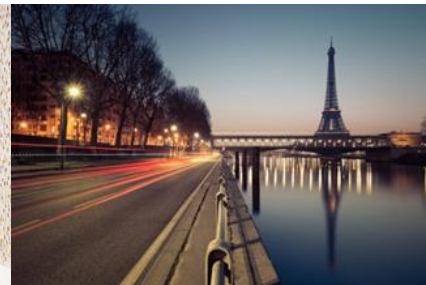


At a glance

- One of the world's leading international leisure travel groups
- Revenues of **£15.1** billion
- Underlying operating profit of **£589** million
- Market capitalisation circa **£4.6 billion**
- **30 million** customers from **31** source markets
- Over **220** trusted brands
- **138** aircraft and **1,800** owned retail shops in Europe
- **55,000** colleagues



Financial information

TUI TRAVEL PLC

UNDERLYING OPERATING PROFIT MIX BY SECTOR



- Mainstream Sector **82%**
- Accommodation & Destinations Sector **12%**
- Specialist & Activity Sector **6%**

Revenue

£15,051m

2012: £14,460m +4%

Underlying operating profit

£589m

2012: £490m +20%

Underlying profit before tax

£473m

2012: £390m +21%

Free cash flow

£427m

2012: £305m +40%

Basic underlying earnings per share

30.8p

2012: 25.8p +19%

Dividend per share

13.5p

2012: 11.7p +15%

Strategic drivers

- Through our global brand portfolio and travel expertise we are focused on delivering leisure travel experiences designed for our customers' ever-changing needs
- Our five strategic drivers underpin everything our businesses do:



Content



**Brands &
Distribution**



Technology

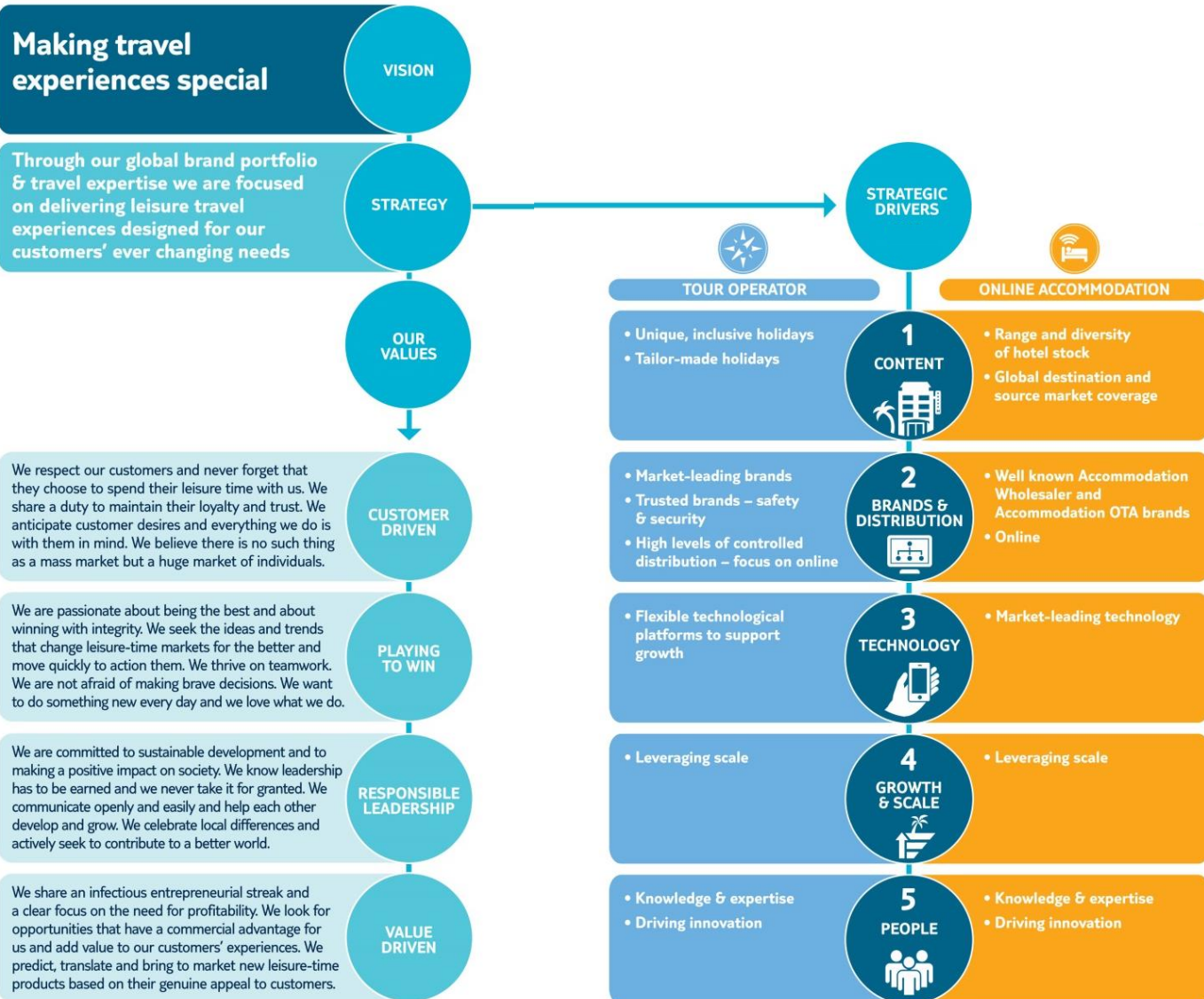


**Growth &
Scale**



People

Strategic framework and business models



A selection of our brands

Sun & beach



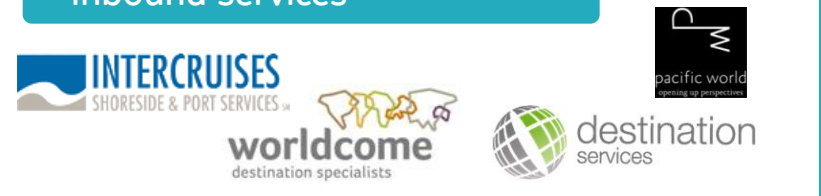
Activity & adventure



Luxury



Inbound services



Accommodation



Oceans & rivers



Responsible travel



Global presence

TUI Travel is a global business operating across 31 key source markets in 180 countries worldwide

Our global destinations



Our key source markets

| | |
|----------------|-----------------|
| Australia | Mexico |
| Austria | The Netherlands |
| Belgium | New Zealand |
| Brazil | Norway |
| Canada | Poland |
| China | Russia |
| Czech Republic | Singapore |
| Denmark | Slovenia |
| Finland | Spain |
| France | Sweden |
| Germany | Switzerland |
| Hungary | Thailand |
| India | Ukraine |
| Ireland | United Kingdom |
| Italy | United States |
| Luxembourg | |

Structure and leadership

We are structured in three Sectors:

- Mainstream
- Accommodation & Destinations
- Specialist & Activity

The PLC and Group Management Boards:

- set the strategy
- are responsible for delivering profitable growth across the Group
- manage overall financial performance

Group Management Board



David Burling
MD TUI UK & Ireland



Johan Lundgren
Deputy Chief
Executive



Peter Long
Chief Executive



Will Waggott
CFO



Christian Clemens
MD TUI Germany



Joan Vilà
MD Accommodation
& Destinations



Volker Böttcher
MD German Specialist
Businesses



Jacky Simmonds
Group HR Director



Mittu Sridhara
Chief Information
Officer



Andrew John
Director - Secretariat,
Health & Safety and Risk



also PLC Director

Sustainable Holidays Plan 2012 - 2014

Our **Sustainable Holidays Plan 2012–14** sets our 4 goals and 20 commitments in priority areas – taking care in destinations, reducing carbon emissions and engaging our customers and colleagues in sustainability – through which we aim to lead the industry, creating change at scale



Our differentiators

- Leading 'power brand' tour operators
- Number one or number two position in all our major mainstream markets
- Unique holidays only available from us that no other tour operator can easily match
- Leading online accommodation provider
- Global market leader in accommodation wholesale
- Niche brands in the specialist and activity travel market offering high growth
- Market-leading marine, snow, adventure and polar cruising experiences
- First international tour operator to build a presence in Russia and CIS
- Highly experienced management teams giving our businesses real strength and depth of leadership

