

**AMADEUS IT HOLDING, SA (Amadeus or the Company)**, in accordance with the provisions of Article 228 of Restated Text of the Securities Exchange Act (*Ley del Mercado de Valores*) by this letter communicates the following

## RELEVANT INFORMATION

### Investor Day presentations

Following the relevant information notified to the CNMV on March 16, 2016 (with registered number 236333), regarding the celebration of the Investor Day on June 2, 2016, please find attached the presentations related to such event (only available in English).

Madrid, June 2, 2016

**Amadeus IT Holding, S.A.**



**Shaping  
the future**

LONDON 2016 INVESTOR DAY

At the heart of travel



# Amadeus Travel Payments

Celia Pereiro  
Head of Payments

June 2016

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1.

Why does Amadeus play a unique role in the travel payments industry?



# Payments is complex





# And travel payments are ever more complex



Intrinsically global:  
cross border/global  
acquiring



Delayed capture  
and consumption



Multi-merchant:  
TA and airport



Multi-channel: in/direct  
and face-to-face/online



Specialised IT



Our own regulator



Our own card  
scheme



Our own currency  
(miles and vouchers)

# Amadeus has a unique position as travel expert at the centre of the travel industry



Travel Agencies and  
Corporations

**amadeus**



Travel providers



# With a differentiated positioning across its markets



## Competitive differentiators

Payment providers	Portfolio comprehensiveness	Deep integration in payers' selling tools	Connected customer base
Amadeus	✓	✓	✓
Travel players	✗	✓	Partly
Card Issuers	✓	✗	✗



## Competitive differentiators

Payment providers	Reach	Deep integration in merchants' selling tools	Omni-channel
Amadeus	✓	✓	✓
In-house	✗	✓	✗
PSPs	Partly	✗	✗

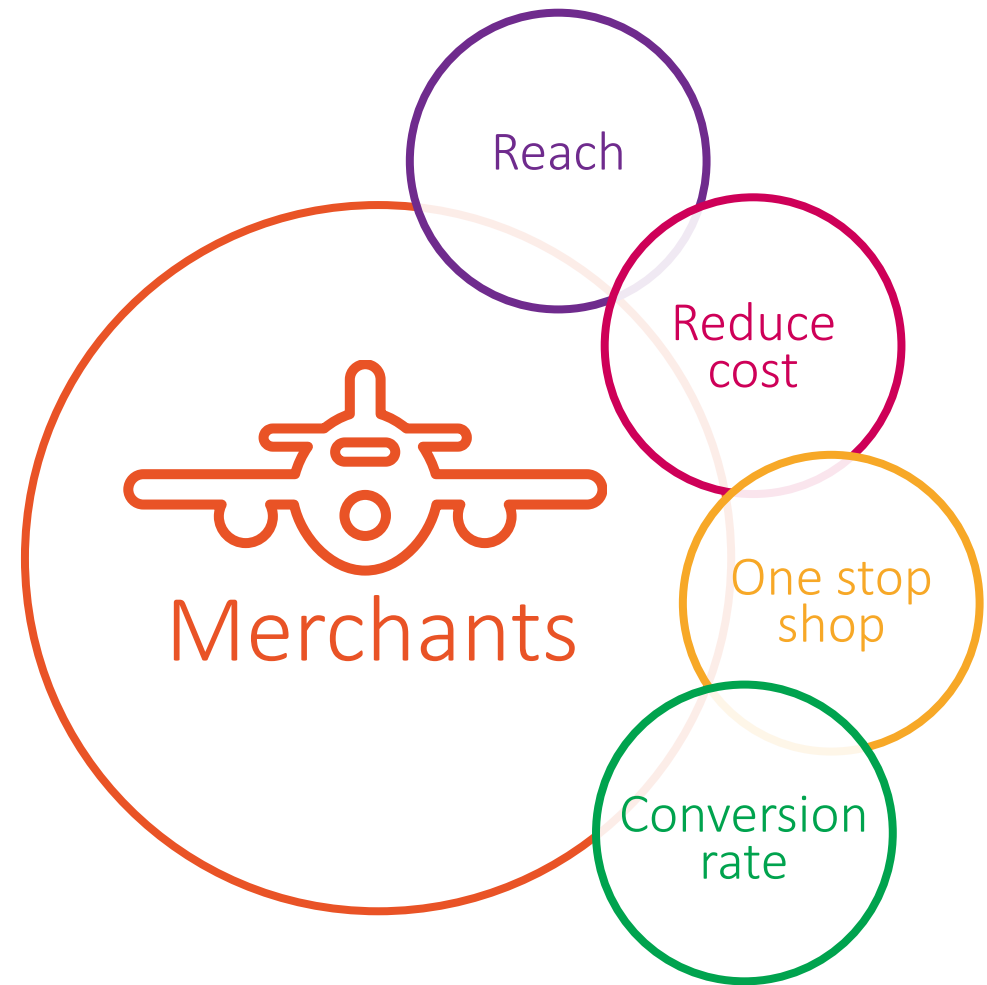


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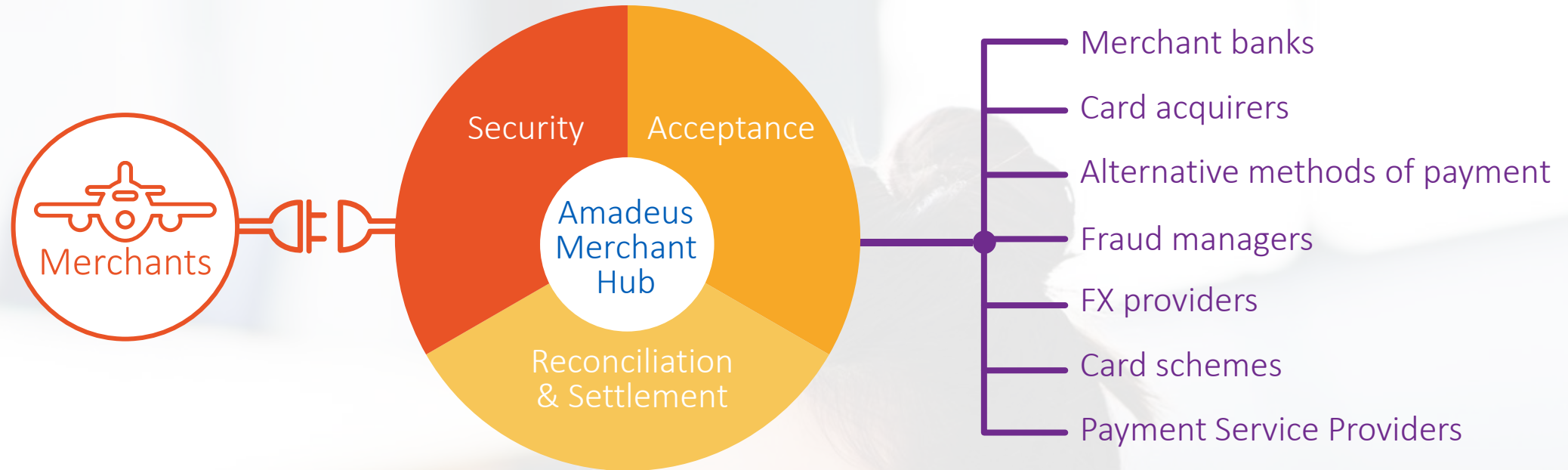
How are we addressing  
the opportunity?



# We help our merchants get paid

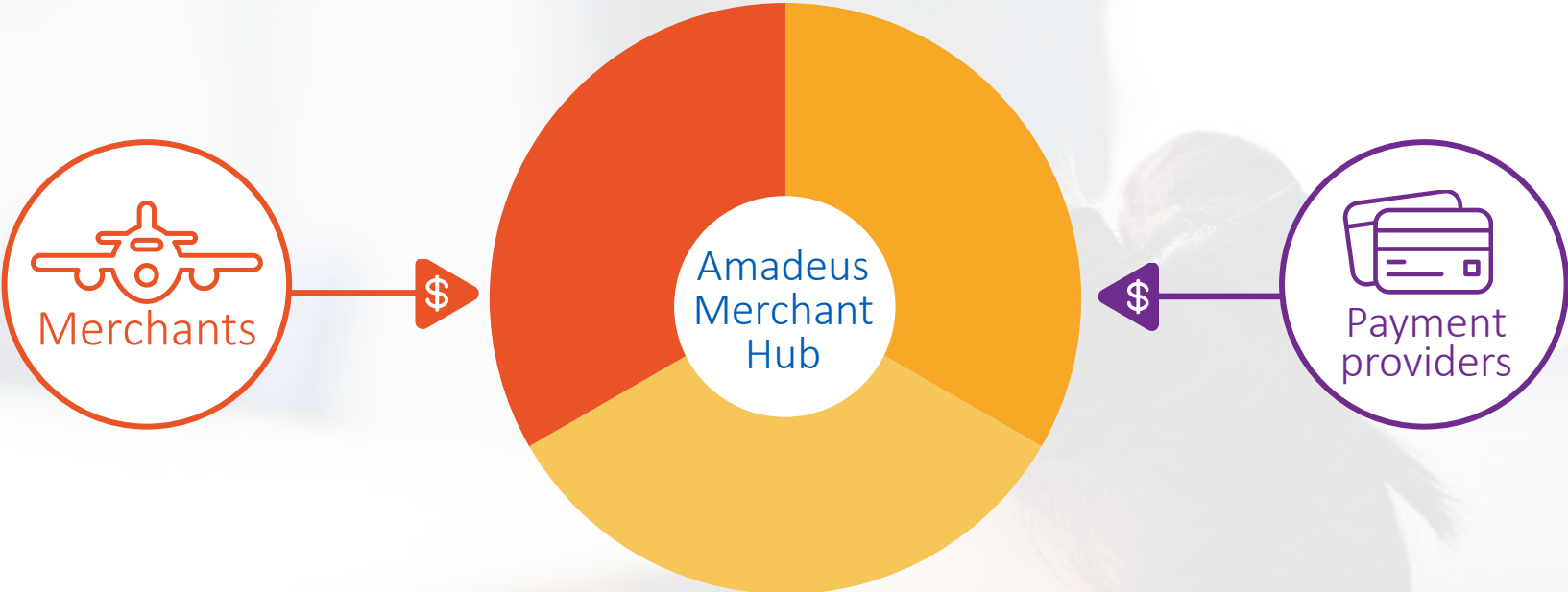


# We have consolidated the Merchant Hub

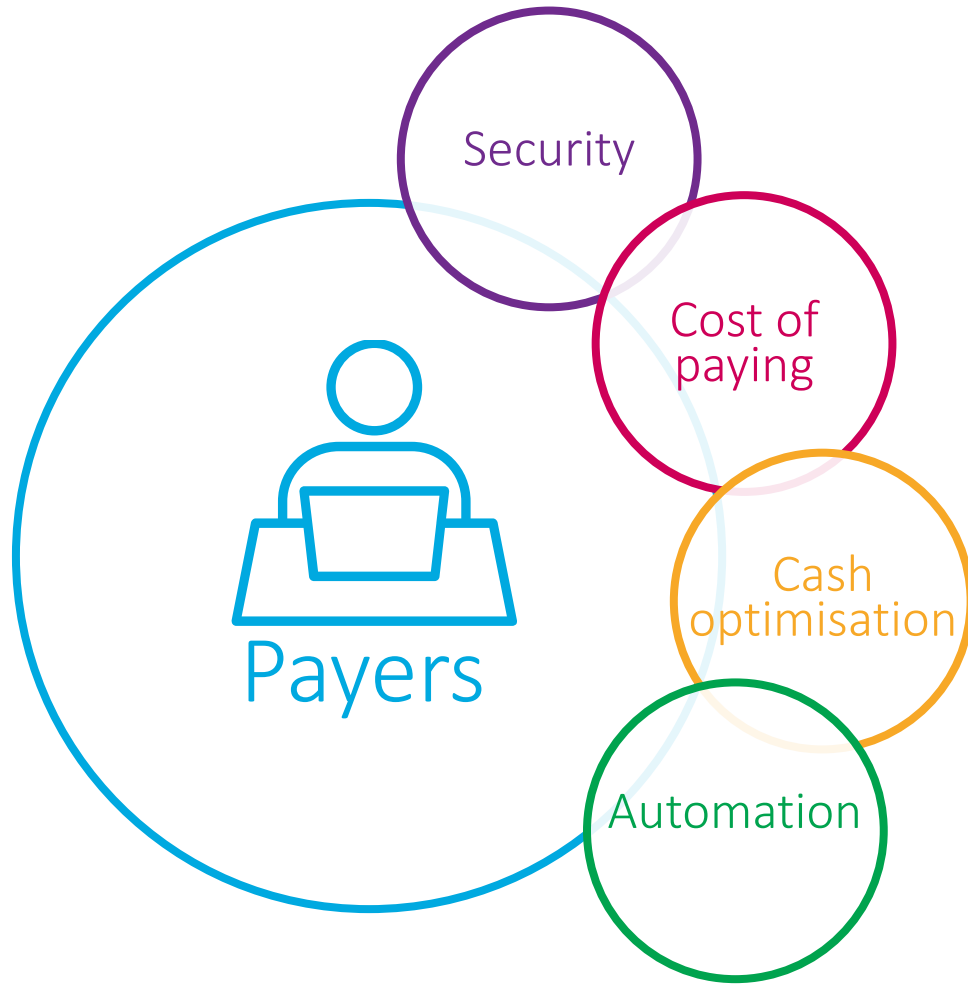




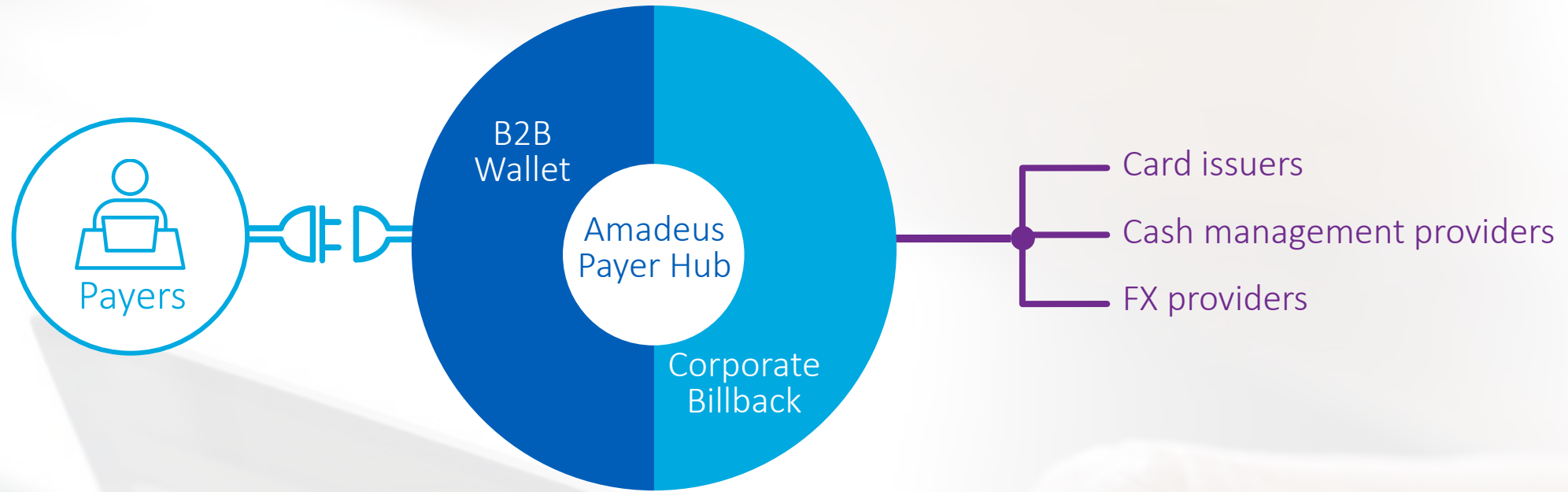
# Travel merchants and payment providers pay a transaction fee for the use of the Hub



# We help travel agencies and corporations pay travel suppliers

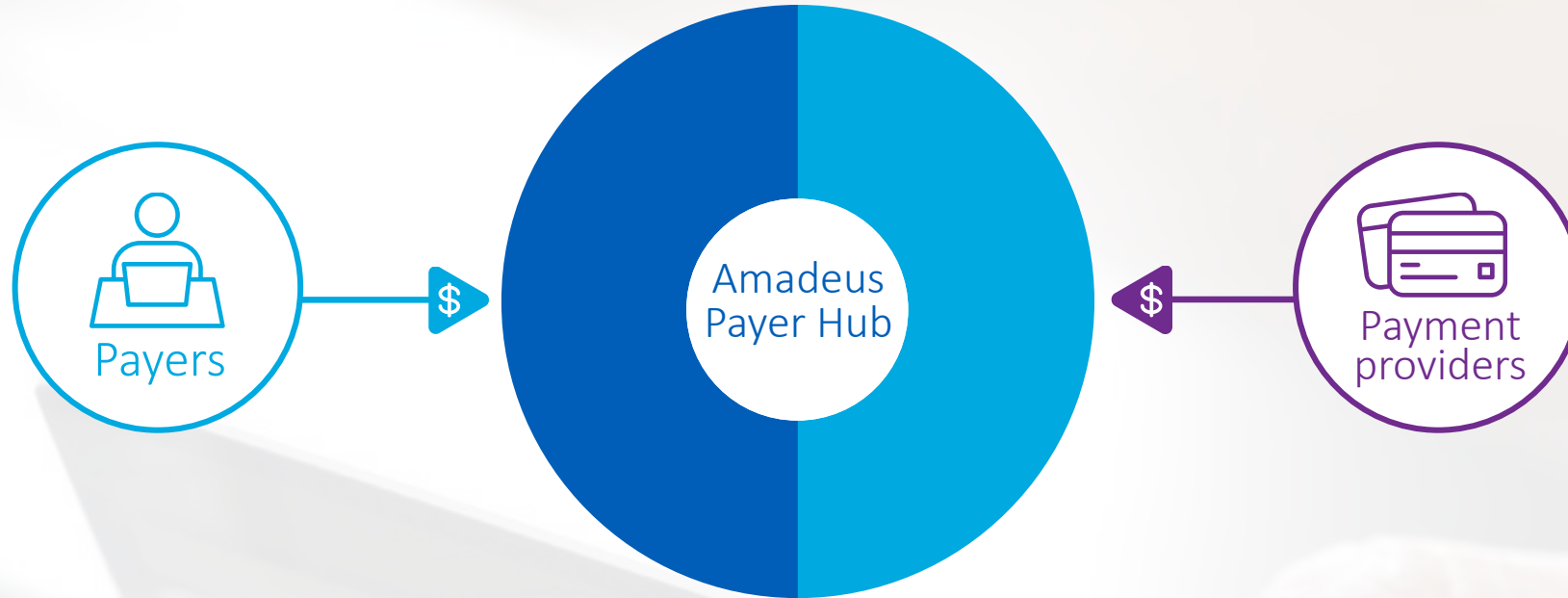


# We have launched our Payer Hub





# Payment providers pay a transaction fee for the use of the Hub



3.

How will we  
continue to grow?





# Long-term strategy focused on innovation





# Delivering results



**192**

countries



**400+**

acquiring banks



**250+**

alternative methods  
of payment



**500+**

customers



**50**

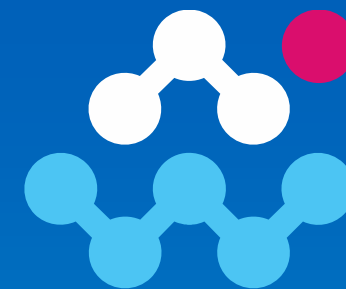
payment partners



**16**

products

Thank you!



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At the heart of travel



# Amadeus Airport IT

John C. Jarrell  
Head of Airport IT

June 2016



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1.

# Introduction



Recolma equipatges  
Baggage claim  
Recogida equipajes



Sortida  
Exit  
Salida



Portes  
Gates  
Puertas A C D E



Portes  
Gates  
Puertas B50 to B24



Sky Centre



# Amadeus serves 3 customer segments with Airport IT solutions



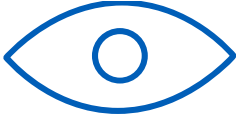
-  Airports
-  Ground handlers
-  Airlines





# Top 3 airport challenges and needs

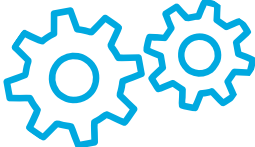
## VISIBILITY



Data inaccuracy or availability

Lack of visibility

## ON-TIME PERFORMANCE



Operational inefficiencies

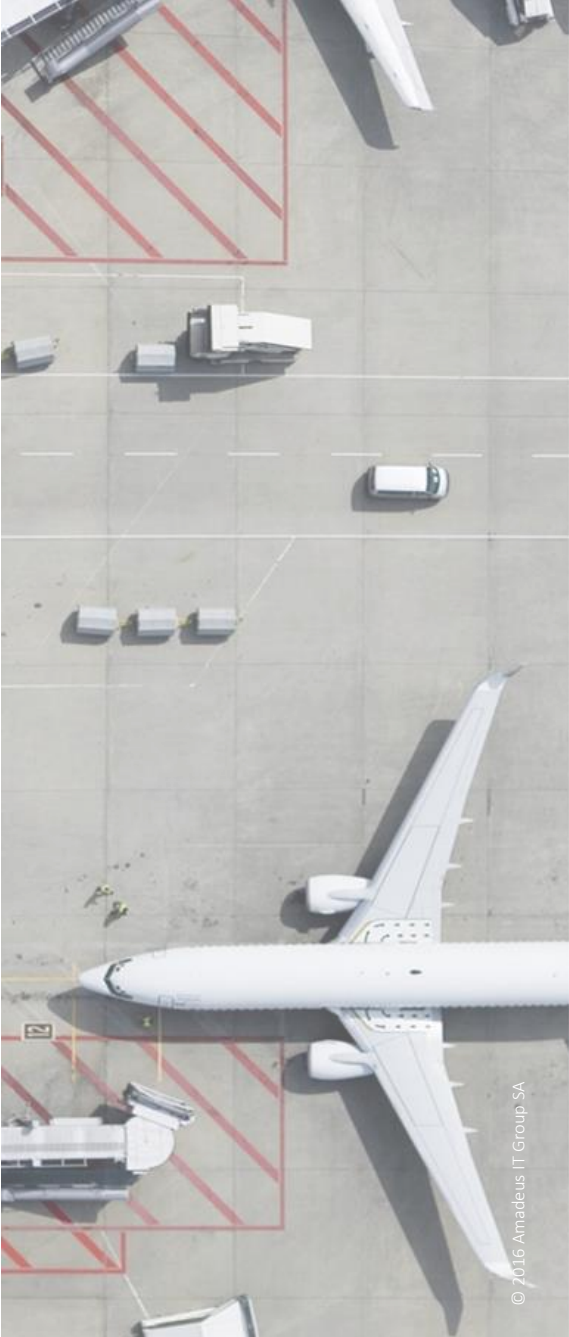
On-time performance issues

## FINANCIAL



High operational costs and reduced revenues

Shrinking margins



# Top 3 IT investment priorities for airports



73%

Passenger processing



40%

Baggage processing



39%

Operations

% airports considering this as high priority

# Why Amadeus? – Unique Selling Proposition

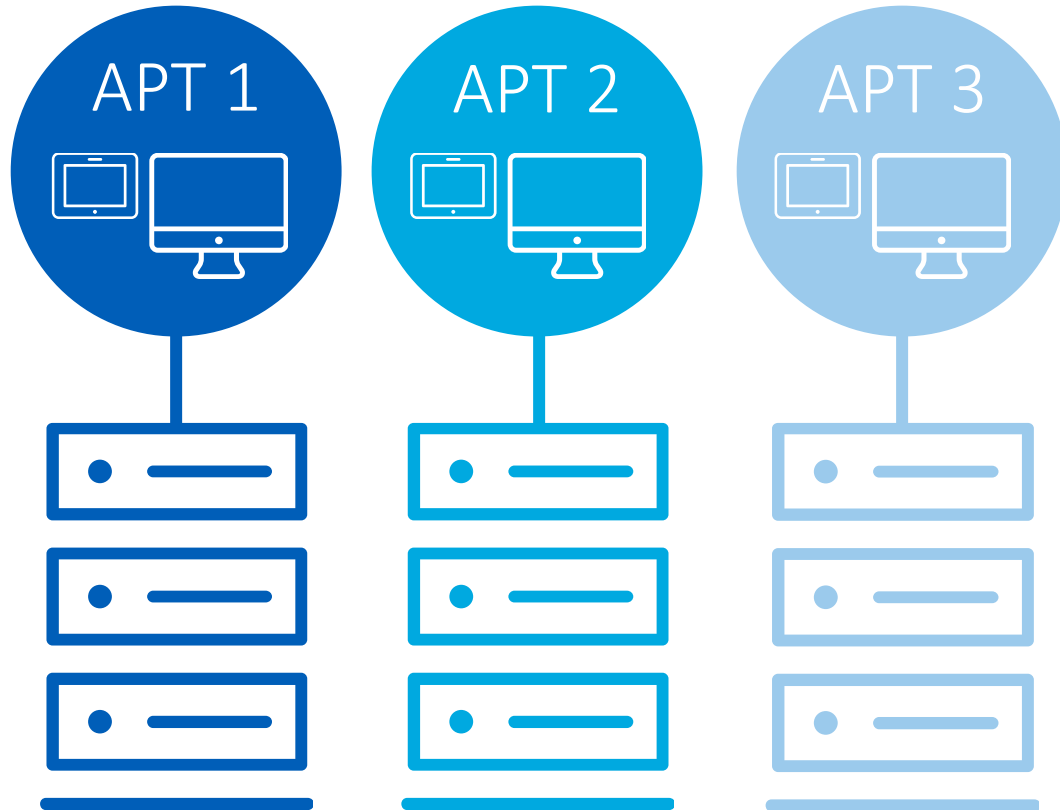
## 5 KEY DIFFERENCES

DATA	CLOUD	INNOVATION	REPUTATION	COST
<ul style="list-style-type: none"><li>– Available in real-time</li><li>– Enables improved decision-making</li><li>– Optimises resources</li><li>– Sourced from Amadeus and non-Amadeus</li></ul>	<ul style="list-style-type: none"><li>– More flexible operations</li><li>– Rapid product evolution</li><li>– Homogenous implementation of latest product versions</li></ul>	<ul style="list-style-type: none"><li>– Customer feedback drives new product developments</li><li>– User Group engagement</li></ul>	<ul style="list-style-type: none"><li>– 27 years of travel industry success</li><li>– Successfully evolving business model</li><li>– Airline IT expertise in delivering centralised services</li><li>– Successful delivery capabilities</li></ul>	<ul style="list-style-type: none"><li>– Centralised model should lower total cost of ownership</li><li>– Reduces local complexity for airports, ground handlers and airlines</li><li>– Transactional based pricing model (SaaS)</li></ul>

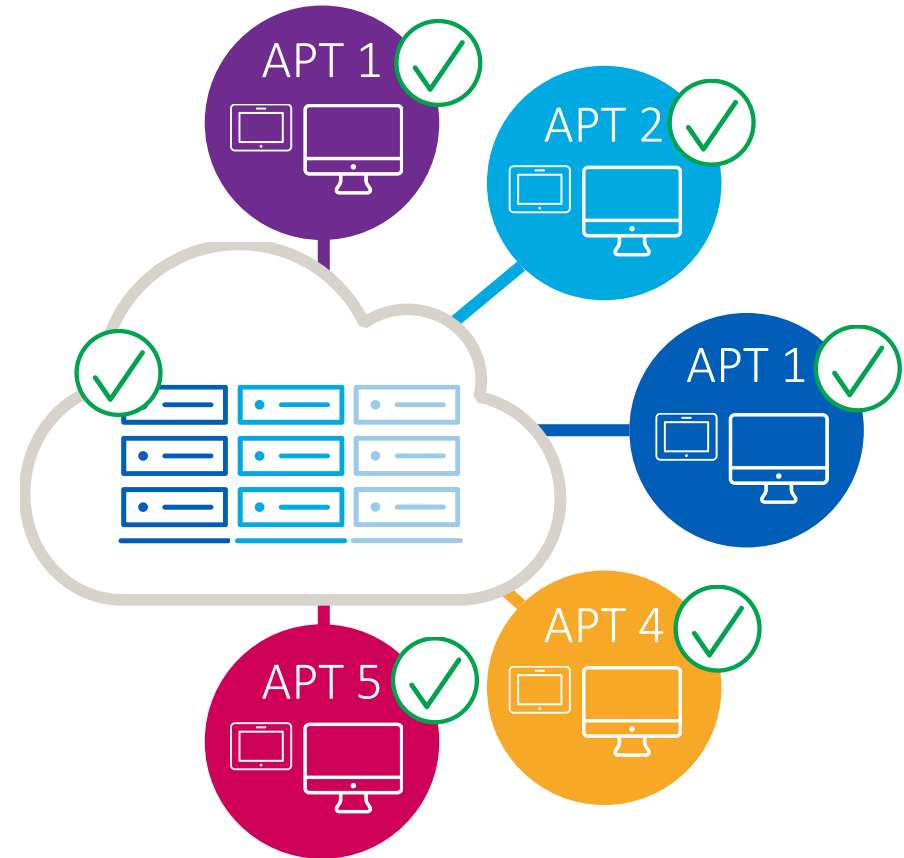


# Our business model(s)

## LICENSED



## SaaS (Software as a Service)



2.

## Strategy



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# Our goals in 2013

The Airport IT strategy was based on three key pillars:

1

Achieving a **strong position** in Departure Control Services to ground handlers and airports.

2

Offering a **full suite** of Integrated IT solutions and services.

3

Entering the **Passenger Processing Systems market** (with a cloud-based common use solution = ACUS).



# Strategic pillar 1:

achieving a strong position in Departure Control Services



2011

1<sup>st</sup>

ground handler  
customer

2016

c. 100

ground handlers  
use our DCS

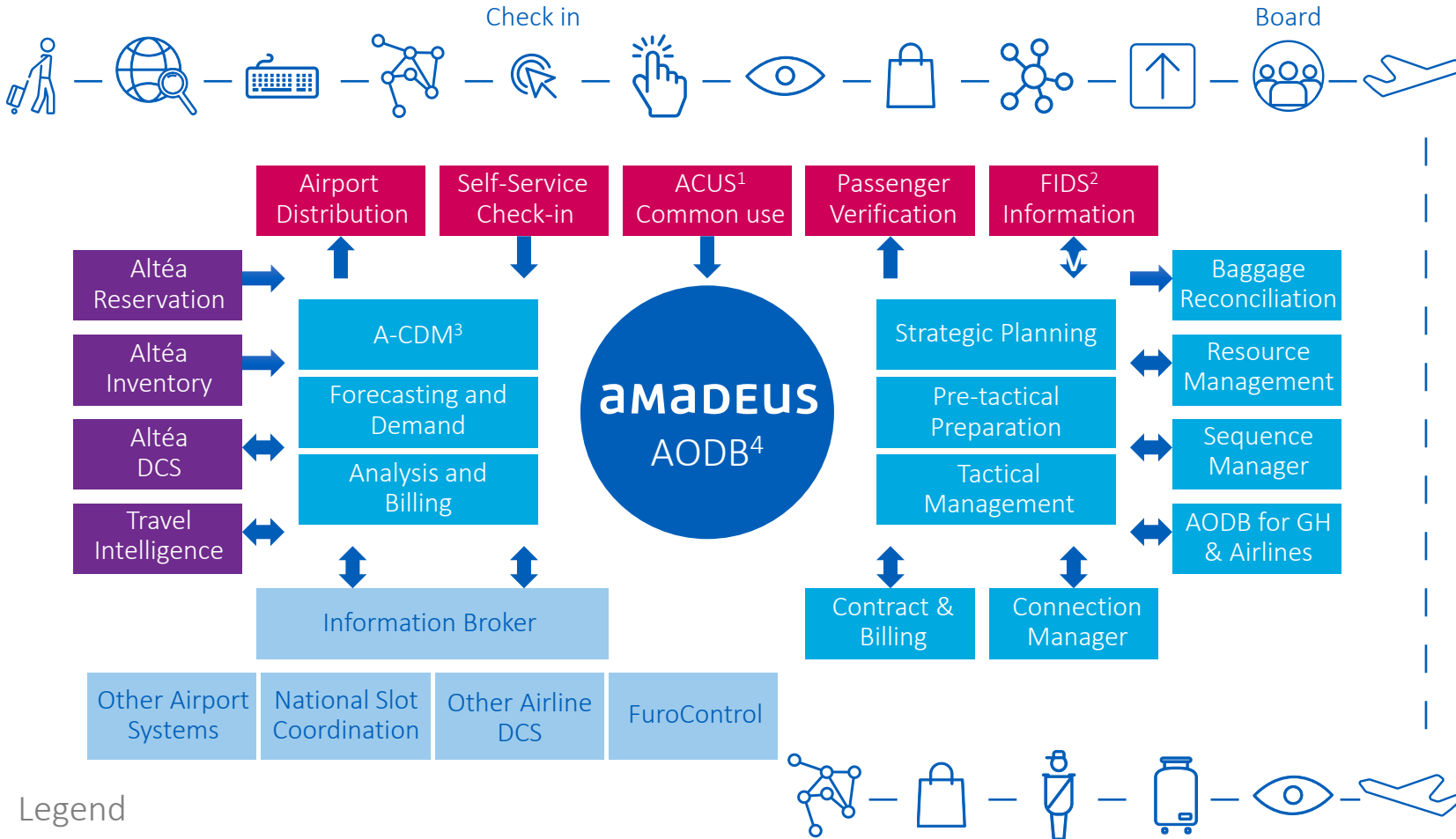
Leveraging Amadeus Altéa Departure Control System  
created for airlines, for the benefit of ground handlers

# Strategic pillar 2:

offering a suite of integrated solutions (1/2)



# Strategic pillar 2: offering a suite of integrated solutions (2/2)



## Legend



1. ACUS: Airport Common Use Service
2. FIDS: Flight Information Data System
3. A-CDM: Airport Collaborative Decision Making
4. AODB: Airport Operational Database











# Strategic pillar 3:

## Entering the Passenger Processing Systems market with Amadeus Common-Use Service (ACUS)

ACUS meets our customers' expectations

 <p>PERTH AIRPORT</p>	 <p>26% reduction in passenger processing costs benefiting the airlines</p>	 <p>Infrastructure and hardware reduction helping to reduce carbon dioxide emissions and improve environmental footprint</p>
 <p>AVINOR</p>	 <p>25% cost reduction to previous CUTE/CUPPS<sup>1</sup> service</p>	 <p>5,000 tons of CO2 emissions decrease annually as a result of infrastructure and hardware reduction</p>



1. CUTE: Common Use Technical Equipment. CUPPS: Common Use Passenger Processing System

# Airport IT life: a summary of milestones achieved



2011

## Airport IT is founded

Co-operation signed with Munich and Copenhagen

1<sup>st</sup> ground handler customer



2012

**20 ground handlers** became our customers



2013

**55 ground handlers** use Altéa DCS

The suite of solutions for airports is officially presented to the market

1<sup>st</sup> customer of Contract & Billing, RMS<sup>1</sup>, Sequence Manager



2014

## M&A UFIS Airport Solutions

80+ ground handlers use Altéa DCS

ACUS<sup>2</sup> and BRS<sup>3</sup> are launched

1<sup>st</sup> customers of ACUS, Pax Verification, BRS, Airport Distribution



2015

## M&A Air IT

c.100 ground handlers use Altéa DCS

c.100 airport operators<sup>4</sup> use Amadeus solutions

c.30 airlines use Amadeus solutions

1. RMS: Resource Management Solutions  
2. ACUS: Airport Common Use Service  
3. BRS: Baggage Reconciliation System  
4. An airport operator is a legal entity, which may operate more than one airport site

# Airport IT now has over 230 customers



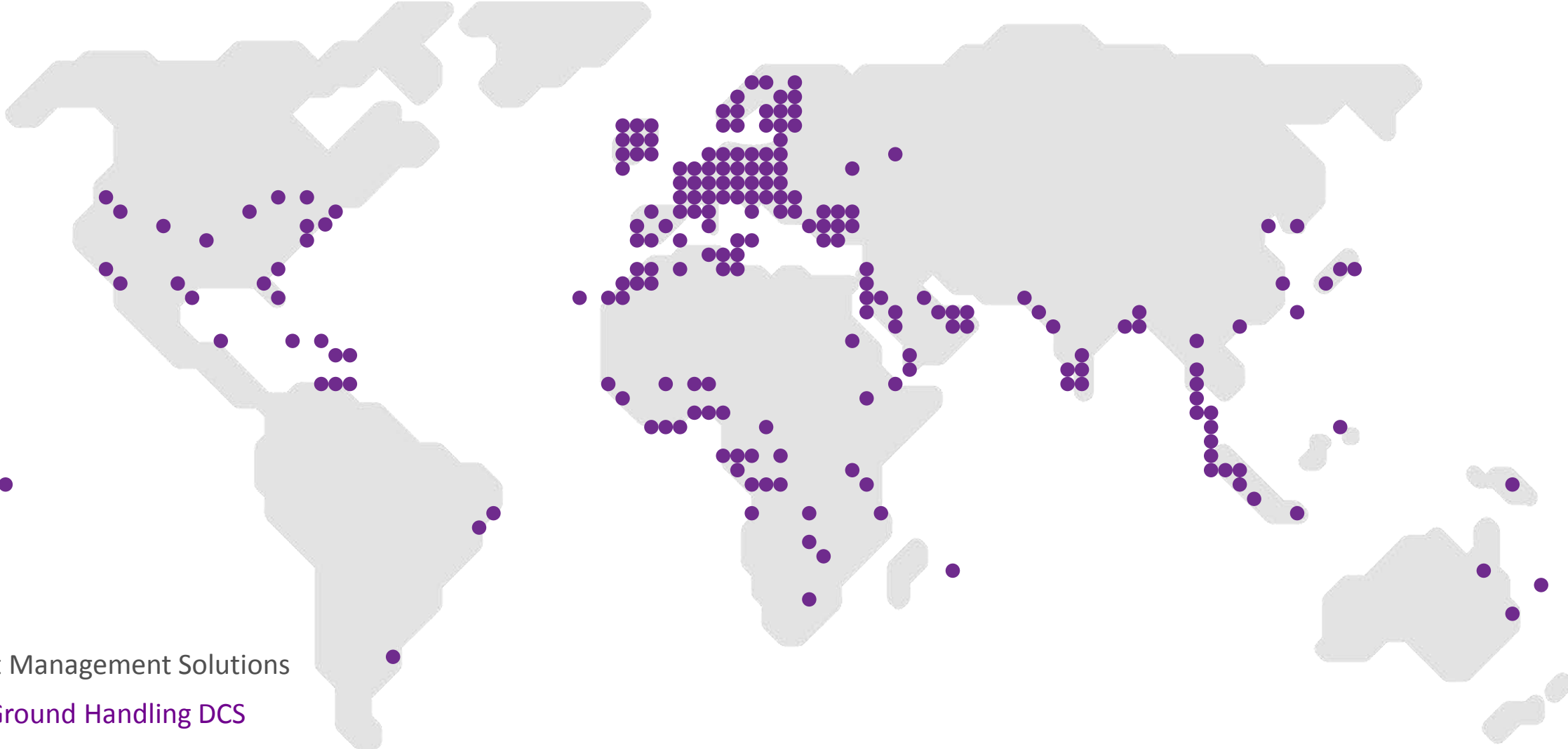


# Amadeus Airport IT global footprint



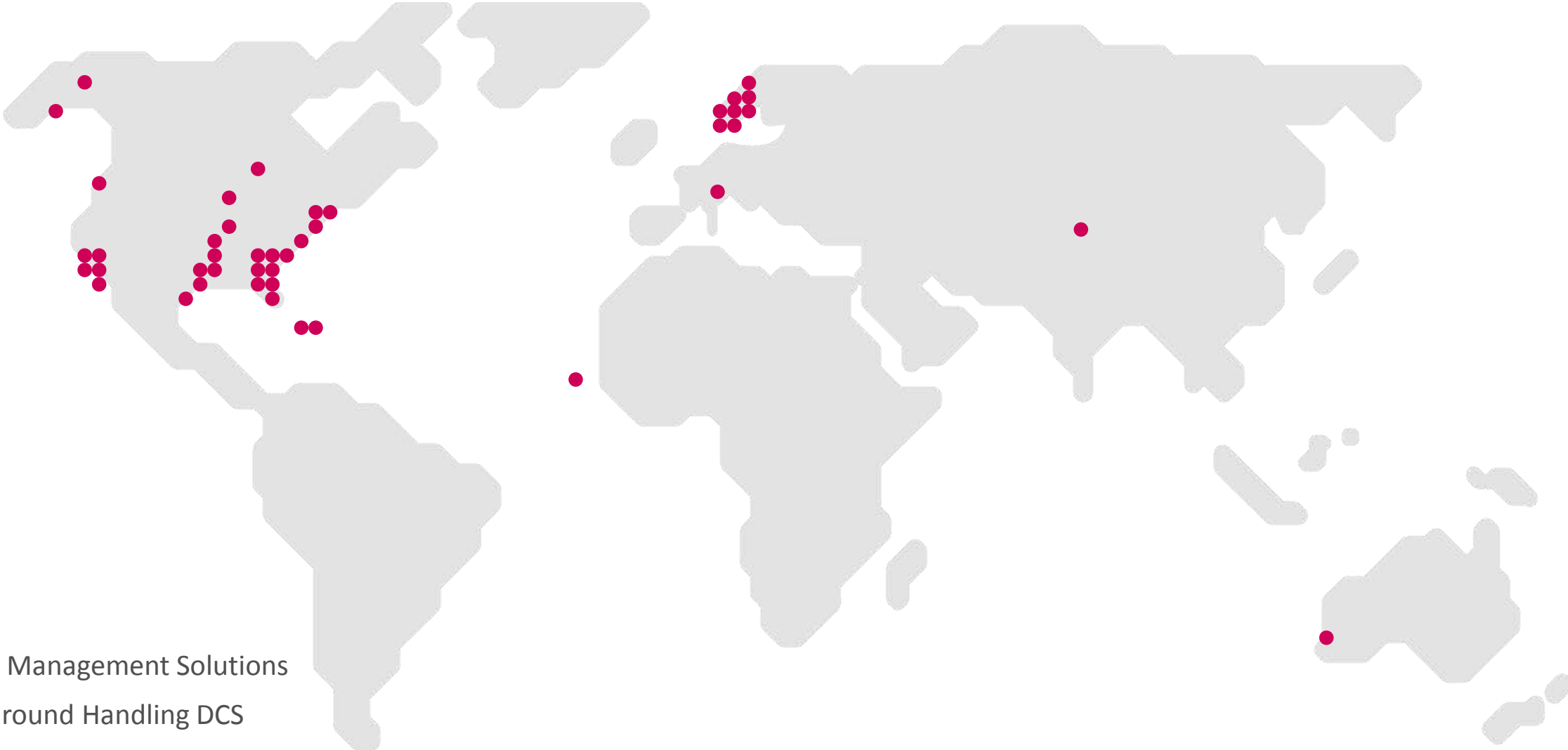
- Airport Management Solutions
- Altéa Ground Handling DCS
- Passenger Processing Systems

# Amadeus Airport IT global footprint



- Airport Management Solutions
- Altéa Ground Handling DCS
- Passenger Processing Systems

# Amadeus Airport IT global footprint



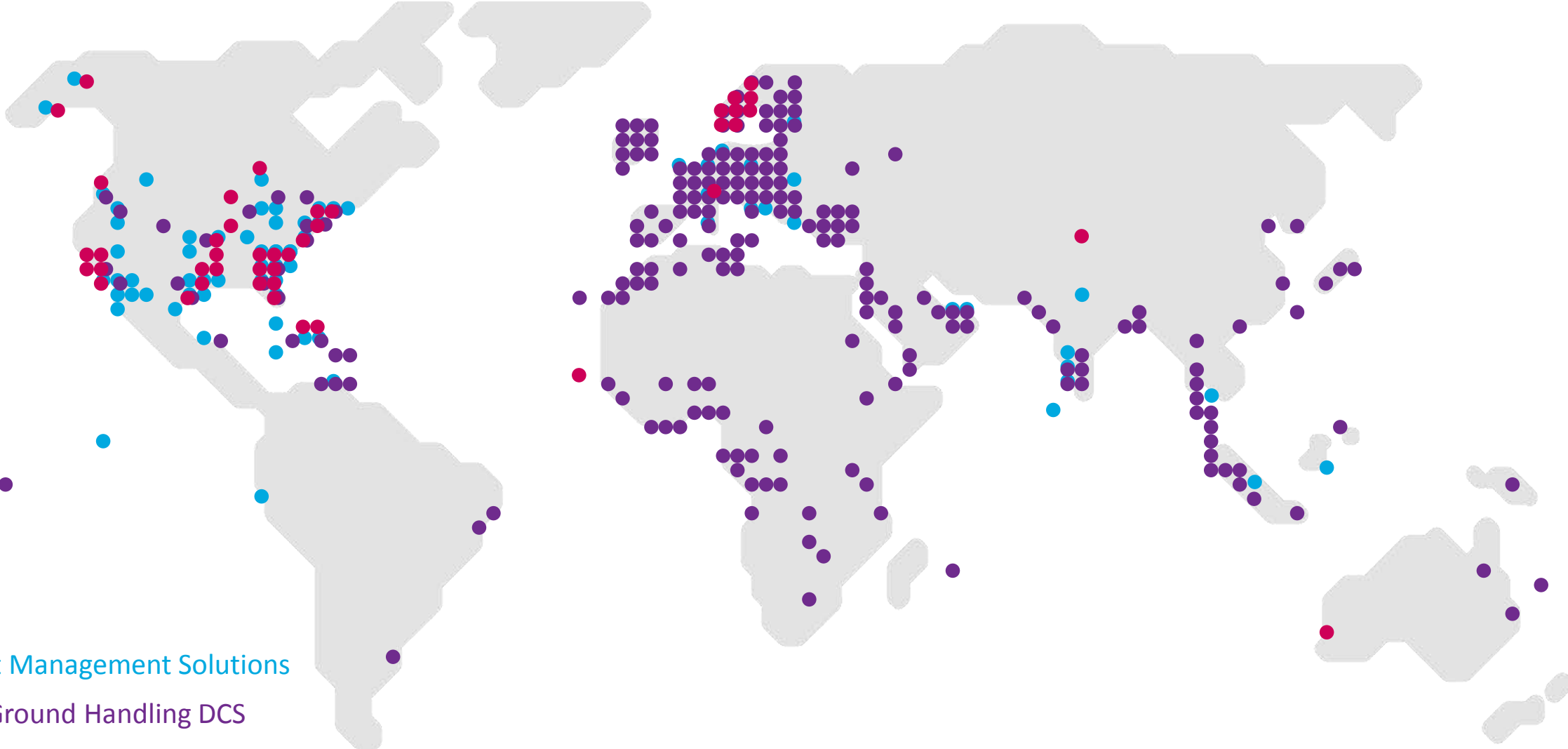
Airport Management Solutions

Altéa Ground Handling DCS

● Passenger Processing Systems



# Amadeus Airport IT global footprint



- Airport Management Solutions
- Altéa Ground Handling DCS
- Passenger Processing Systems

# A customer success story:

## Copenhagen Airports

A 10-year partnership with the most efficient airports in Europe

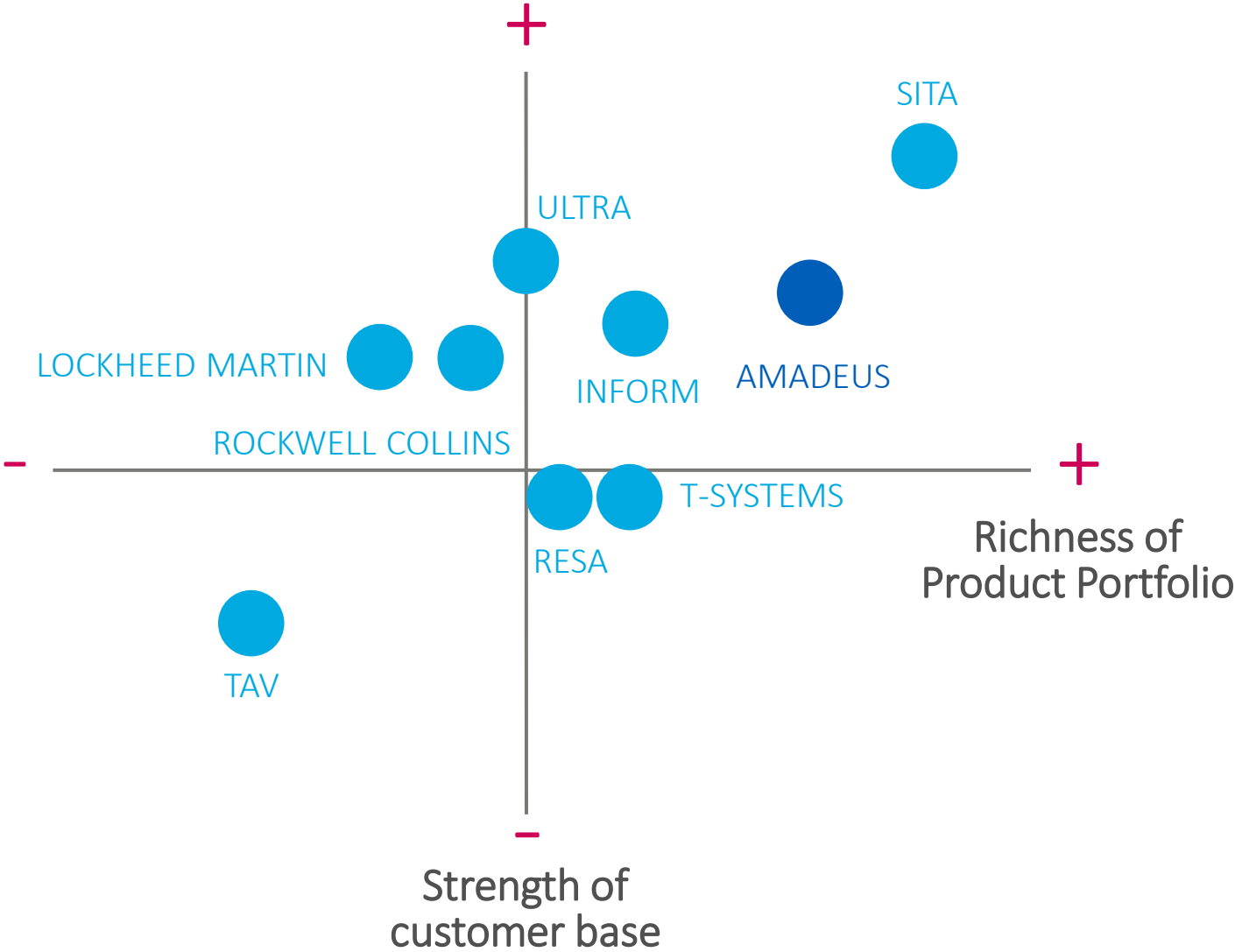


"We have an ambitious vision to become a world-class hub for Northern Europe. Our objective is to grow from 25 to 40 million passengers per year, and as a part of this focus we are optimising our infrastructure to better help our airline partners to serve the increasing number of international routes and operations. We have chosen Amadeus as a strategic partner. Amadeus has the proven experience and leading cloud capabilities to deliver an operational traffic IT solution which will enable us to meet our goals whilst in parallel ensuring we keep our focus on continued innovation."

C. Poulsen, VP & CIO, Copenhagen Airports



# The Airport IT market landscape 2015



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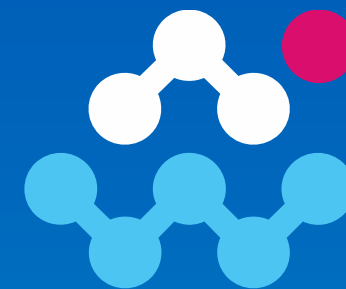
# Our focus – 3 year horizon



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# Financial Highlights

Ana de Pro  
Chief Financial Officer

June 2016

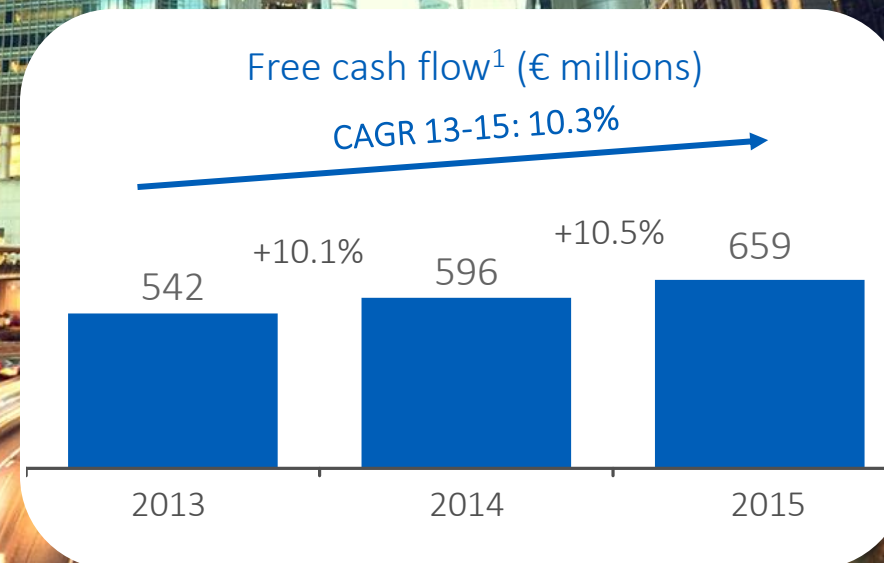
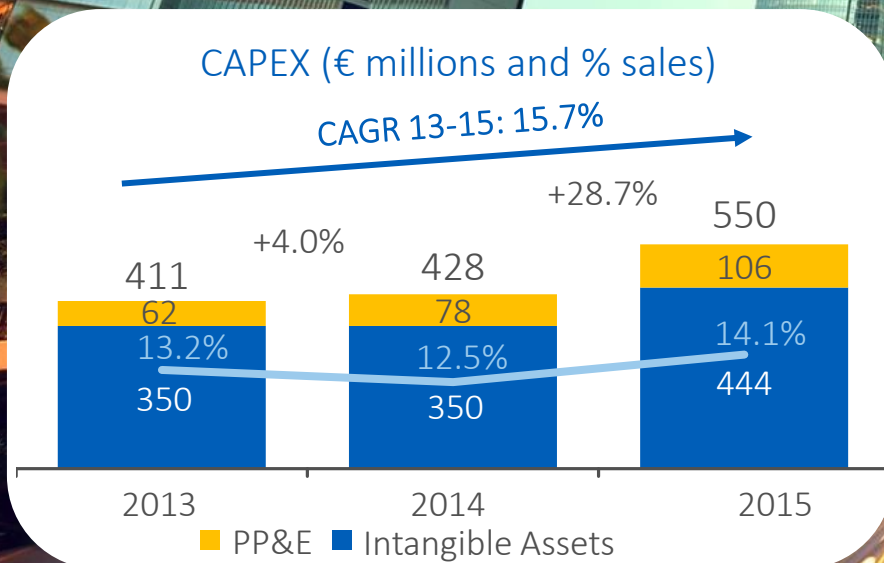
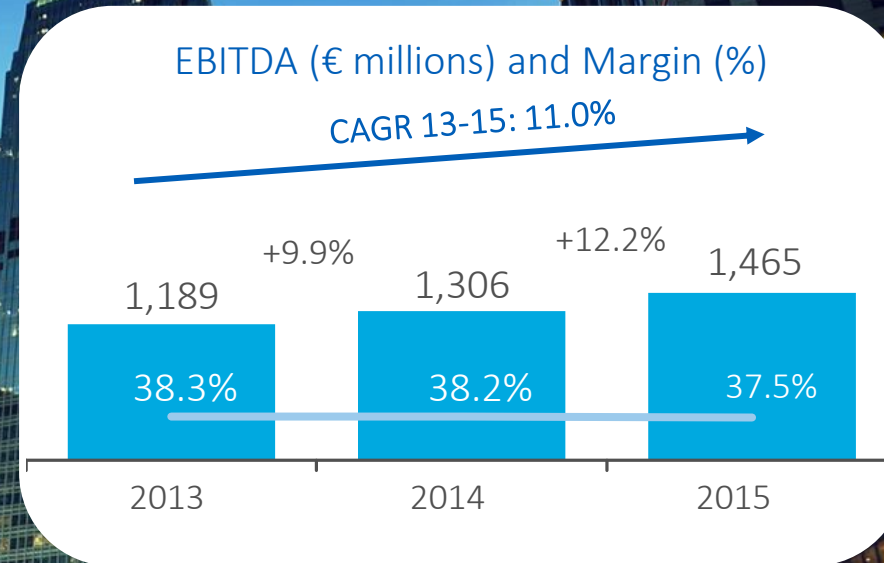
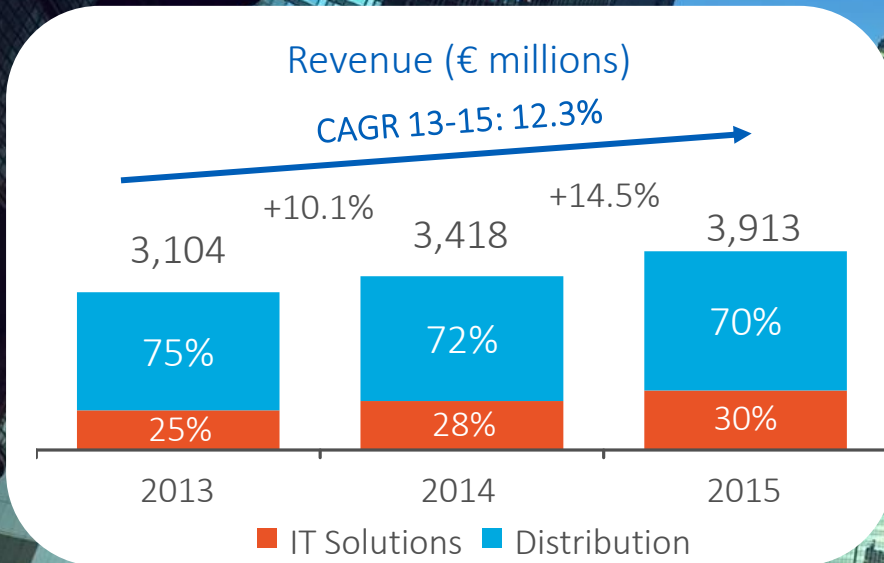
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# Outstanding track record

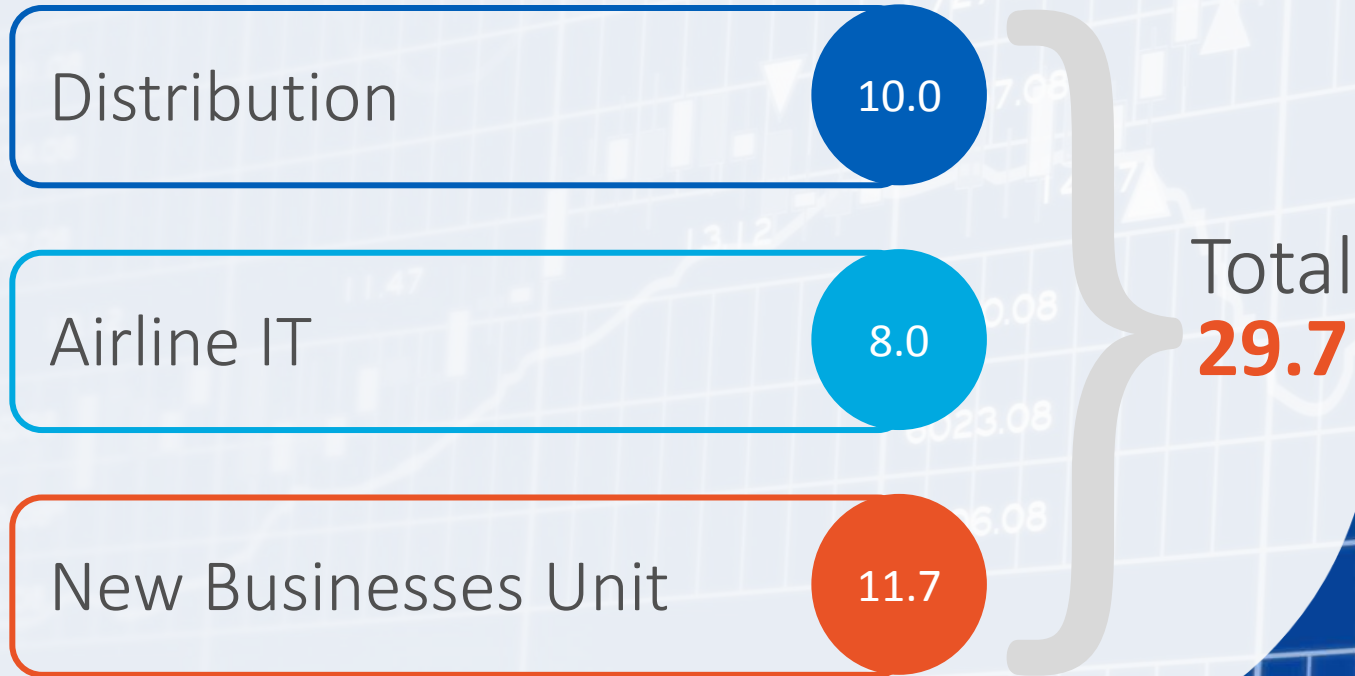


1. Free cash-flow defined as EBITDA, less capex, plus changes in operating working capital, less taxes paid, less interests and financial fees.



# Amadeus addressable market opportunity

Addressable markets in 2018 (€ billion)



# Financial performance outlook

2015-  
2018E  
Outlook

## Distribution

- **Revenue:** 3%-6% CAGR growth
  - Continued volume or yield expansion
- **Contribution margin:** slight dilution
  - Customer mix and competition

## IT solutions

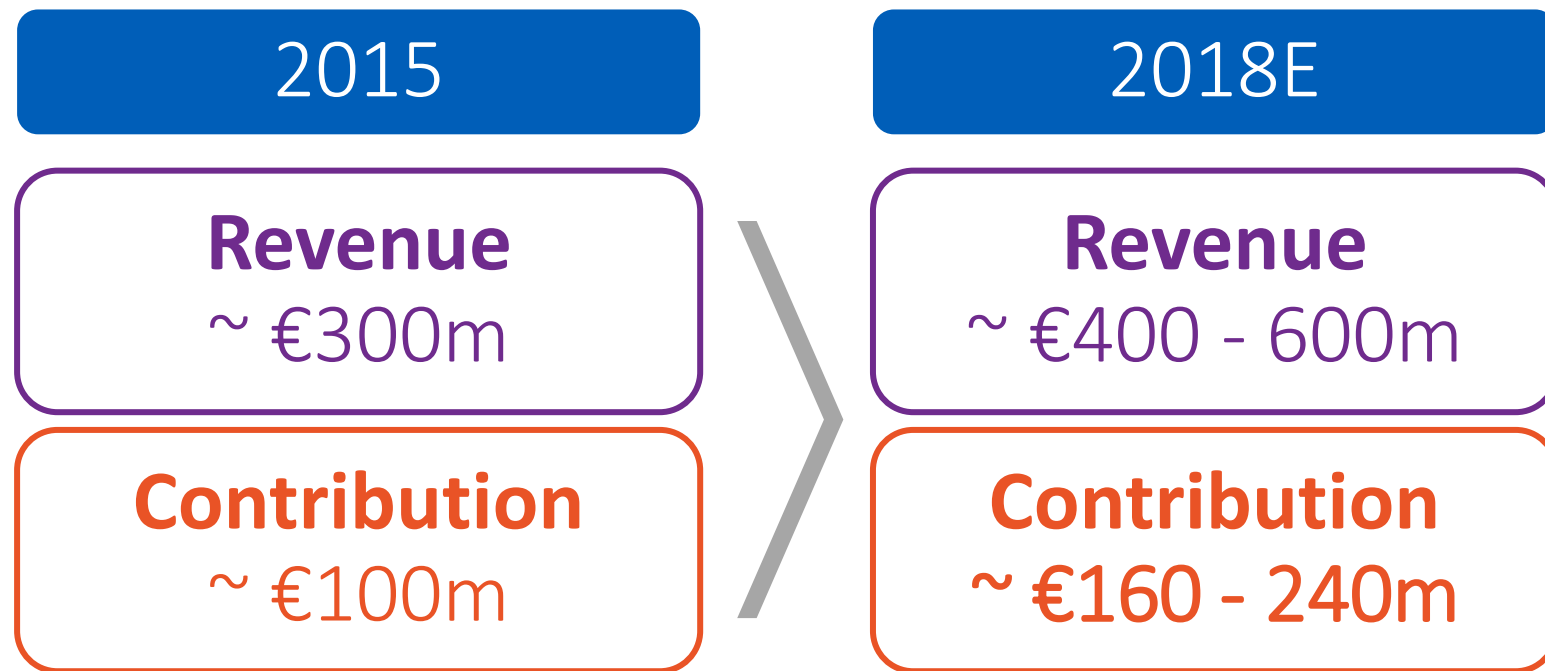
- **Revenue:** 10%-20% CAGR growth
  - Airline IT organic growth, new customers, upselling
  - Continued NBU expansion
- **Contribution margin:** dilution in 2016 driven by Navitaire consolidation, execution of Hospitality IT strategy and higher contribution from NBU, followed by slight expansion due to operating leverage

## Group

- **Revenue:** high single-digit CAGR growth
- **EBITDA:** high single-digit CAGR growth
- **Capex:** 12-15% of revenue, with a declining trend
- **FCF:** high single-digit/low teens CAGR growth



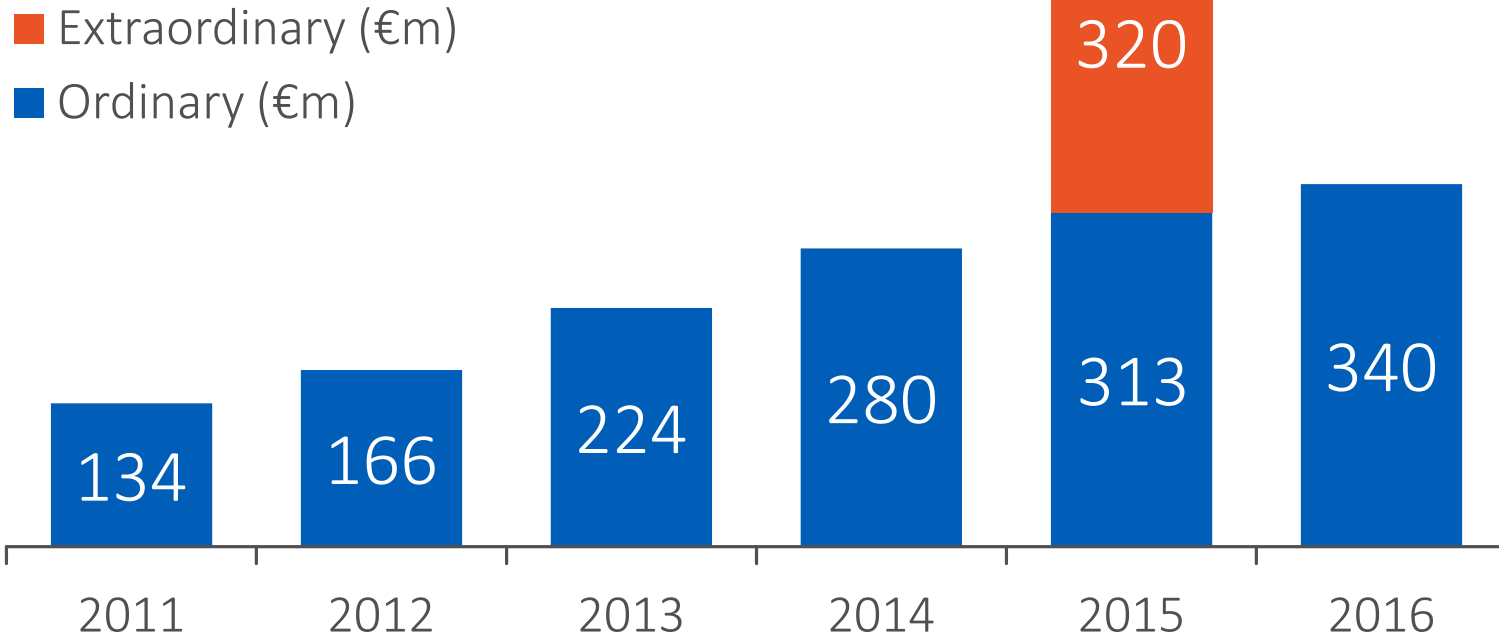
# Delivering on New Businesses



On track to deliver c. €1 billion revenue from NBU in 2022 with a 40-60% contribution margin



# Amadeus shareholder remuneration



Total €1.8 billion returned since IPO  
20% ordinary remuneration CAGR 2011-16





# Shareholder remuneration strategy

2015-  
2018E  
Outlook

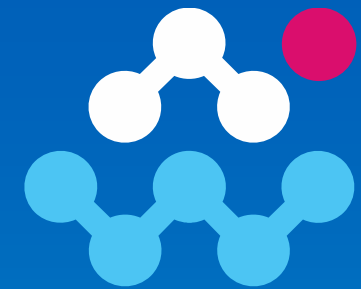
Capital  
Structure

– 1.0 – 1.5x Net Debt / EBITDA

Excess  
cash

– Expected excess cash of c. €1 billion in aggregate over the period (50% pay-out ratio and assumed mid-point leverage of 1.25x)

Thank you!



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