

Hotelbeds Group maintains strong growth in 2015, increasing TTV by €700m to €4,279m*

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- The business registered sales growth of 20% adding €700m* to their TTV and an EBITA growth of 15%* during last fiscal year.
- Hotelbeds, the world leading bedbank, experienced 18% growth in roomnights driving a 26% YoY growth in TTV.
- The Transfer & Activity Bank and New Venture Business units delivered strong performances, growing sales by 44% and 64% respectively.
- Clear focus on the fastest growing segments of the travel industry.

Palma de Mallorca, 10th December 2015 - Hotelbeds Group, part of TUI Group, has closed another successful fiscal year growing TTV by €700m or 20% in 2015 (year ending 30 September), reaching €4,279 million* (Total Transaction Value). EBITA increased by 15%. With these impressive results Hotelbeds Group continues to significantly outperform the average industry growth rates in all the respective segments in which it competes.

The business was rebranded from TUI Travel A&D to Hotelbeds Group in January 2015 following the creation of TUI Group**. As part of TUI's strategic plan to vertically integrate all aspects of its tour operating business, a significant element of Hotelbeds' traditional incoming services are being transferred over to TUI's Tourism sector. The results reported for FY14/15 still reflect the combined results prior to the transfer of this business.

Hotelbeds Group, as a result of this singular focus on the fastest growing segments of the travel industry, is better positioned than ever to continue delivering its enviable track record of double digit year-on-year growth, a feat it has achieved ever since its inception in 2001.

Hotelbeds Group growth highlights include:

18% increase in its Bedbank roomnights **driving 26% growth in TTV.**

44% increase in TTV sales from the Transfer and Activity bank business unit.

9% growth in inbound passengers handled by the Destination Management business unit*.

64% growth in TTV from across our New Venture businesses, that includes TT Services (global visa outsourcing services for government agencies), ROIBACK (direct marketing solutions for hoteliers) and Carnect (car rental distribution for the travel trade).

Active in more than 120 source markets worldwide and distributing products from more than 180 countries, Hotelbeds Group maintains leading positions in some of the fast growing segments of the travel trade.

In the words of Joan Vilà, President, Hotelbeds Group, "It's been another great year for Hotelbeds Group. Against a backdrop of intensifying competition, we have once again achieved excellent results in all our segments. Our robust business models have enabled us to continue to significantly outstrip average market growth rates worldwide.

Our core Bedbank business continues to be the clear market leader while our focus on diversifying into new market segments is paying dividends as evidenced by the impressive growth rates in our

Transfer & Activity Bank and New Venture business units”.

About Hotelbeds Group:

Hotelbeds Group is a global provider of travel services active in more than 120 markets worldwide and distributing products from more than 180 countries. Its businesses provide hotel accommodation, transfers, excursions, tours, incoming services, meeting and incentives, visa outsourcing and cruise handling services to the global travel trade.

Headquartered in Palma de Mallorca, Hotelbeds Group comprises of four key business units: Bedbank, Transfer & Activity Bank, Destination Management and New Ventures, featuring leading brands such as Hotelbeds, Bedsonline, Destination Services and Intercruises.

For year ending September 2015, Hotelbeds Group generated TTV of €4,279m*, a growth of 20% YoY.

Hotelbeds Group is part of TUI Group (www.tuigroup.com) the world’s leading leisure travel Company with more than 30 million customers.

** FY14/15 results include incoming destination services business that for FY15/16 will be transferred from Hotelbeds Group to TUI’s Tourism division. Figures compare underlying results FY13/14 vs FY14/15 excluding the Laterooms Group that was disposed of in October 2015.*

*** TUI Group was created after the merger of TUI Travel plc and TUI AG in December 2014.*

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