

## Keyfigures

### Turnover

€ million	Q1 2016/17	Q1 2015/16 restated	Var. %
Northern Region	1,201.7	1,269.3	– 5.3
Central Region	1,140.9	1,089.4	+ 4.7
Western Region	549.4	486.9	+ 12.8
Hotels & Resorts	141.2	132.4	+ 6.6
Cruises	62.2	53.9	+ 15.4
Other Tourism	150.6	148.0	+ 1.8
<b>Tourism</b>	<b>3,246.0</b>	<b>3,179.9</b>	<b>+ 2.1</b>
All other segments	39.9	32.4	+ 23.1
<b>TUI Group</b>	<b>3,285.9</b>	<b>3,212.3</b>	<b>+ 2.3</b>
<b>TUI Group at constant currency</b>	<b>3,486.2</b>	<b>3,212.3</b>	<b>+ 8.5</b>
Discontinued operations	252.4	506.1	– 50.1
<b>Total</b>	<b>3,538.3</b>	<b>3,718.4</b>	<b>– 4.8</b>

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### Underlying EBITA

€ million	Q1 2016/17	Q1 2015/16 restated	Var. %
Northern Region	– 20.2	– 35.6	+ 43.3
Central Region	– 52.4	– 27.0	– 94.1
Western Region	– 47.7	– 27.7	– 72.2
Hotels & Resorts	49.0	25.2	+ 94.4
Cruises	19.1	8.2	+ 132.9
Other Tourism	– 0.3	– 10.2	+ 97.1
<b>Tourism</b>	<b>– 52.5</b>	<b>– 67.1</b>	<b>+ 21.8</b>
All other segments	– 7.8	– 13.3	+ 41.4
<b>TUI Group</b>	<b>– 60.3</b>	<b>– 80.4</b>	<b>+ 25.0</b>
<b>TUI Group at constant currency</b>	<b>– 66.7</b>	<b>– 80.4</b>	<b>+ 17.0</b>
Discontinued operations	– 12.2	– 21.3	+ 42.7
<b>Total</b>	<b>– 72.5</b>	<b>– 101.7</b>	<b>+ 28.7</b>

**EBITA**

€ million	Q1 2016/17	Q1 2015/16 restated	Var. %
Northern Region	– 24.5	– 41.8	+ 41.4
Central Region	– 53.8	– 32.6	– 65.0
Western Region	– 48.7	– 28.9	– 68.5
Hotels & Resorts	47.4	24.5	+ 93.5
Cruises	19.2	8.2	+ 134.1
Other Tourism	– 0.9	– 12.0	+ 92.5
<b>Tourism</b>	<b>– 61.3</b>	<b>– 82.6</b>	<b>+ 25.8</b>
All other segments	– 8.2	– 20.2	+ 59.4
<b>TUI Group</b>	<b>– 69.5</b>	<b>– 102.8</b>	<b>+ 32.4</b>
Discontinued operations	– 15.6	– 39.3	+ 60.3
<b>Total</b>	<b>– 85.1</b>	<b>– 142.1</b>	<b>+ 40.1</b>

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**Financial position of the TUI Group as at 31 Dec 2016**

Mio. €	31 Dec 2016	30 Sep 2016
<b>Assets</b>		
Goodwill	2,927.5	2,853.5
Other intangible assets	557.4	545.8
Property, plant and equipment	3,919.1	3,714.5
Investments in joint ventures and associates	1,257.0	1,180.8
Financial assets available for sale	70.6	50.4
Trade receivables and other assets	365.2	315.3
Derivative financial instruments	178.8	126.8
Deferred tax assets	299.3	344.7
<b>Non-current assets</b>	<b>9,574.9</b>	<b>9,131.8</b>
Inventories	116.5	105.2
Financial assets available for sale	319.0	265.8
Trade receivables and other assets	1,544.8	1,320.1
Derivative financial instruments	599.2	544.6
Income tax assets	130.5	87.7
Cash and cash equivalents	659.3	2,072.9
Assets held for sale	955.1	929.8
<b>Current assets</b>	<b>4,324.4</b>	<b>5,326.1</b>
	<b>13,899.3</b>	<b>14,457.9</b>
<b>€ million</b>	<b>31 Dec 2016</b>	<b>30 Sep 2016</b>
<b>Equity and liabilities</b>		
Subscribed capital	1,500.7	1,500.7

Capital reserves	4,192.2	4,192.2
Revenue reserves	– 2,875.0	– 3,017.8
<b>Equity before non-controlling interest</b>	<b>2,817.9</b>	<b>2,675.1</b>
Non-controlling interest	609.3	573.1
<b>Equity</b>	<b>3,427.2</b>	<b>3,248.2</b>
Pension provisions and similar obligations	1,333.8	1,410.3
Other provisions	818.4	803.0
<b>Non-current provisions</b>	<b>2,152.2</b>	<b>2,213.3</b>
Financial liabilities	1,988.3	1,503.4
Derivative financial instruments	18.6	27.5
Income tax liabilities	146.4	22.2
Deferred tax liabilities	58.2	62.9
Other liabilities	173.2	160.1
<b>Non-current liabilities</b>	<b>2,384.7</b>	<b>1,776.1</b>
<b>Non-current provisions and liabilities</b>	<b>4,536.9</b>	<b>3,989.4</b>
Pension provisions and similar obligations	41.5	40.6
Other provisions	387.6	374.8
<b>Current provisions</b>	<b>429.1</b>	<b>415.4</b>
Financial liabilities	189.4	537.7
Trade payables	1,650.0	2,476.9
Derivative financial instruments	177.3	249.6
Income tax liabilities	74.8	196.0
Other liabilities	2,911.1	2,872.4
<b>Current liabilities</b>	<b>5,002.6</b>	<b>6,332.6</b>
Liabilities related to assets held for sale	503.5	472.3
<b>Current provisions and liabilities</b>	<b>5,935.2</b>	<b>7,220.3</b>
	<b>13,899.3</b>	<b>14,457.9</b>

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### Income statement of the TUI Group for the period from 1 Oct 2016 to 31 Dec 2016

€ million	Q1 2016/17	Q1 2015/16 restated	Var. %
Turnover	3,285.9	3,212.3	+ 2.3
Cost of sales	3,102.6	3,039.6	+ 2.1
<b>Gross profit</b>	<b>183.3</b>	<b>172.7</b>	<b>+ 6.1</b>
Administrative expenses	287.3	311.6	– 7.8
Other income	2.2	15.7	– 86.0
Other expenses	1.3	2.7	– 51.9
Financial income	6.2	6.1	+ 1.6
Financial expenses	41.7	87.8	– 52.5
Share of result of joint ventures and associates	35.3	22.5	+ 56.9

<b>Earnings before income taxes</b>	<b>- 103.3</b>	<b>- 185.1</b>	<b>+ 44.2</b>
Income taxes	- 21.7	- 47.0	+ 53.8
<b>Result from continuing operations</b>	<b>- 81.6</b>	<b>- 138.1</b>	<b>+ 40.9</b>
Result from discontinued operations	- 8.5	- 25.8	+ 67.1
<b>Group loss for the year</b>	<b>- 90.1</b>	<b>- 163.9</b>	<b>+ 45.0</b>
Group loss for the year attributable to shareholders of TUI AG	- 117.5	- 184.0	+ 36.1
Group loss for the year attributable to non-controlling interest	27.4	20.1	+ 36.3

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