

Amadeus Jan-Mar 2019 Results

May 8, 2019



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 2019

Revenue +14.6%¹

- TravelClick acquisition
- Positive FX impact

EBITDA +11.3%¹

- Negative FX impact on costs
- Positive FX impact on EBITDA

Adjusted profit +9.5%¹

- Adjusted EPS +9.1%¹

Free Cash Flow² (7.3%)

- +7.8%² increase pre-tax

Leverage 1.43x



1. Adjusted to exclude TravelClick's acquisition related costs (€1.2 million) and PPA effects (a reduction in revenue and in operating expenses of €3.9 million and €0.9 million, respectively) which together have had a negative impact of: €3.9 million on revenue, €4.2 million on EBITDA, €0.9 million on adjusted profit and €0.01 on adjusted EPS. For full details on TravelClick's acquisition and impacts, see section 3.1 of Jan-Mar 2019 Management Review.

2. Defined as EBITDA, minus capex, plus changes in our operating working capital, minus taxes paid, minus interests and financial fees paid. Adjusted to exclude TravelClick's acquisition related costs amounting to €1.2 million, paid in Q1 2019. For full details on TravelClick's acquisition and impacts, please see section 3.1 of Jan-Mar 2019 Management Review.

Recent business highlights

Airline Distribution

- Renewed / signed 7 **distribution agreements** in Q1 2019
- Customers of our **merchandizing solutions** for the indirect channel continued to expand.
 - Amadeus Airline Ancillary Services – 154 contracted airlines.
 - Amadeus Airline Fare Families – 84 contracted airlines.
- Renewed distribution agreement with **Finnair**, which now includes the Finnair NDC Partner Program.

Airport IT

- In March, Amadeus announced the acquisition of **ICM Airport Technics**. ICM (Australia) specializes in the provision of passenger automation and self-service bag drop solutions for customers, principally in Asia Pacific and Europe. Q2 2019 expected closing.
- **Carrasco International Airport** (Uruguay) signed up for Amadeus Passenger Verification. In the U.S., both **San Diego Country Regional Airport Authority** and **New Orleans Louis Armstrong International Airport** contracted Amadeus Airport Operational Database and Resource Management System.

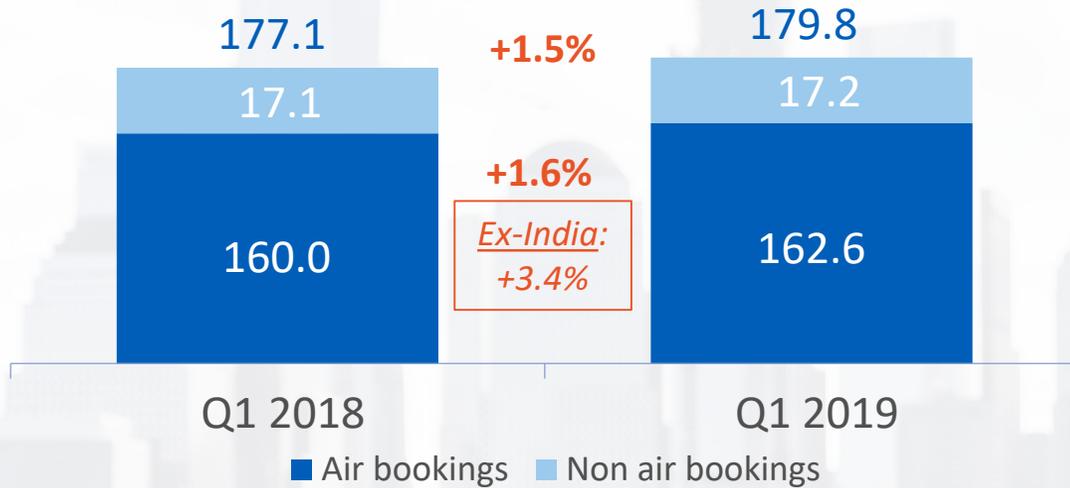
Airline IT

- **Etihad Airways** contracted Altéa DCS Flight Management.
- **Icelandair** contracted for Amadeus Altéa Network Revenue Management, Customer Experience Management and Passenger Recovery. **Qatar Airways** contracted for revenue optimization functionality. **Air Tahiti** contracted for the full Altéa Suite and digital solutions.
- **Philippine Airlines** migrated to the Altéa Suite in March, and **All Nippon Airways** implemented Amadeus Airline Cloud Availability in April.
- Level 4 NDC certification as an IT provider
- Both Amadeus and Navitaire were granted ONE Order certifications by IATA in Q1 2019.

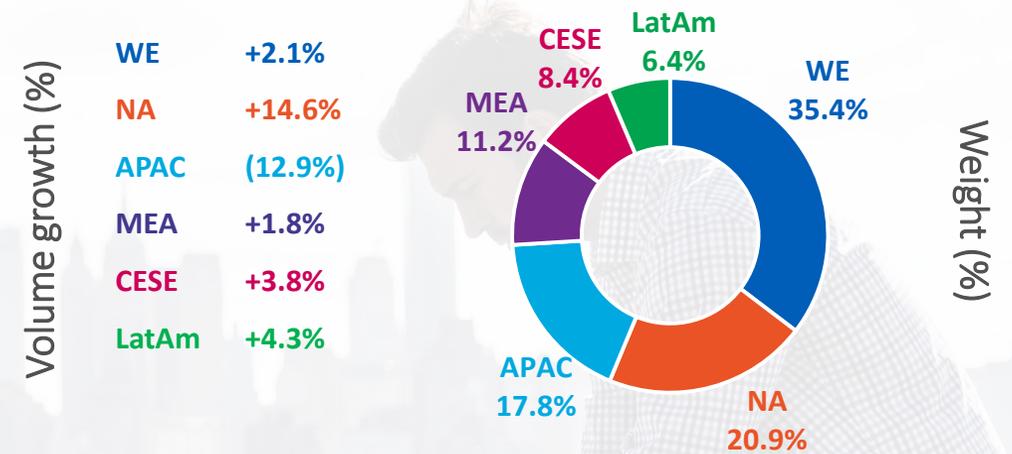
Hospitality

- Expanded customer base for the Amadeus Sales & Event Management solution.
- **Hesperia Hotels & Resorts** adopted TravelClick's integrated web-based solutions.
- Increased hotel shopping options for Amadeus' connected travel sellers to over 4 million through agreements with **Booking.com**, **Agoda** and **Restel**.

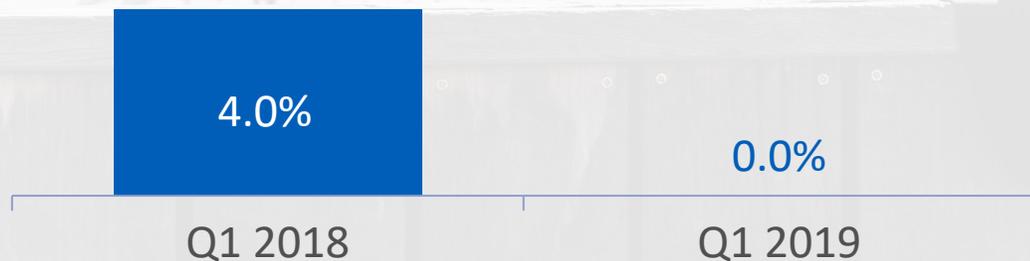
Amadeus TA bookings (millions)



Amadeus TA air bookings by region



TA air booking industry growth¹

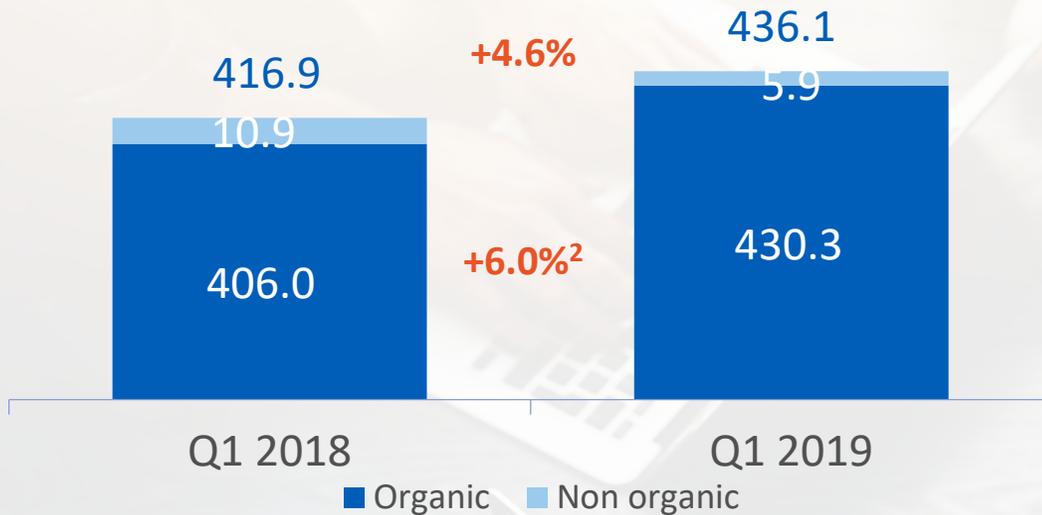


Competitive position¹

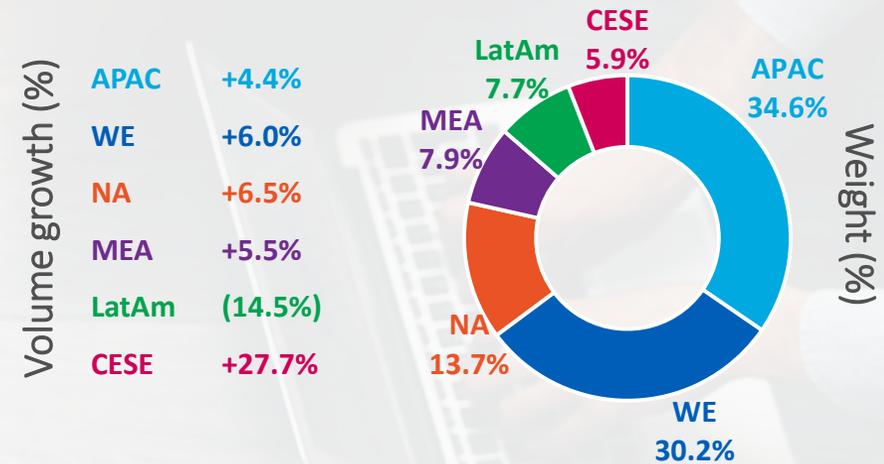


1. When we refer to our competitive position, we take into account our travel agency air bookings in relation to the travel agency air booking industry, defined as the total volume of travel agency air bookings processed by the three major global reservation systems (Amadeus, Sabre and Travelport). It excludes air bookings made directly through airlines' direct distribution channels (airline offices and websites), single country operators (primarily in China, Japan, Russia and Turkey), other content aggregators and direct connect applications between airline systems, travel agencies, corporations and meta-bookers, which together combined represent an important part of the industry.

Passengers Boarded¹ (millions)



Amadeus PB¹ by region



- _ At the end of March 2019, 214³ customers had contracted for Altéa or New Skies, of which 205 had been migrated.
- _ 4.6% PB growth driven by:
 - 6.0%² organic growth.
 - Full-year effect from the 2018 migrations (including S7 Airlines, Maldivian Airlines, Cyprus Airways and Aeromar on Altéa, and Volaris Costa Rica on New Skies) and the 2019 migrations (including Philippine Airlines).
 - De-migration of LATAM Airlines Brazil from our platform during the second quarter of 2018.
 - Ceasing of operations of Germania and bmi Regional, both in February 2019.

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.
 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 segment¹

Group revenue (€ millions)



Segment revenue (€ millions)

Distribution



IT Solutions



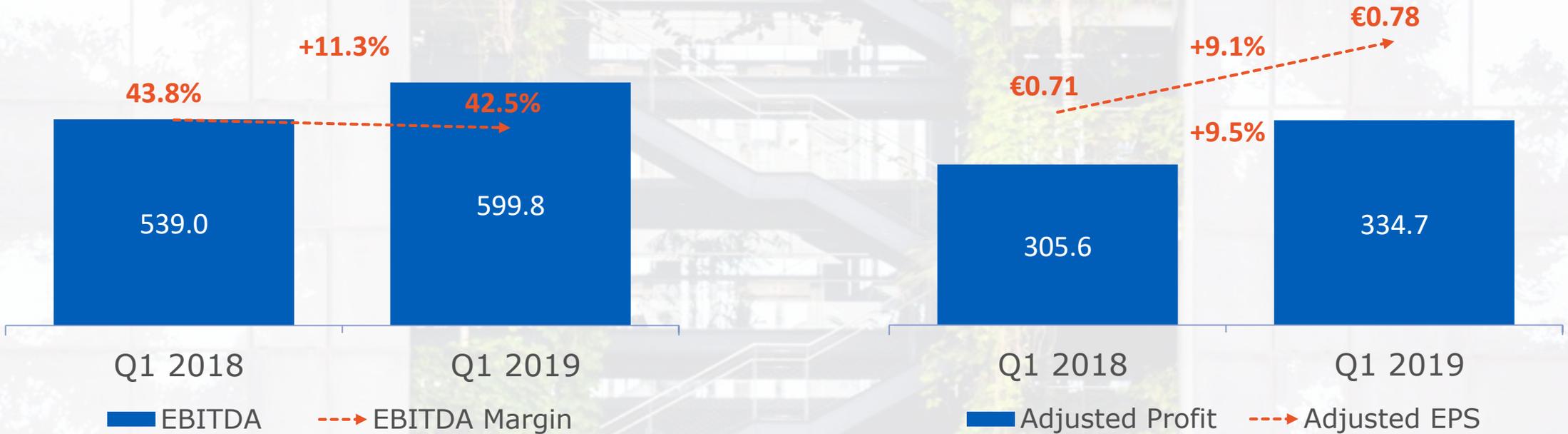
- **Group revenue** expanded by 14.6%, driven by the positive performances of our Distribution and IT Solutions segments. Per segment, Distribution revenue grew 5.6% and IT Solutions grew 31.2%. Revenue growth was positively impacted by FX.
- **Distribution:** volume growth and an expansive revenue per booking, driven by (i) booking mix (increasing weight of global bookings) and (ii) customer renegotiations.
- **IT Solutions:** (i) PB volume expansion coupled with an increase in Airline IT unitary revenue, (ii) double-digit growth rate of our new businesses and (iii) the TravelClick consolidation impact.

1. The figures in this slide have been adjusted to exclude TravelClick's related PPA effects, which have had a negative impact of €3.9 million on IT Solutions and Group revenue. For full details on TravelClick's acquisition and impacts, see section 3.1 of Jan-Mar 2019 Management Review.

EBITDA and Adjusted EPS growth¹

EBITDA (€ millions)

Adj. Profit² (€ millions) & Adj. EPS³ (€)



EBITDA growth resulting from:

- Distribution and IT Solutions positive performance
- TravelClick consolidation
- Positive FX effect

EBITDA margin evolution impacted by the TravelClick consolidation.

Adjusted profit increase as a result of EBITDA growth, partly offset by D&A growth and higher financial and tax expense.

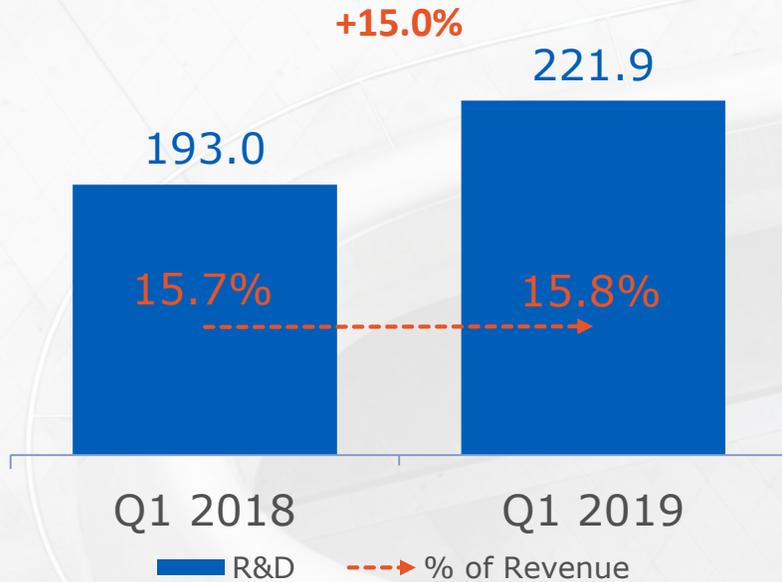
1. The figures in this slide have been adjusted to exclude TravelClick's acquisition related costs (€1.2 million) and PPA effects (a reduction in revenue and in operating expenses of €3.9 million and €0.9 million, respectively), which together have had a negative impact of: €4.2 million on EBITDA, €0.9 million on adjusted profit and €0.01 on adjusted EPS. For full details on TravelClick's acquisition and impacts, see section 3.1 of Jan-Mar 2019 Management Review.

2. 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.

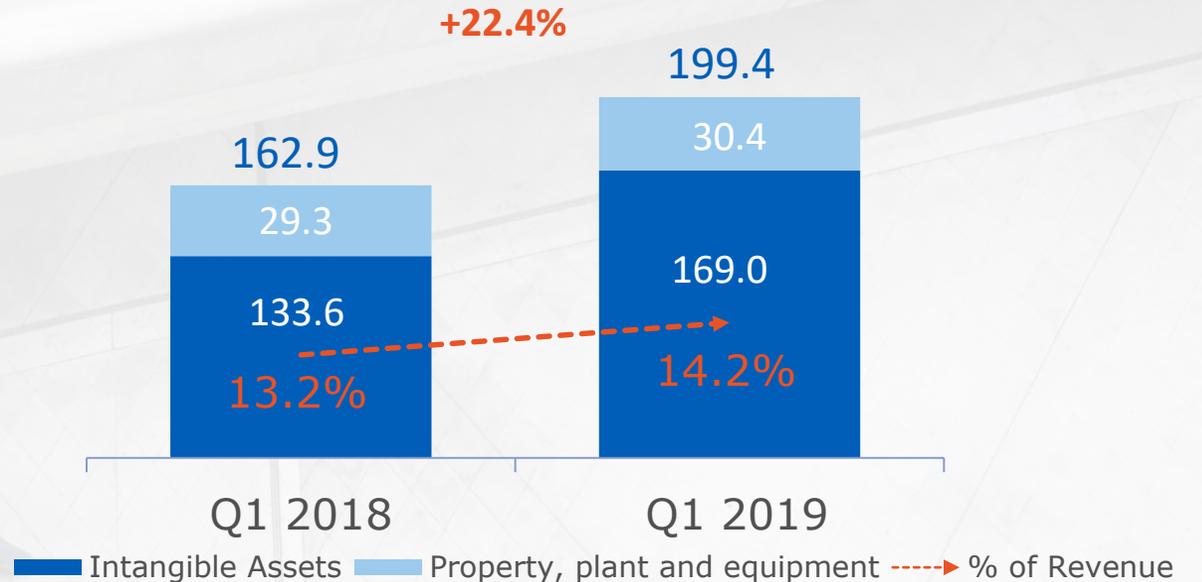
3. EPS corresponding to the Adjusted profit attributable to the parent company. Calculated based on weighted average outstanding shares of the period.

Investment in R&D and Capex

R&D investment¹ (€ millions)



Capex (€ millions)



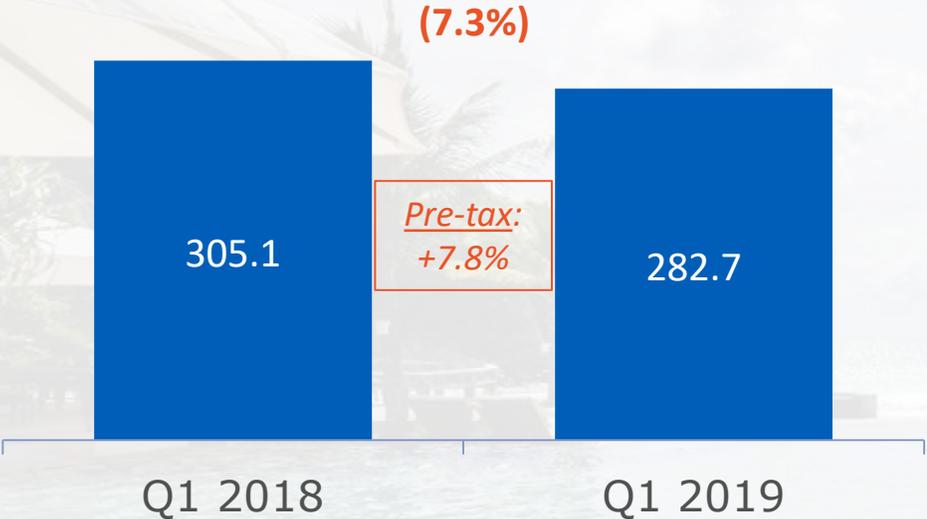
- R&D investment related to: (i) product portfolio expansion and evolution, (ii) customer implementations, and (iii) cross-area technological projects.
- R&D investment represented 15.8% of revenue.

- Increase in capex in intangible assets, resulting from higher software capitalizations, signing bonuses paid and TravelClick's consolidation.
- Capex represented 14.2% of revenue.

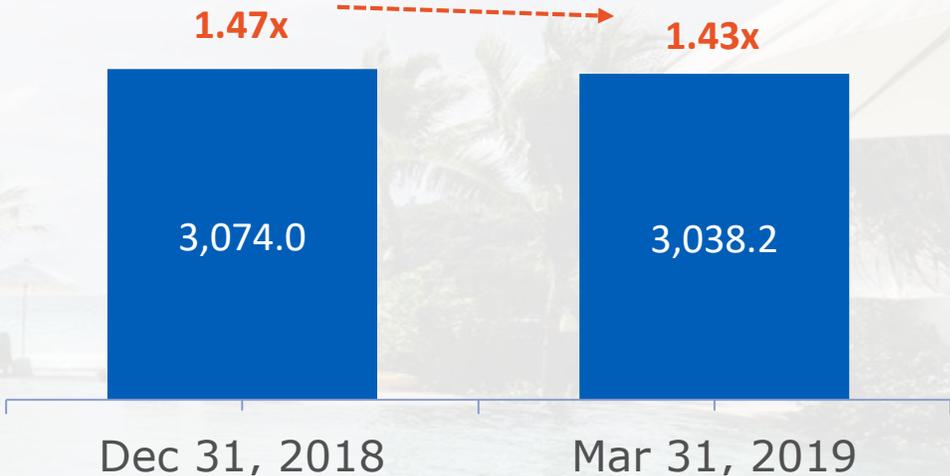
1. Net of research tax credit.

Free cash flow generation and leverage

Free cash flow¹ (€ millions)



Net debt (€ millions) and leverage (x)²



— Lower free cash flow generation, as a result of higher capex and taxes paid, which more than offset the higher EBITDA contribution.

— Net debt decrease due to cash generation.

1. Defined as EBITDA, minus capex, plus changes in our operating working capital, minus taxes paid, minus interests and financial fees paid. Adjusted to exclude TravelClick’s acquisition related costs amounting to €1.2 million, paid in Q1 2019. For full details on TravelClick’s acquisition and impacts, see section 3.1 of Jan-Mar 2019 Management Review.

2. Based on our credit facility agreements’ definition. Definition included in the credit facility agreements. Leverage calculated as net financial debt divided by LTM EBITDA.

Support materials



Key Performance Indicators¹

	Q1 2019	Q1 2018	Change
Amadeus TA air bookings (m)	162.6	160.0	1.6%
Passengers Boarded (m)	436.1	416.9	4.6%
Revenue (€m)	1,409.9	1,230.0	14.6%
EBITDA (€m)	599.8	539.0	11.3%
Adjusted profit (€m)	334.7	305.6	9.5%
Adjusted EPS (€)	0.78	0.71	9.1%
Free Cash Flow (€m)	282.7	305.1	(7.3%)

1. The figures in this slide have been adjusted to exclude TravelClick's acquisition related costs and PPA effects, which together have had a negative impact of: €3.9 million on revenue, €4.2 million on EBITDA, €0.9 million on adjusted profit, €0.01 on adjusted EPS and €1.2 million on free cash flow. For full details on TravelClick's acquisition and impacts, see section 3.1 of Jan-Mar 2019 Management Review.

Thank you!

