	-3.3
Tourism	3,143.3	2,994.8	+5.0
Specialist Group	325.6	333.4	-2.3
Hotelbeds Group	217.4	170.7	+27.4
All other segments	32.1	27.5	+16.7
TUI Group	3,718.4	3,526.4	+5.4
Discontinued operations	-	17.2	n/a
Sum of the segments	3,718.4	3,543.6	+4.9

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Underlying EBITA

€ million	Q1 2015/16	2014/15 restated	Var. %
Northern Region	-27.9	-45.4	+38.5
Central Region	-26.2	-20.3	-29.1
Western Region	-27.7	-11.9	-132.8
Hotels & Resorts	25.2	28.7	-12.2
Cruises	8.2	2.0	+310.0
Other Tourism	-11.4	-14.2	+19.7
Tourism	-59.8	-61.1	+2.1
Specialist Group	-31.8	-19.1	-66.5
Hotelbeds Group	3.5	1.8	+94.4
All other segments	-13.6	-26.4	+48.5
TUI Group	-101.7	-104.8	+3.0
Discontinued operations	0.1	-3.0	n/a
Sum of the segments	-101.6	-107.8	+5.8

EBITA

€ million	Q1 2015/16	2014/15 restated	Var. %
Northern Region	-34.1	-50.9	+33.0
Central Region	-31.8	-25.5	-24.7
Western Region	-28.9	-14.8	-95.3
Hotels & Resorts	24.5	16.5	+48.5
Cruises	8.2	2.0	+310.0
Other Tourism	-13.2	-16.0	+17.5
Tourism	-75.3	-88.7	+15.1
Specialist Group	-36.1	-23.2	-55.6
Hotelbeds Group	-2.5	-2.5	-
All other segments	-23.6	-27.0	+12.6
TUI Group	-137.5	-141.4	+2.8
Discontinued operations	-4.6	-3.6	-27.8
Sum of the segments	-142.1	-145.0	+2.0

Income Statement

€ million	Q1 2015/16	Q1 2014/15 restated
Turnover	3,718.4	3,526.4
Cost of sales	3,487.0	3,314.8
Gross profit	231.4	211.6
Administrative expenses	405.4	386.0
Other income	15.7	18.2
Other expenses	2.7	0.8
Financial income	6.7	8.3
Financial expenses	88.5	75.9
Share of result of joint ventures and associates	22.6	17.5
Earnings before income taxes *	-220.2	-207.1
Income taxes	-59.5	-74.9
Result from continuing operations	-160.7	-132.2
Result from discontinued operation	-3.2	-4.0
Group profit for the year	-163.9	-136.2
Group profit for the year attributable to shareholders of TUI AG	-184.0	-104.6
Group profit for the year attributable to non-controlling interest	20.1	-31.6

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* The financial performance indicators EBITA and underlying EBITA of the TUI Group, formerly reconciled on the face of the income statement of the TUI Group, are outlined in the segment reporting within the Group notes now.