



Amadeus Jan - Sep 2013 Results

November 7, 2013

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Jan - Sep 2013 Review

President & CEO, Mr. Luis Maroto

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Strong financial results

▶ 5.8% revenue growth in the first nine months of the year driven by:

- ▶ Moderate industry growth
- ▶ Market share gains, and
- ▶ Successful execution of client migrations

▶ EBITDA growth of 6.5% to €948.9 million

- ▶ Improved EBITDA margin at 40.2%

▶ Adjusted profit increased to €511.2 million, 6.3% higher than in the first nine months of 2012

- ▶ Adjusted EPS increased by 6.1% to €1.15 in the period

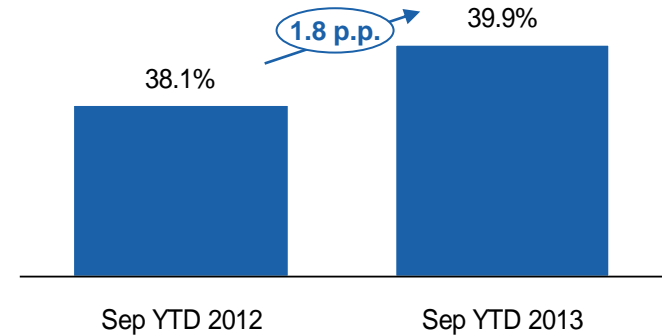
▶ Further deleveraging to 1.10x net debt/EBITDA as of September 30, 2013

- ▶ FCF generation of €461.1 million
- ▶ €456.5 million in cash and cash equivalents
- ▶ The total amount distributed to shareholders in 2013, in respect of the 2012 profit, amounts to €222.2 million (35% higher than €164.5 million paid in 2012)

... coupled with continued execution in our business

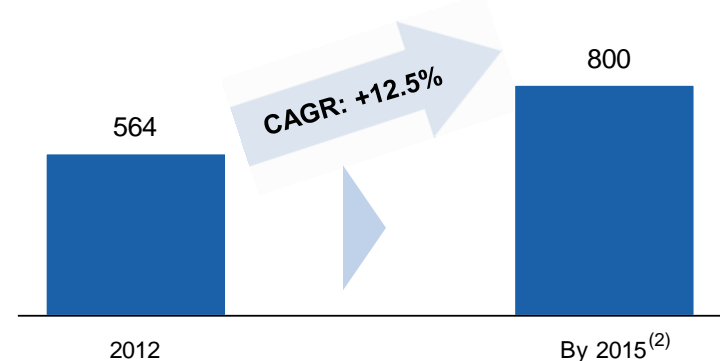
- ▶ Strong market share gains (+1.8 p.p.), reaching 39.9%⁽¹⁾ in the first nine months of 2013
 - ▶ Supported by growth in most regions, notably in the US thanks to recent contract wins
- ▶ Continued to renew contracts and add new providers that secure the relevant content for our travel agency subscribers
- ▶ Partnership with easyJet to further penetrate the low-cost carrier segment with the launch of system enhancements to ease the booking process at travel agencies. Low-cost carrier bookings continue increasing strongly (23% growth in the first nine months of 2013 vs. the same period of 2012)

Market share⁽¹⁾ in the Distribution business



- ▶ We continue the path of migrations with new additions to the Amadeus platform, as Altéa customers (Garuda Indonesia in Q3 2013, Thai Airways in Oct 2013) or contracting various of our Standalone IT Solutions (Ancillary Services, Revenue Integrity, Affinity Shopper, etc.)
- ▶ Intense commercial activity continues in the new businesses, especially in the Airport IT arena, where 7 new ground handlers have been signed taking the total number to 33

PB (incl. organic growth) (in millions)

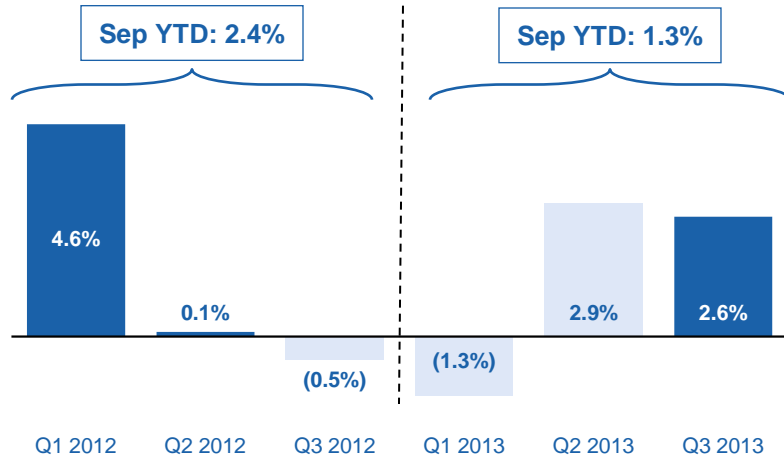


1. Calculated based on number of travel agency air bookings, according to Company estimates

2. 2015 estimated annualised PB: calculated by applying the IATA's regional air traffic growth projections to the latest available annual PB figures for our contracted airlines as of the date of this presentation, based on public sources or internal information (if already an Altéa customer)

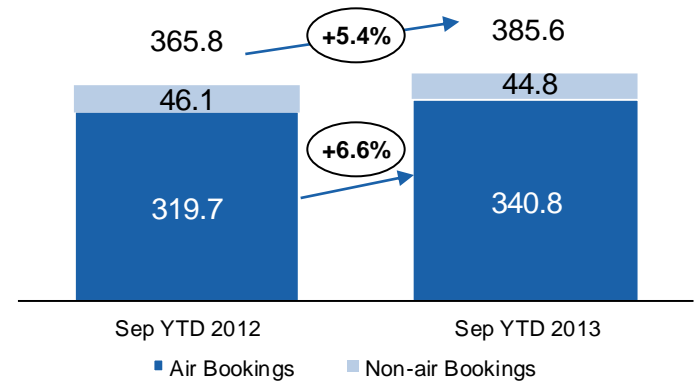
Healthy growth in Distribution volumes despite the soft industry performance

Distribution Industry (% Change, year-on-year)

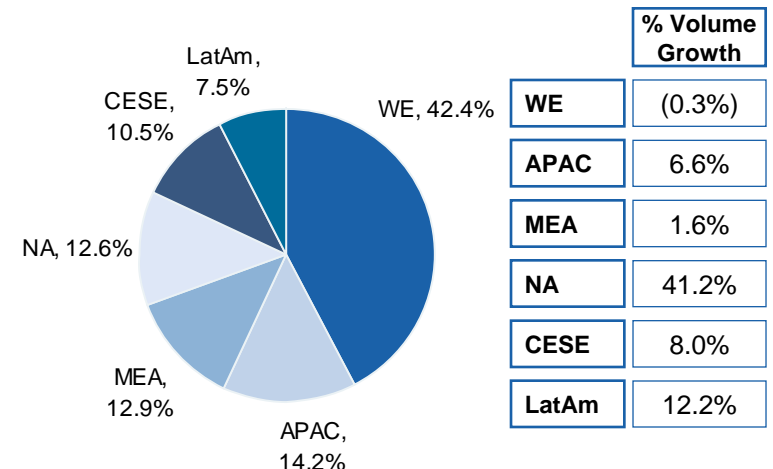


- Year to date, industry growth stands at 1.3%, still negatively impacted by a difference in working days (e.g. leap year in February 2012)
- Industry recovery continues in all regions
 - Strongest in LatAm, CESE and Asia Pacific, which recovers its growth path in countries like Thailand or India
 - Western Europe and North America showing a decline vs. the first nine months of 2012
- Amadeus air travel agency bookings grew 6.6% in the period, significantly higher than the industry
 - Significant growth in North America, driven by market share gains in the period
 - Middle East and Africa negatively impacted by political unrest

Amadeus Bookings (m)

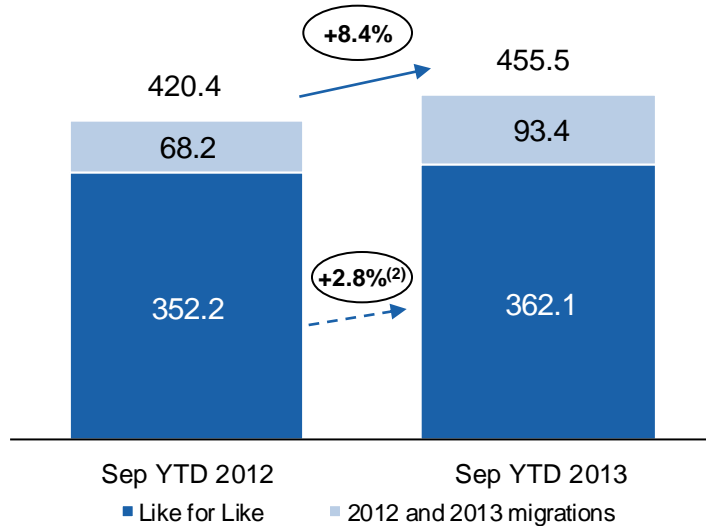


Sep YTD 2013 Amadeus air bookings by region

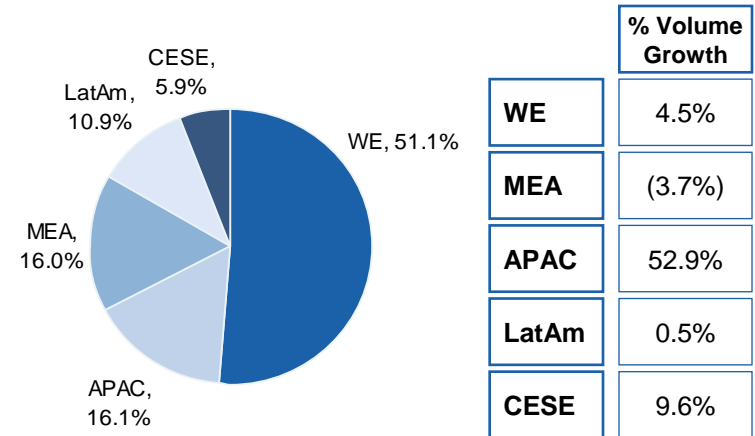


IT Solutions continues to deliver steady growth

Passengers Boarded ⁽¹⁾ (m)



Sep YTD 2013 Altéa PB by region



- ▶ 8.4% growth in PB year-to-date, based on:
 - ▶ Full-year impact of 2012 migrations (mainly Scandinavian Airlines, Cathay Pacific and Singapore Airlines)
 - ▶ Impact from recent migrations (e.g. Garuda Indonesia)
 - ▶ Like-for-like organic growth of 2.8%⁽²⁾
 - ▶ Slowdown in air traffic observed in some countries in MEA (due to political instability) and LatAm (particularly in Brazil)
- ▶ Volume growth and split by geography very much affected by pace of migrations
- ▶ Significant growth from the Asia & Pacific region, driven by latest migrations

1. Passengers Boarded (PB) refers to actual passengers boarded onto flights operated by our migrated Altéa customers

2. Adjusted to reflect growth for comparable airlines on the platform during both periods



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Financial Highlights

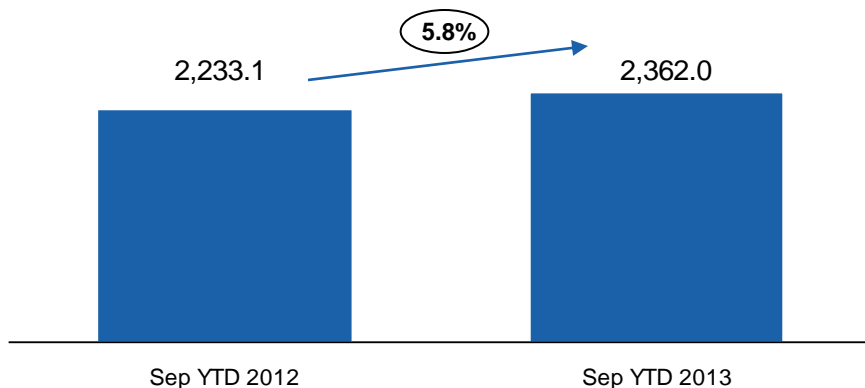
CFO, Mrs. Ana de Pro

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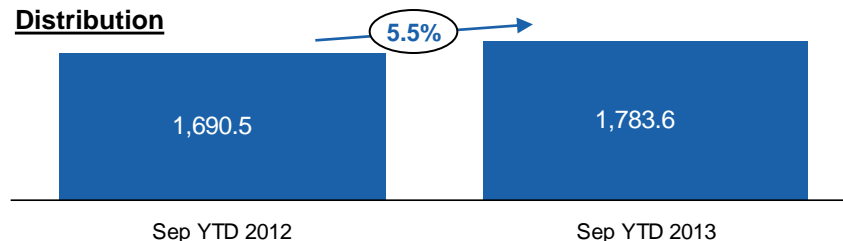
Group revenue growth supported by both Distribution and IT Solutions

Group Revenue (€ mm)

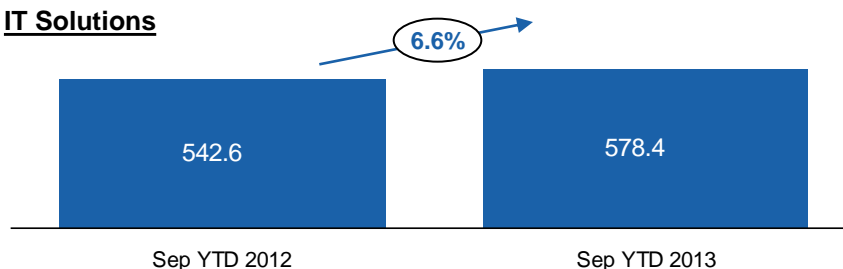


Distribution / IT Solutions Revenue (€ mm)

Distribution



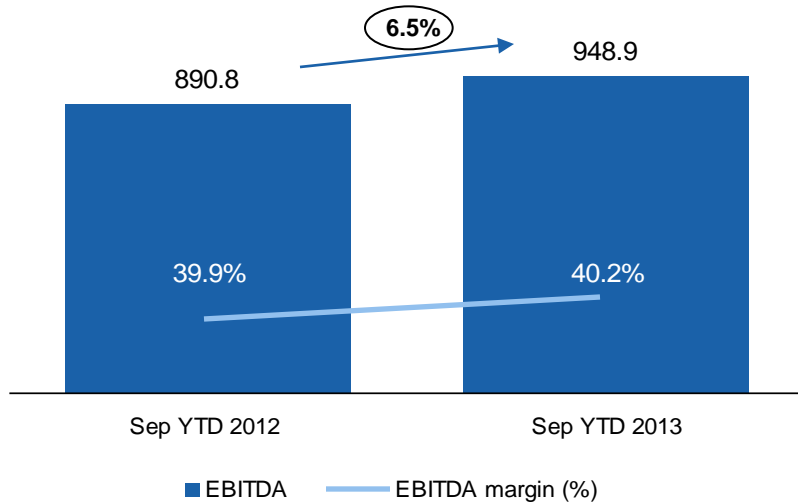
IT Solutions



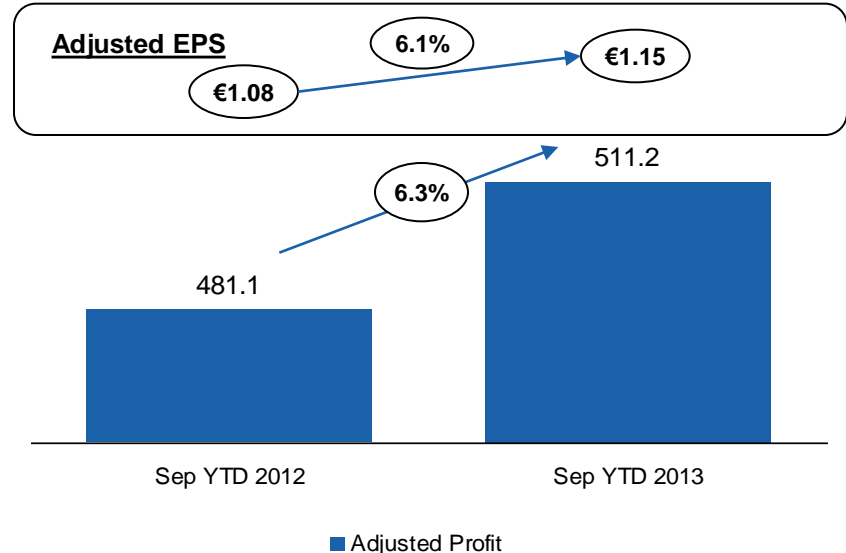
- ▶ Distribution revenue continued its growth trend, mainly driven by our market share gains, and with a stable pricing, in line with company guidance
- ▶ IT Solutions continued improving, supported both by transactional and non-transactional revenue increase
 - ▶ Transactional revenue growth driven by higher PB volumes from our Altéa customers, and despite the expected decline in the direct distribution revenue line
 - ▶ Non-transactional revenue grew driven by the recognition of deferred revenue and other revenue from clients in relation to gaps and implementation fees

Strong growth at EBITDA and Profit level

EBITDA ⁽¹⁾ (€ mm)



Adjusted Profit ⁽²⁾ (€ mm) and EPS ⁽³⁾ (€)



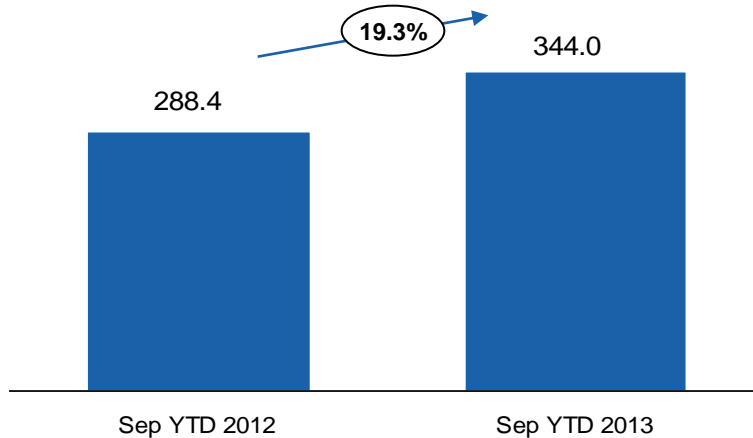
- ▶ Significant growth in our EBITDA based on:
 - ▶ Positive contribution of our two business lines
 - ▶ Accompanied by moderate growth in net indirect costs
- ▶ Improvement on EBITDA margin due to higher relative weight of IT Solutions

- ▶ Above 6% growth in Adjusted profit and EPS, driven by EBITDA growth and lower interest expense, partially offset by:
 - ▶ Increased D&A in the period, as capitalised investment enters into production
 - ▶ Increased tax rate as a result of recent changes in corporate tax regulations

1. 2012 figures exclude extraordinary items related to the IPO
 2. Defined as Profit excluding the after-tax impact of the following items: (i) amortisation of PPA and impairment losses, (ii) changes in fair value and cancellation costs of financial instruments and non-operating exchange gains (losses) and (iii) extraordinary items related to the sale of assets and equity investments, and in 2012, the IPO
 3. Based on Adjusted profit attributable to the parent company

R&D and Capex

Total Group R&D spend (€ mm)

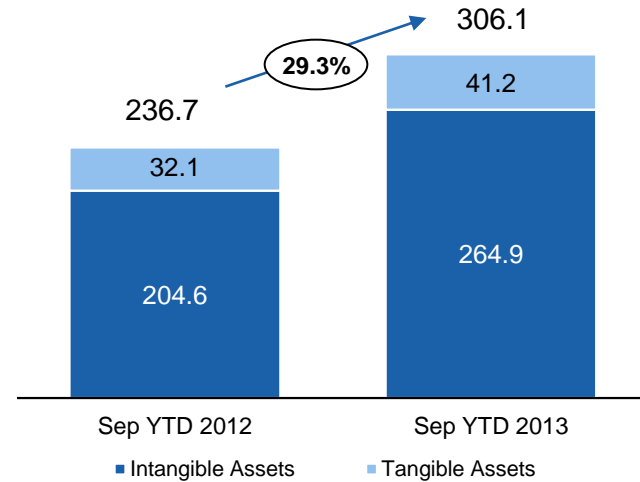


% Revenue 12.9%

14.6%

- Consistent commitment to R&D as a core part to our long term strategy: R&D grew by 19.3% and reached 14.6% of our revenue
 - Growth mainly driven by new projects and higher efforts on existing initiatives, with increasing importance of the new businesses, in particular Airport IT

Total Group Capex (€ mm)



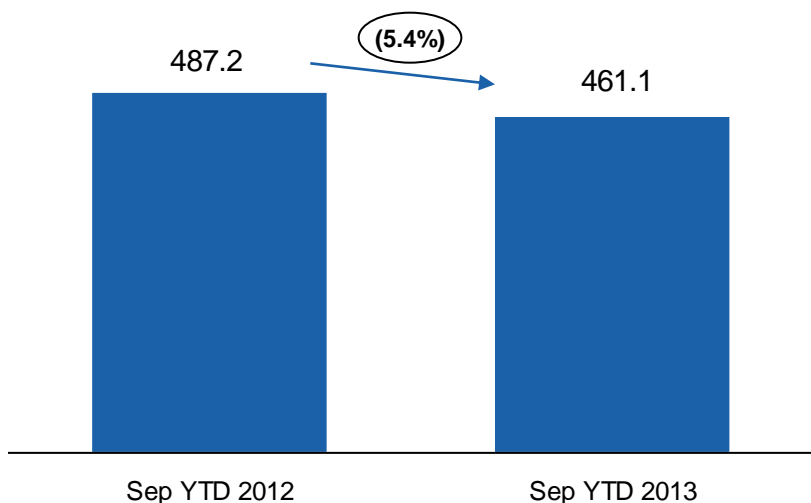
% Revenue 10.6%

13.0%

- Capital expenditure in the period represented 13.0% of group revenue, within the guidance provided by the company
 - Intangible capital expenditure growth driven by increased R&D investment and higher capitalisation ratio due to project mix

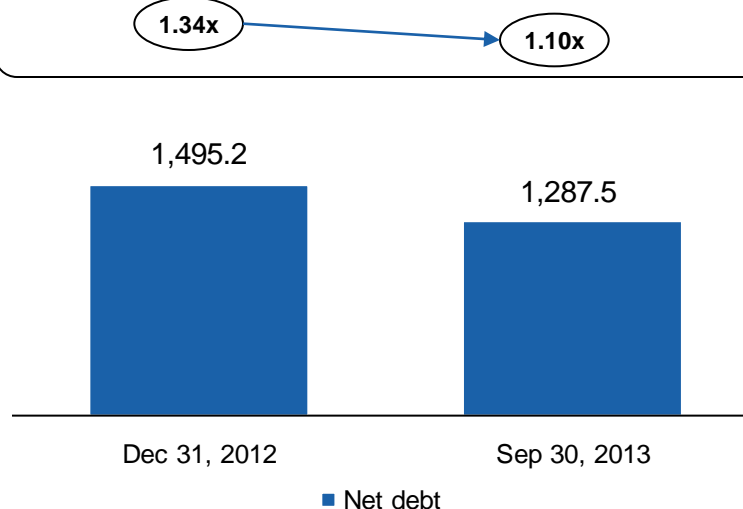
Cash flow generation and deleveraging

Free Cash flow⁽¹⁾ (€ mm)



Net Debt to LTM EBITDA⁽²⁾ (x)

Net debt to LTM EBITDA



- ▶ Free cash flow generation of €461.1 million in the first nine months of 2013, down 5.4% vs. previous year, mainly due to negative contribution from change in working capital (due to positive effect from factoring in 2012, with no factoring done in 2013) and the increased capex levels, offsetting the EBITDA growth
- ▶ Steady deleveraging to 1.10x net debt / EBITDA at September 30, 2013
 - ▶ Even after a dividend payment of €222.2 million
 - ▶ €456.5 million in cash and cash equivalents in our balance sheet

1. Defined as: EBITDA (-) capex (+/-) change in net working capital (-) cash tax (-) interest and financial fees. Calculation excludes non-operating cashflows, cashflows from extraordinary items, equity investments and, in 2012, IPO costs
 2. Covenant debt and LTM EBITDA as defined in the Senior Credit Agreement

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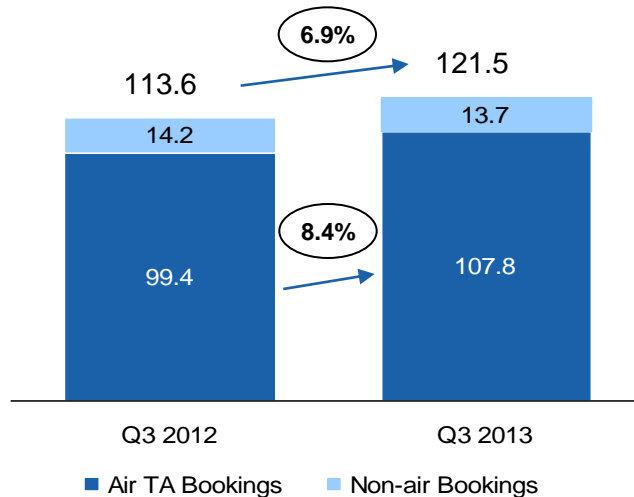
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Q3 Highlights

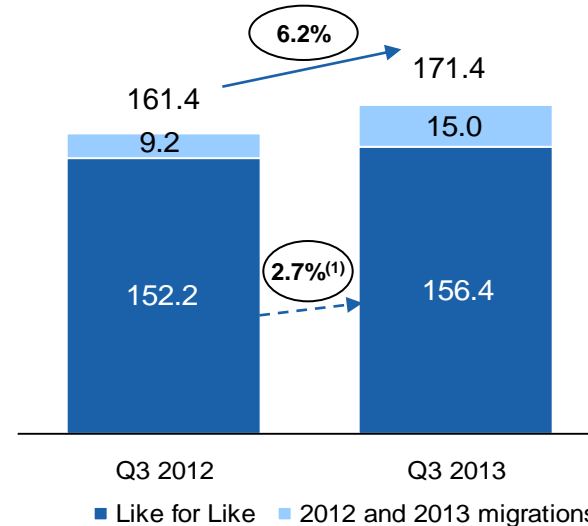
Q3 2013 Financial Review - Volumes

Amadeus TA Bookings (m)



- Amadeus air travel agency bookings rose 8.4% in the third quarter of the year
 - Market share gain of 2.1 p.p. to 39.7%
- Sustained growth in regions such as Asia Pacific, LatAm and CESE; North American bookings improving strongly driven by market share gains; MEA bookings lagging behind due to political turmoil
- Distribution industry showing signs of recovery (2.6% growth in the quarter)

Passengers Boarded (m)

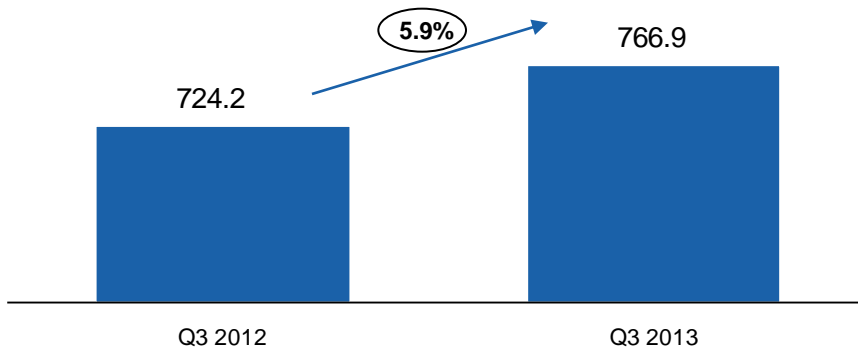


- 6.2% growth in PB in the third quarter of 2013 based on
 - Full-year impact of 2012 migrations and positive impact of migrations completed by September 2013
 - Like-for-like organic growth of 2.7%⁽¹⁾
 - Slowdown in air traffic observed in some countries in MEA (due to political instability) and LatAm (particularly in Brazil)

1. Reflect growth for comparable airlines on the platform during both periods

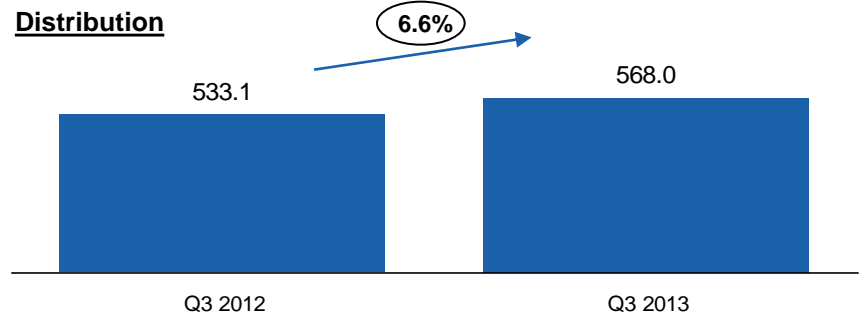
Q3 2013 Financial Review – Revenue

Group Revenue (€ mm)

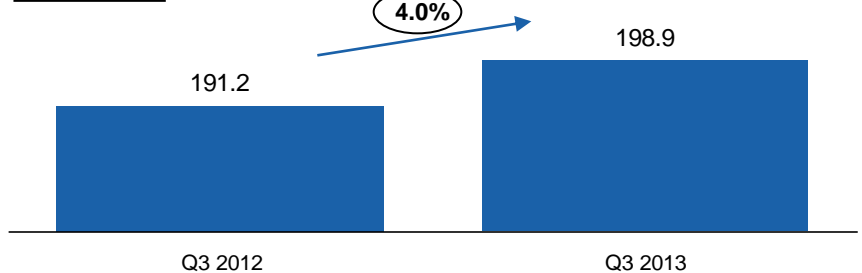


Distribution / IT Solutions Revenue (€ mm)

Distribution



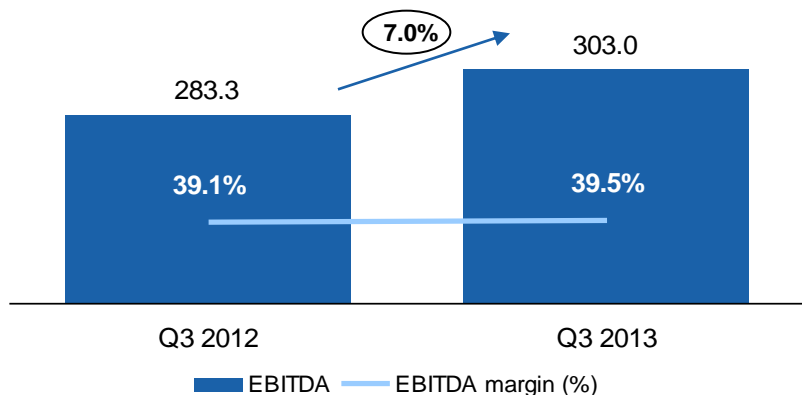
IT Solutions



- ▶ Group revenue growth of 5.9%, based on 6.6% and 4.0% growth in Distribution and IT Solutions revenue, respectively
 - ▶ Distribution growth mainly driven by volume increase linked to our market share gains
 - ▶ IT Solutions continued its growth trend supported by transactional revenue, driven by last year and recent migrations, and despite the expected decline in Direct Distribution; non-transactional revenue remained stable in the quarter

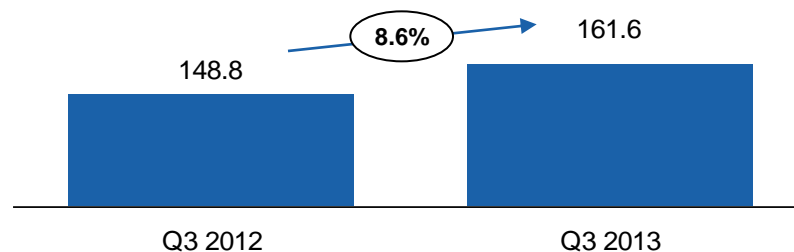
Q3 2013 Financial Review - EBITDA and Profit

EBITDA ⁽¹⁾ (€ mm)



Adjusted Profit ⁽²⁾ (€ mm) and EPS ⁽³⁾ (€)

Adjusted EPS ⁽³⁾



- ▶ Significant growth in our group EBITDA supported by the positive contribution of our two businesses
- ▶ Improvement on the EBITDA margin due to the increasing weight of the IT Solutions business

- ▶ Adjusted profit and EPS growth, driven by EBITDA growth and lower interest expense, partially offset by:
 - ▶ Increased D&A in the period, as capitalised investment enters into production
 - ▶ Increased tax rate as a result of recent changes in corporate tax regulations

1. Excludes extraordinary items related to the IPO, in 2012

2. Defined as Profit excluding the after-tax impact of the following items: (i) amortisation of PPA and impairment losses, (ii) changes in fair value and cancellation costs of financial instruments and non-operating exchange gains (losses) and (iii) extraordinary items related to the sale of assets and equity investments, and in 2012, the IPO

3. Based on Adjusted profit attributable to the parent company



Support materials

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Key Performance Indicators

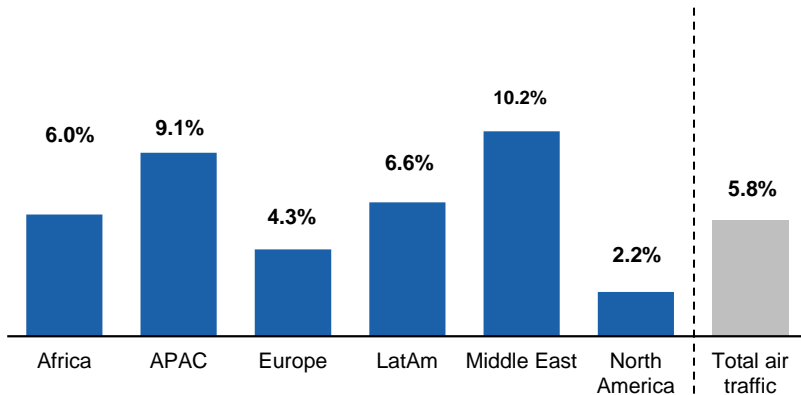
	Sep YTD 2012 ⁽¹⁾	Sep YTD 2013	% Change
Volumes			
GDS Industry Growth (%)	2.4%	1.3%	
Amadeus Air Bookings (m)	319.7	340.8	6.6%
Passengers Boarded (PB) (m)	420.4	455.5	8.4%
Financial Results (€mm)			
Revenue	2,233.1	2,362.0	5.8%
EBITDA	890.8	948.9	6.5%
Adjusted ⁽²⁾ profit	481.1	511.2	6.3%
Investment (€mm)			
R&D	288.4	344.0	19.3%
Capex	236.7	306.1	29.3%

1. Figures exclude extraordinary costs related to the IPO, in 2012

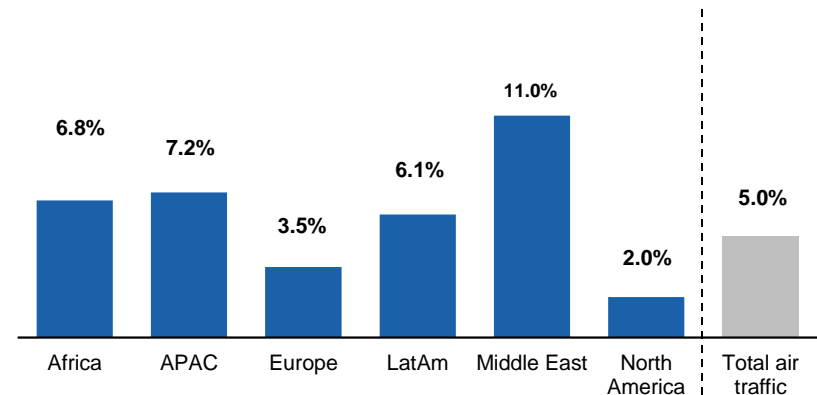
2. Excluding after-tax impact of: (i) amortisation of PPA and impairment losses, (ii) changes in fair value and cancellation costs of financial instruments and non-operating exchange gains (losses) and (iii) extraordinary items related to the sale of assets and equity investments and, in 2012, the IPO

Air traffic growth

Air Traffic ⁽¹⁾ Growth in Q3 2013 (% Growth)



Air Traffic ⁽¹⁾ Growth at Sep YTD 2013 (% Growth)



► Air traffic growth of 5.8% in Q3 2013

- Weak signs of recovery, improving from Q2 2013 (4.9% growth)
- Regionally, the strongest growth comes from emerging markets (Middle East, APAC and LATAM), with Europe showing a slight improvement from Q2 2013 and North America registering the lowest growth rate.
- In terms of domestic traffic, India recorded the strongest increase amongst markets, followed by China and Russia. Brazil was roughly flat in Q3 and Japan grew at a healthy 7.4%.
- International traffic was stronger than domestic, with Middle East, LATAM and APAC showing the strongest growth.

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