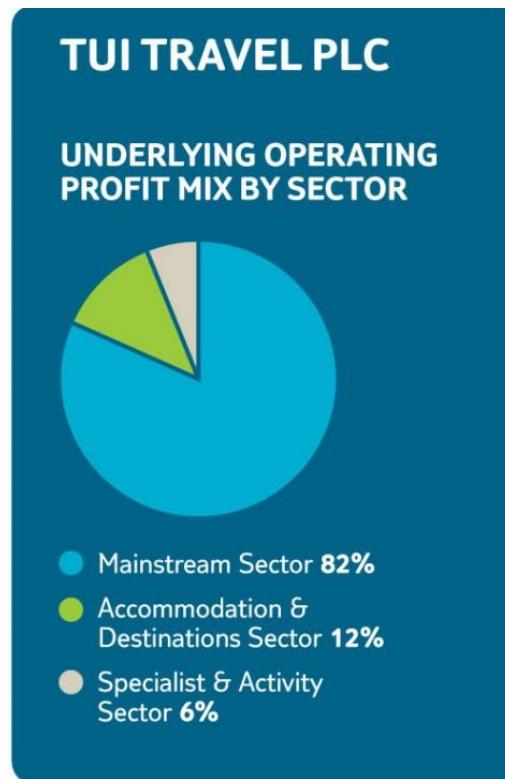


At a glance

- 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



Revenue

£15,051m

2012: £14,460m +4%

Free cash flow

£427m

2012: £305m +40%

Underlying operating profit

£589m

2012: £490m +20%

Basic underlying earnings per share

30.8p

2012: 25.8p +19%

Underlying profit before tax

£473m

2012: £390m +21%

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

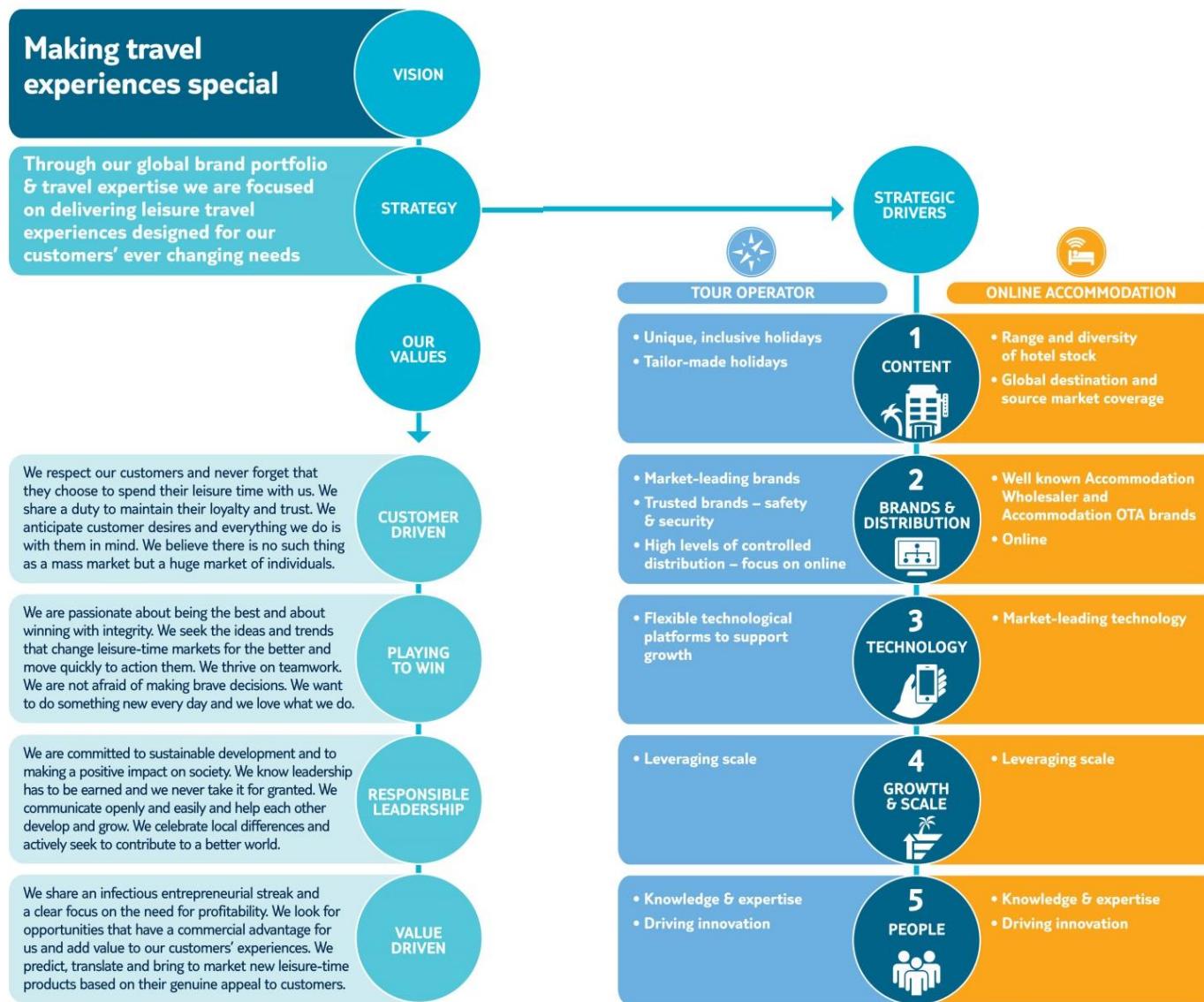


**Growth &
Scale**



People

Strategic framework and business models



A selection of our brands

Sun & beach



Luxury



Accommodation



Responsible travel



Activity & adventure



Inbound services



Oceans & rivers



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

