

# Amadeus

## Jan-Mar 2018 Results

May 4, 2018



# Disclaimer

- \_ This presentation may contain certain statements which are not purely historical facts, including statements about anticipated or expected future revenue and earnings growth. Any forward-looking statements in this presentation are based upon information available to Amadeus on the date of this presentation. Any forward-looking statements involve risks and uncertainties that could cause actual events or results to differ materially from the events or results described in the forward-looking statements. Amadeus undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Readers are cautioned not to place undue reliance on forward-looking statements.
- \_ This presentation has to be accompanied by a verbal explanation. A simple reading of this presentation without the appropriate verbal explanation could give rise to a partial or incorrect understanding.



# Operating Review

Luis Maroto  
President & CEO



# Q1 2018

## Revenue +3.1% (ex.FX +8.2%)

- Strong underlying performance
- Negative FX impact

## EBITDA +7.4% (ex.FX and IFRS16<sup>1</sup> +7.9%)

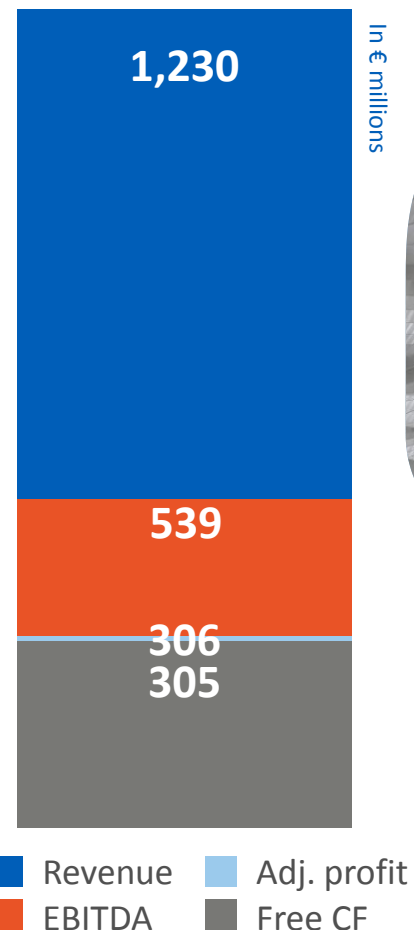
- Positive FX and IFRS 16<sup>1</sup> impact on costs
- Ex-FX and IFRS 16<sup>1</sup>: broadly stable margin

## Adjusted profit +4.3%

- Adjusted EPS +6.6%

## Free Cash Flow +6.9%

## Leverage 1.07x



Note: Q1 2017 figures displayed throughout this presentation have been restated for IFRS 15 and 9, which we applied since January 1, 2018 (see section 3.1 of January-March 2018 Management Review for further details). Q1 2018 growth rates have been therefore calculated over 2017 restated figures.

1. We are early adopters of IFRS 16, which we applied since January 1, 2018. 2017 figures will not be restated for IFRS 16. In the first quarter of 2018, IFRS 16 had a positive €11.2 million impact on EBITDA. See section 3.1 of January-March 2018 Management Review for further details.

# Recent business highlights

## Airline Distribution

- Renewed / signed 9 **distribution agreements**, including EVA Air and Uni Airways
- **Low-cost carrier** segment growth
  - Over 110 LCCs and hybrid carriers' content accessible for Amadeus subscribers
  - 11% volume growth in Q1 2018
- Expanded airlines' **merchandizing capabilities** in the indirect channel
  - 148 airlines have contracted for Amadeus Airline Ancillary Services (5 new customers in Q1 2018)
  - Amadeus' Fare Family Solution – 72 contracted airline customers (6 new customers in Q1 2018)
- Agreement with Air France KLM enabling distribution through a **Private Channel**. Amadeus travel seller customers which enact a Private Channel agreement with Air France KLM will be able to book Air France KLM content through Amadeus without a surcharge

## Airline IT

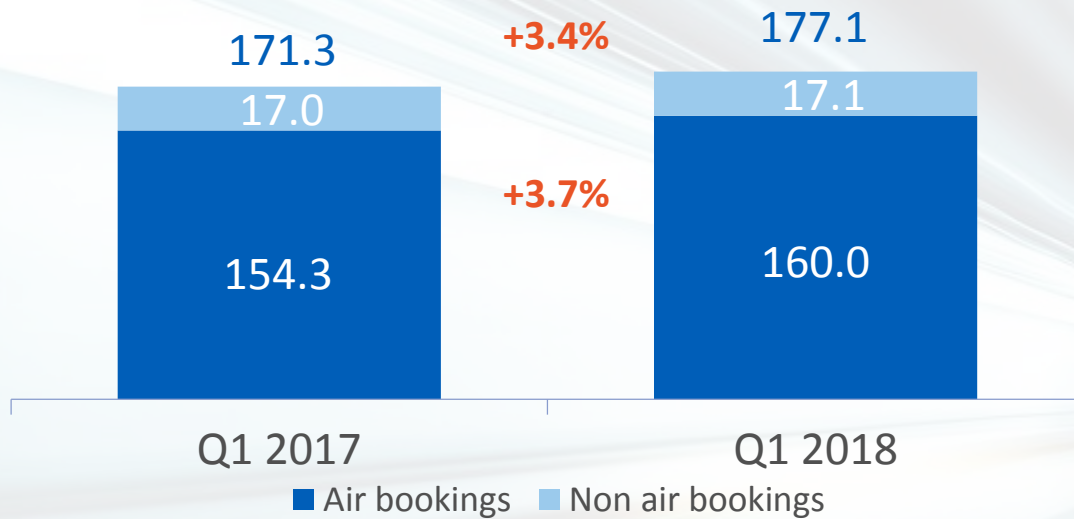
- Philippine Airlines contracted for the full Altéa Suite
- Air Algerie implemented Ticketing, Revenue Management, Loyalty, Payment and Departure Control as well as, additional digital capabilities
- Qantas has chosen Amadeus as partner for its digital redesign and as part of this ambitious process, Qantas has implemented a number of Amadeus e-Commerce solutions
- Kuwait Airways has recently implemented Revenue Management
- Finnair contracted Anytime Merchandising
- KC International Airlines contracted and implemented New Skies

## New businesses

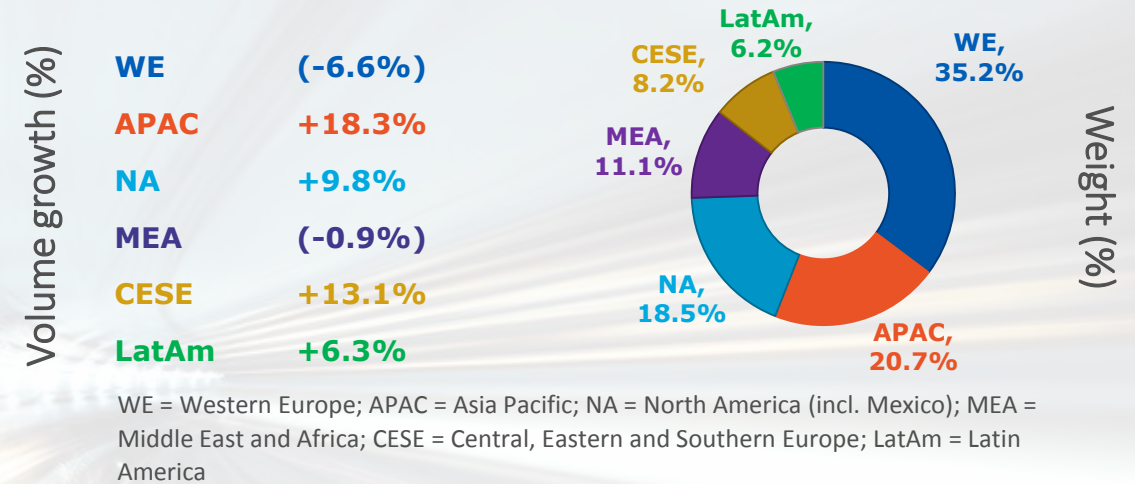
- **Hospitality IT:** progressing in the roll-out of the Guest Reservation System with IHG (over 1,000 hotels now migrated and full deployment expected by late 2018 / early 2019)
- **Payments:** launch with Finnair of Amadeus Agent Pay to facilitate payment of call center bookings, improving security and enhancing customer experience
- **Airport IT:** Cape Verde Airports contracted for ACUS Mobile

# Distribution

## Amadeus TA bookings (millions)



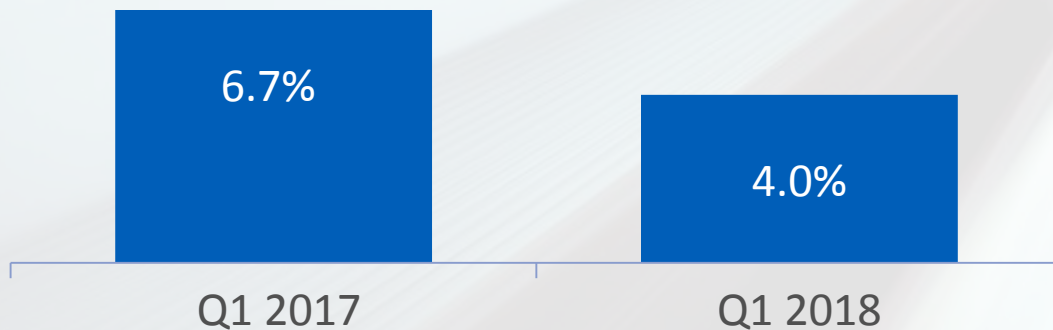
## Amadeus TA air bookings by region



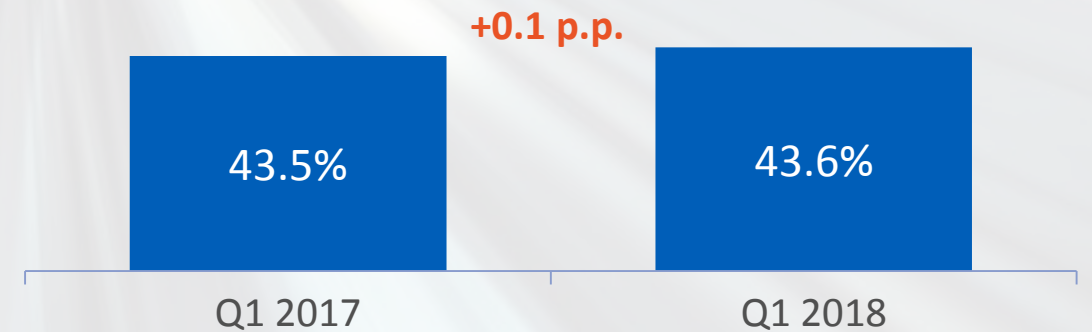
Region	Volume growth (%)
WE	(-6.6%)
APAC	+18.3%
NA	+9.8%
MEA	(-0.9%)
CESE	+13.1%
LatAm	+6.3%

WE = Western Europe; APAC = Asia Pacific; NA = North America (incl. Mexico); MEA = Middle East and Africa; CESE = Central, Eastern and Southern Europe; LatAm = Latin America

## TA air booking industry growth<sup>1</sup>



## Competitive position<sup>1</sup>

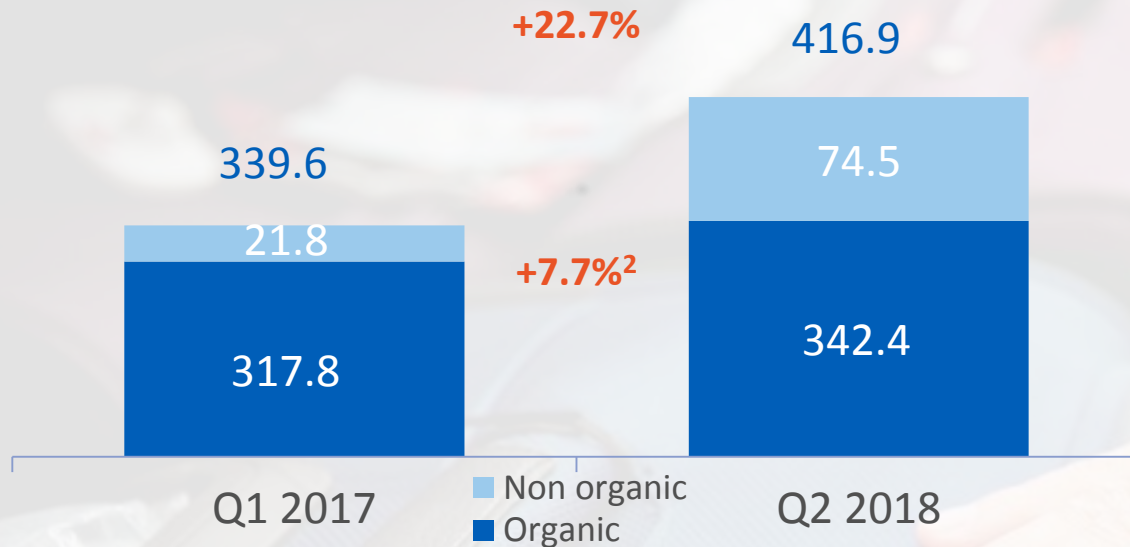


1. When we refer to our competitive position, we are taking into account our TA air bookings in relation to the TA air booking industry, defined as the total volume of TA air bookings processed by the global CRS. It excludes air bookings made directly through in-house airline systems or single country operators, the latter primarily in China, Japan and Russia, which together combined represent an important part of the industry.

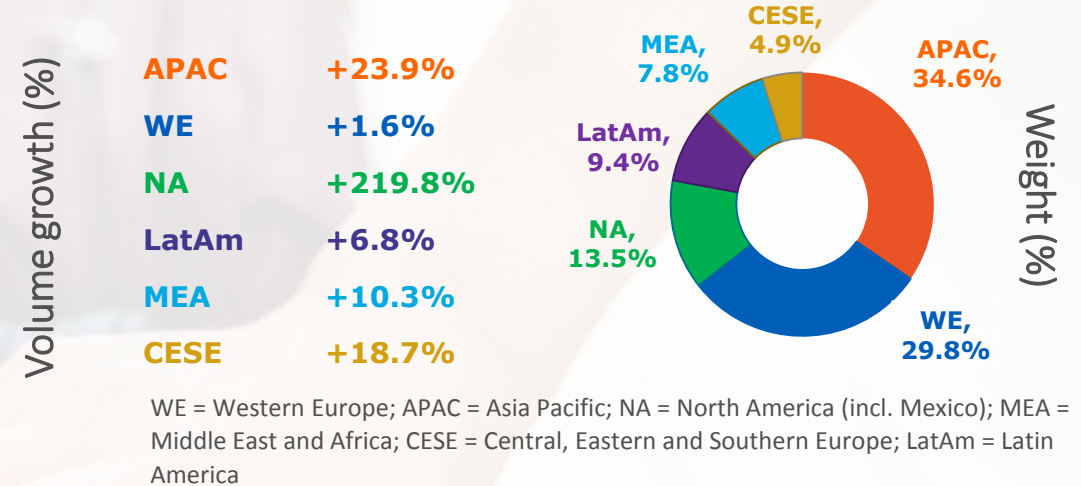


# IT Solutions

## Passengers Boarded<sup>1</sup> (millions)



## Amadeus PB<sup>1</sup> by region



- As of March 31, 2018, 204<sup>3</sup> customers had contracted for Altéa or New Skies, of which 195 had been migrated
- 22.7% PB growth driven by:
  - 7.7%<sup>2</sup> organic growth
  - Full year effect of the migrations in 2017 (including Southwest Airlines, Japan Airlines, Malaysia Airlines, Kuwait Airways, Boliviana de Aviación, SmartWings, Germania, Norwegian Air Argentina, Air Algerie and MIAT Mongolian Airlines on Altéa, as well as, GoAir, Viva Air Perú, Andes Líneas Aéreas, JetSMART and flyadeal on New Skies)
  - Impact of Air Berlin and Monarch bankruptcies

1. Passengers Boarded (“PB”) refers to actual passengers boarded onto flights operated by our Altéa and New Skies migrated customers.  
 2. Calculated based on passengers boarded adjusted to reflect growth of comparable airlines on the Altéa and New Skies platforms during both periods. Excludes TAM Airlines.  
 3. Customers that have contracted at least the Altéa Inventory module, in addition to the Reservations module, or Navitaire’s New Skies solution.

# Financial highlights

Ana de Pro  
CFO



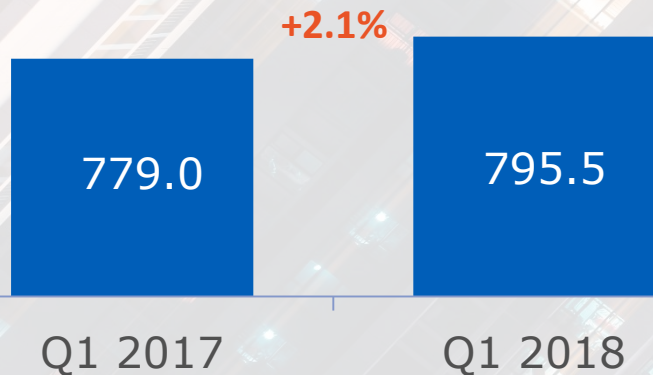
# Revenue growth by segment

## Group revenue (€ millions)

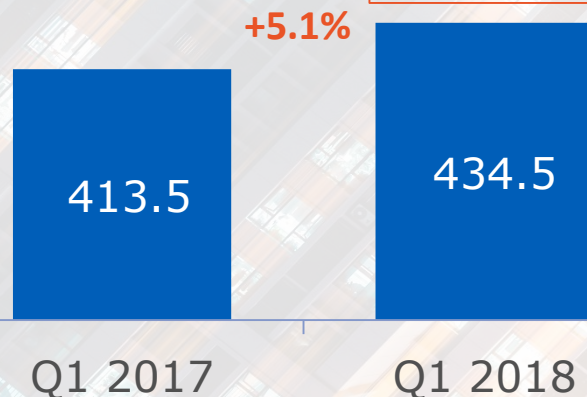


## Segment revenue (€ millions)

### Distribution



### IT Solutions



**Group revenue** expanded by 3.1%, driven by strong operating performances in Distribution and IT Solutions although negatively impacted by FX effects. Excluding FX, Group revenue grew 8.2%. Per segment, Distribution revenue grew at a mid to high single-digit % and IT Solutions at a low double-digit %

### Distribution:

- Volume growth coupled with expansive average revenue per booking, driven by positive booking mix and contract renegotiations

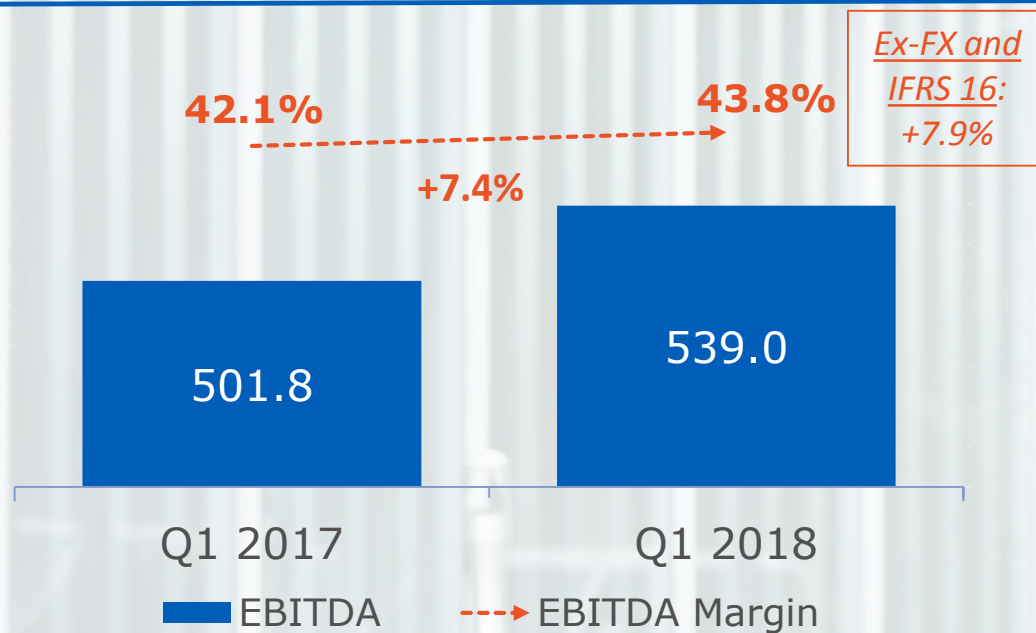
### IT Solutions:

- Strong PB expansion in conjunction with (i) dilutive PSS average pricing from increasing weight of low-cost and hybrid carriers, (ii) (slower than PB growth) revenue increase from Merchandizing, Revenue Accounting and Revenue Management among others, as well as (iii) a positive performance of our new businesses, supported by customer implementations and organic growth



# EBITDA and Adjusted EPS growth

## EBITDA (€ millions)

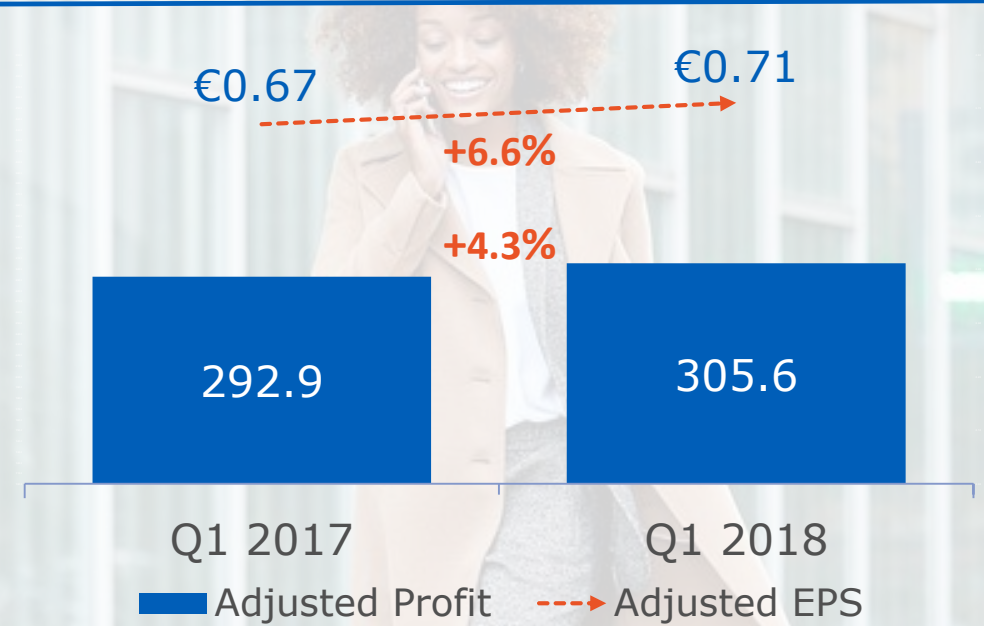


EBITDA growth resulting from:

- Distribution and IT Solutions positive performance
- Negative FX effects and IFRS 16 impact

Excluding FX and IFRS 16 impacts, EBITDA grew 7.9% and EBITDA margin was broadly stable

## Adj. Profit<sup>1</sup> (€ millions) & Adj. EPS<sup>2</sup> (€)



Adjusted profit increase as a result of:

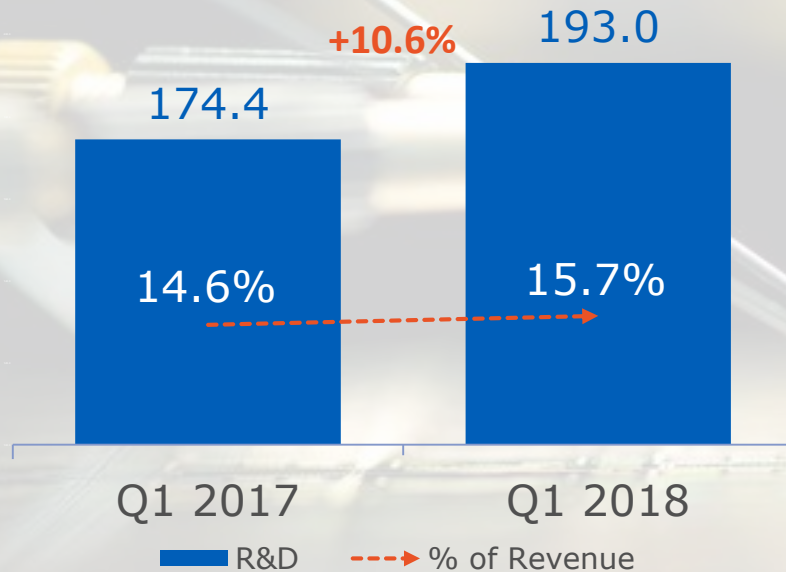
- EBITDA growth, coupled with lower financial expenses, partly offset by D&A and tax increase
- Tax rate in line with Q1 2017, although higher than FY 2017 which was impacted by several non-recurring effects, including adjustments to deferred tax liabilities in France and the U.S.

1. Excluding after-tax impact of the following items: (i) accounting effects derived from PPA exercises and impairment losses, (ii) non-operating exchange gains (losses) and (iii) other non-recurring items.  
 2. EPS corresponding to the Adjusted profit attributable to the parent company. Calculated based on weighted average outstanding shares of the period.

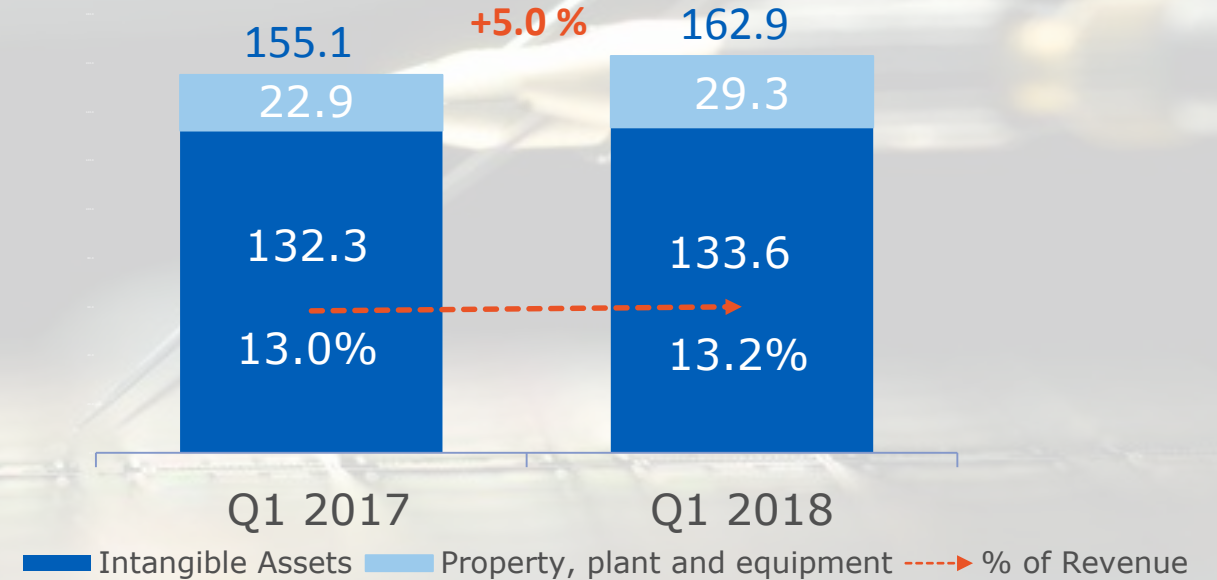


# Investment in R&D and Capex

## R&D investment<sup>1</sup> (€ millions)



## Capex (€ millions)



- R&D investment related to: (i) product portfolio expansion and evolution, (ii) customer implementations, and (iii) cross-area technological projects
- R&D investment represented 15.7% of revenue

- Small increase in capex in intangible assets, resulting from:
  - Higher software capitalizations
  - Largely offset by lower signing bonuses paid
- Increase in capex in PP&E, related to hardware and software purchases

1. Net of research tax credit.

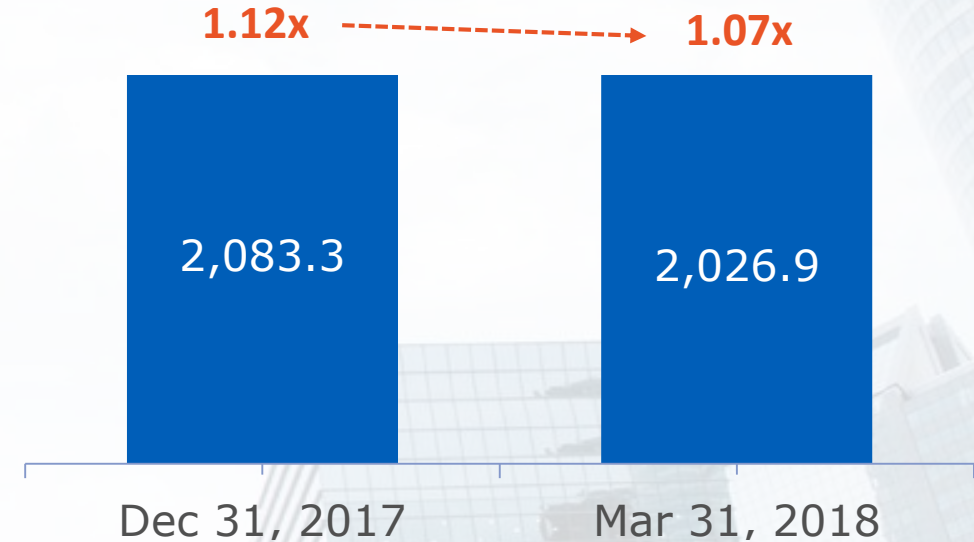
# Free cash flow generation and leverage

Free cash flow<sup>1</sup> (€ millions)



— Increased free cash flow generation, as a result of higher EBITDA and lower interests and taxes paid, partly offset by higher capex and working capital needs

Net debt (€ millions) and leverage (x)<sup>2</sup>



— Net debt reduction as result of free cash generation, partially offset by the distribution of an interim dividend of €210.1 million on January 31, 2018

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

2. Covenant net financial debt and leverage based on the definition included in the senior credit agreement covenants. Leverage calculated as covenant net financial debt divided by LTM covenant EBITDA.



# Support materials



# USD-Euro average quarterly FX rate evolution

Average USD-Euro FX rate <sup>1</sup>	2018	2017	USD appreciation / (depreciation)
January - March	1.233	1.068	(15.4%)
April - June		1.119	
July - September		1.179	
October - December		1.183	

1. Calculated as the average of the month-end FX rates in the periods (official ECB USD-Euro exchange rates).



# Key Performance Indicators

	Q1 2018	Q1 2017	Change
Amadeus TA air Bookings (m)	160.0	154.3	3.7%
Passengers Boarded (m)	416.9	339.6	22.7%
Revenue (€m)	1,230.0	1,192.5	3.1%
EBITDA (€m)	539.0	501.8	7.4%
Adjusted profit (€m)	305.6	292.9	4.3%
Adjusted EPS (€)	0.71	0.67	6.6%
R&D investment (€m)	193.0	174.4	10.6%
CAPEX as % of Revenue	13.2%	13.0%	0.2 p.p.
Free Cash Flow (€m)	305.1	285.5	6.9%

# Thank you!

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