# **eDreams**ODIGEO

De conformidad con lo previsto en el artículo 82 de la Ley 24/1988, de 28 de julio, del Mercado de Valores, eDreams ODIGEO (la "Sociedad") informa de la publicación de sus <u>resultados</u> <u>trimestrales correspondientes al tercer período del ejercicio, finalizado el 31 de diciembre de 2014</u>, que están disponibles en la página web corporativa de la Sociedad (http://www.edreamsodigeo.com).

Se adjunta la presentación de dichos resultados preparada por la Sociedad, para conocimiento de sus accionistas.

En Luxemburgo, a 26 de febrero de 2015

**eDreams ODIGEO** 



Third quarter results as of December 31, 2014

**Investor presentation** 

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## Investor presentation – Third quarter 2014-15 Key financial highlights

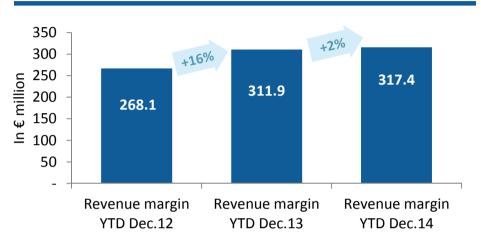
- ► Revenue margin up +2% vs last year
- ► Adjusted EBITDA at €65.1 million
- ► Adjusted EBITDA margin **at 20.5%**
- ► Adjusted Net income at €10 million
- ► Cash at the end of the period stood at €65 million.

(In € million)	9M Dec.14	Analyst Consensus	Actual vs Cons.
Revenue margin	317.4	316.0	0.4%
Adjusted EBITDA	65.1	65.1	0.0%
Adjusted EBITDA Margin	20.5%	20.6%	(0.0)

# Investor presentation – Third quarter 2014-15 Revenue margin

## **YTD Revenue margin**

• eDreams GOVOYAGES



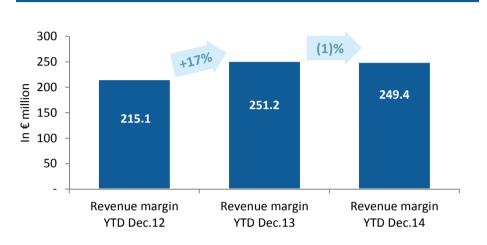
- ▶ Despite bookings down by 2%, third quarter YTD revenue margin up +2% YoY as a result of YoY Growth in revenue margin per booking +4%
- ► Growth in revenue margin per booking both in flights and non flights

#### Revenue margin per booking evolution



# Investor presentation – Third quarter 2014-15 Flight vs Non flight Revenue margin

#### **Revenue margin - Flight**



- ▶ Relatively flat revenues in the Flight business
- ► Non flight business driving the growth (+12% YoY growth).
  - Quarter ended December 2013 included 4 months of the Liligo acquisition, while in 2014 only 3 months
  - Shift in product mix from package tours to hotels, cars, trains and dynamic packages
  - Acceleration in bookings in Q3 with +3% growth in bookings.

#### Revenue margin - Non Flight ...

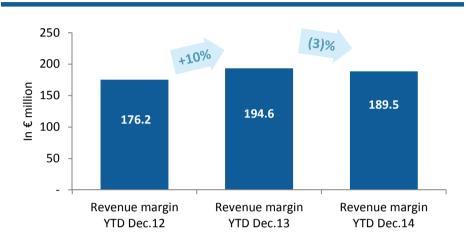


## ... with increasing contribution to total



## **Investor presentation – Third quarter 2014-15 Core vs Expansion Revenue margin**

#### **Revenue Margin - Core**

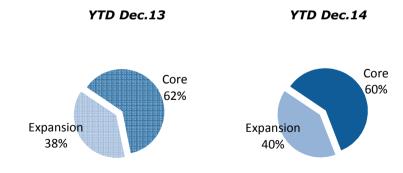


- Core segment Despite bookings down by 9%, third quarter YTD revenue margin only decreasing by 3% YoY due to:
  - Higher revenue margin per booking (+7%) driven by non-flight and, in particular, nontransactional
- Expansion segment continues to drive revenue margin growth with 9% YoY
  - Bookings growing 9%
  - Revenue margin per booking relatively flat
  - Aceleration of bookings and revenue margin growth in Q3 (+12% and +10%, respectively)

#### Revenue Margin - Expansion ...

#### 140 120 +9% +28% 100 127.9 In € million 80 117.4 60 91.9 40 20 Revenue margin Revenue margin Revenue margin YTD Dec.12 YTD Dec.13 YTD Dec.14

## ... with increasing contribution to total



Source: Management accounts, unaudited Note: Core countries relate to France, Spain and Italy while expansion relates to Germany, UK, Nordics and International

## **Investor presentation – Third quarter 2014-15** Within Expansion, International growth continues

#### **Quarterly Revenue margin - International**



■ Revenue margin → YoY Growth rate

**International presence** 



- ▶ International Revenue with strong 38% YoY growth on the guarter, and 24% in first nine months YTD.
  - Share of total revenue margin went from 10% in guarter ended December 2013 to 14% in 2014
- Now present in 44 countries: Japan launched in February
- ▶ New Countries and extended localization in pipeline

Note: International refers to all countries excl. France, Spain, Italy, Germany, UK and Nordics



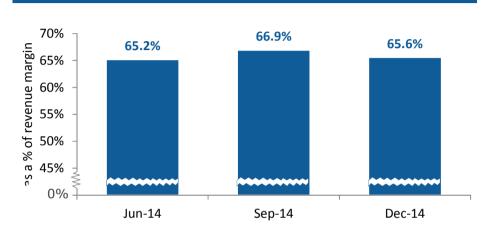




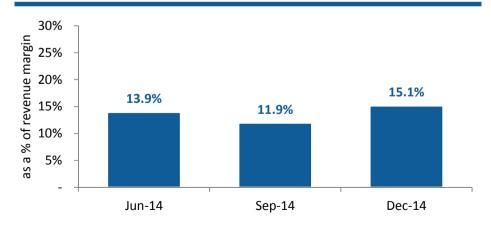


# Investor presentation – Third quarter 2014-15 Variable and fixed costs

#### Variable costs as a % of revenue margin



# Fixed costs as a % of revenue margin

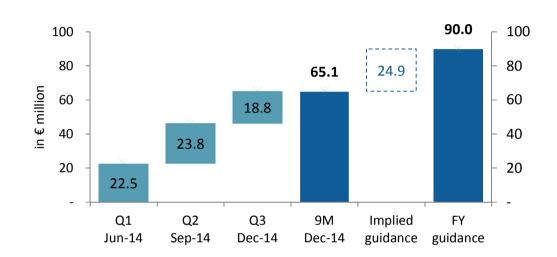


- ➤ Variable costs remained reasonably stable as a percentage of revenue margin during the first 3 quarters of 2014-15 fiscal year
  - Variable cost per booking stood at €30.0, which compares to €29.1 in the last quarter of last fiscal year.
- ► Fixed costs as a percentage of revenue margin reflect the seasonality of the business as absorption of fixed costs is usually lower in December quarters
  - On a per booking basis remained flat YTD at €6.1.

Source: Management accounts, unaudited

# Investor presentation – Third quarter 2014-15 Adjusted EBITDA Evolution and Outlook

#### **Adjusted EBITDA evolution**



#### **Adjusted EBITDA Margin evolution**



#### On track to meet guidance FY 2014-15

#### **Reiterate Guidance**

- Revenue margin to be flat vs last fiscal year
- Adjusted EBITDA of €90 million for FY14/15
- Capex for 2014-15: €30 million
  - — €5 million of the total €10 million budgeted for growth initiatives could be spent in this fiscal year (leading to a total of €35 million for 2014-2015) or in 2015-16
  - No growth initiatives have been cut, but different timing for accrual
- ▶ Implied guidance for Q4 is €24.9 million
- Trading of January and February to date in line to achieve Q4 target

Source: Management accounts, unaudited

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# Investor presentation – Third quarter 2014-15 Income statement - Highlights

(In € million)	3M Dec-13	3M Dec-14	Var	9M Dec-13	9M Dec-14	Var
Revenue margin	99.3	97.4	(2)%	311.9	317.4	1.8%
Variable costs	(55.0)	(63.9)	16%	(178.8)	(209.2)	17%
Fixed costs	(17.7)	(14.7)	(17)%	(44.3)	(43.1)	(3)%
Adjusted EBITDA	26.7	18.8	(30)%	88.8	65.1	(27)%
Non recurring items	(2.1)	(8.8)	N.A.	(7.6)	(9.1)	19%
EBITDA	24.6	10.0	(59)%	81.2	56.0	(31)%
Depreciation & amort. Incl. impairment	(19.1)	(4.9)	(75)%	(31.7)	(16.2)	(49)%
EBIT	5.5	5.2	(6)%	49.5	39.8	(20)%
Financial loss	(15.7)	(10.6)	(33)%	(47.0)	(38.5)	18%
Income tax	(0.6)	(1.5)	153%	(11.7)	(6.5)	(44)%
Net income	(10.8)	(6.9)	36%	(9.1)	(5.2)	43%
Adjusted net income	7.2	2.8	(61)%	19.5	10.0	(49)%

Over the 9 months, main YoY evolutions reflect:

- ► Higher non recurring items driven by the provision for restructuring costs of €8.0 million in France partly mitigated by the fact that LTI related expenses were accounted last year but not this year
- Lower D&A and impairment since last year was impacted by impairments (€12.2 million) mainly on Go Voyages brand as well as the accelerated amortization applied on the developed technology coming from Opodo's PPA (€4.9 million)
- Financial loss decreased by €8.5m mainly due to:
  - Last year interests on convertible bonds (€10.6 million)
  - Reduction of interests on 2019 notes due to partial redemption (€2.9 million)
  - Partly mitigated by the early repayment penalty (€3.6 million) as well as cancellation of capitalized financing fees related to 2019 partial repayment (€2.2 million, without cash effect)
- ▶ Lower income tax mainly reflecting business trends in countries where we operate and pay taxes such as Spain, as well as the use of capital allowance and the reduction in the tax rate in UK

Source: Management accounts, unaudited

## **Investor presentation – Third quarter 2014-15 Adjusted Net income**

(In € million)	3M Dec-13	3M Dec-14	Var	9M Dec-13	9M Dec-14	Var
Net income	(10.8)	(6.9)	36%	(9.1)	(5.2)	43%
Non-recurring items (excl. IPO related expenses)	1.4	8.9	N.A.	5.0	9.1	84%
Cancellation of amortized financing fees following 2019 Notes	-	0.1	N.A.	-	1.8	N.A.
Interest expense penalty related to 2019 Notes partial redemption	-	0.0	N.A.	-	3.6	N.A.
Impairment & Amortization	8.7	0.7	N.A.	11.2	0.7	(93)%
Deferred taxes related to the long term incentive plan	1.9	-	N.A.	1.9	-	N.A.
Interests related to Subordinated Convertible Shareholder Bonds	6.0	-	N.A.	10.5	-	N.A.
Adjusted net income	7.2	2.8	(61)%	19.5	10.0	(49)%

- Non-recurring items last year mostly related to LTI (details in Appendix) and this year related to the provision for restructuring charges
- Financing fees relating to the reversal of capitalized financing fees following the partial redemption of 2019 Notes
- Premium paid in connection with the partial redemption of 2019 Notes
- Impact of Opodo's PPA software amortization last year as well as Go Voyage Impairment

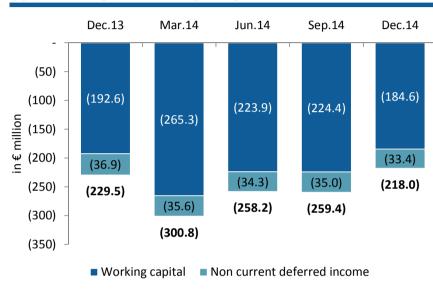
Source: Management accounts, unaudited





# Investor presentation – Third quarter 2014-15 Working capital - Highlights

### **Quarterly working capital**



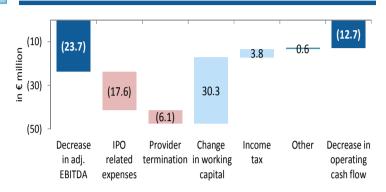
Decrease in negative working capital vs December 2013 by €11.5m (-5%) due to:

- The decrease in negative working capital excluding non current deferred income by €8.0m resulting from various effects:
  - Decrease in regular gross bookings and other effects (-€23.5m)
  - Optimization of working capital (+€15.5m)
- The decrease in non current deferred income due to the recognition of €3.5m of revenue related to the Amadeus signing bonus over the period (no cash impact)

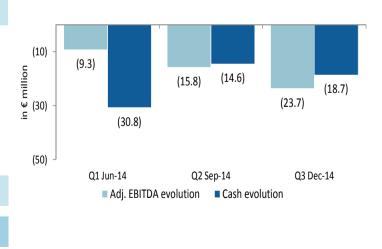
## **Investor presentation – Third quarter 2014-15 Cash flow statement - Highlights**

(In € million)	3M Dec-13	3M Dec-14	9M Dec-13	9M Dec-14
Adjusted EBITDA	26.7	18.8	88.8	65.1
Non recurring items	(2.1)	(8.8)	(7.6)	(9.1)
Non operating / non cash items	1.6	6.7	5.1	7.2
Provider termination	-	(6.1)	-	(6.1)
Change in WC (excl. IPO impact)	(35.8)	(41.1)	(90.9)	(60.5)
Change in WC related to IPO	-	(1.3)	-	(17.6)
Income tax paid	(5.5)	(0.6)	(8.6)	(4.9)
Net cash from operating activities	(15.2)	(32.3)	(13.2)	(25.9)
Cash flow from investing activities	(3.7)	(8.0)	(14.9)	(21.6)
Payment of prior Committed capex	-	-	-	(3.1)
Liligo acquisition	(13.5)	-	(13.5)	-
Shares issuance	0.4	-	1.8	50.0
Repayment of 2019 Notes	-	-	-	(46.0)
Premium on repayment	-	-	-	(3.6)
Other debt issuance/ (repayment)	(0.1)	(0.1)	(0.2)	(0.3)
Financial expenses (net)	(9.6)	(7.1)	(32.4)	(29.6)
Cash flow from financing	(9.4)	(7.2)	(30.9)	(29.5)
Net increase/(decrease) in cash  Source: Management accounts, unaudited	(41.8)	(47.4)	(72.5)	(80.1)

#### YoY comparison - Operating cash flow



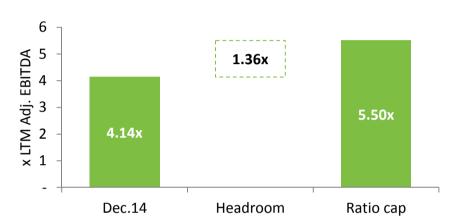
#### YoY Cash vs YTD Adjusted EBITDA evolution



## **Investor presentation – Third quarter 2014-15 Covenants**

## TOTAL DEBT COVER RATIO (TOTAL NET DEBT / LTM EBITDA)





#### Total debt cover ratio seasonality



\*IFRS net debt is calculated after deducting the financing fees capitalized

Note: Covenants figures presented above are unaudited and at GEO Travel Finance level, Unaudited





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## **Investor presentation – Third quarter 2014-15 Changes to Long Term Incentive Plan for Management**

- ▶ The Board of Directors has decided to amend the terms of the Long Term Incentive Plan for Managers, in order to be able to better attract and retain highly-qualified managers
- ▶ Total size of the plan remains unchanged, and settlement of the Performance Stock Rights ("PSRs") would represent, if fully vested, 4.4% of the total issued share capital of the company on a fully diluted basis.
- ▶ First Cycle PSRs, with 50% of total, will not be referenced to the Stock Price at IPO, but to €2.85 per share, which is the higher of:
  - Average of last 30 days plus €0.20
  - Closing Price of 25<sup>th</sup> February
- Estimated accounting impact is €5.3 million (non-cash) distributed over a period of 4 years, €1.6 million more than before the change

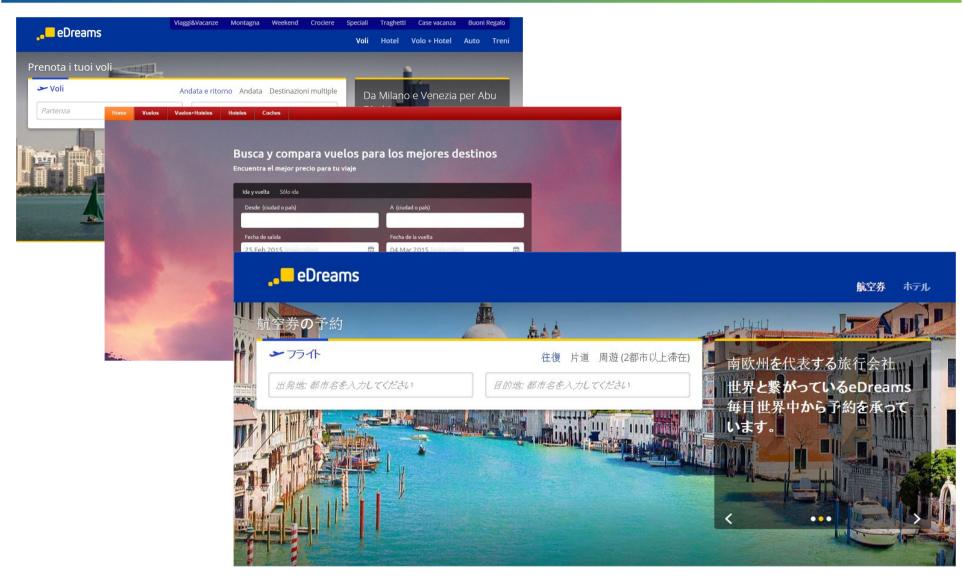
# **Investor presentation – Third quarter 2014-15 Progress on key initiatives (1/2)**

Initiatives	Status	Upcoming
	New mobile web platform fully released for all brands iOS native phone apps completed iPad native app completed for GoV Android phone apps completed for all brands  Mobile contribution	iPad native apps for eD and Opodo New generations of existing apps Wearables
Mobile	% of eDreams ODIGEO total flight orders from mobile  20%  15%  10%  10%  11%  10%  10%  11%  10%  20%  Quarter	Sep-14 Dec-14
CRM	23% YoY growth over the 9 months 4% of orders as of December 2014	New CRM platform rollout completed FQ1 next year
Offline	Increased Budget	Starting calendar 2015
Call center	Service levels strongly improved Starting rollout of new platform in BCN call center Closed one call center in UK, current restructuring in France	Further rollout of new platform in rest of call centers Continued optimization of efficiency levels

# **Investor presentation – Third quarter 2014-15 Progress on key initiatives (2/2)**

Initiatives	Status	Upcoming
International	Within Expansion, International growing 38% in second quarter, and reaching 15% of total bookings, doubling volumes in last 3 years  International – Revenue margin  20 20% 20% 20% 20% 20% 20% 20% 20% 20%	Japan launched in February 2015 New country launches upcoming Continued localization (languages, supply, payment methods, etc)
Non flights	12% growth in revenue margin over the 9 months  Now 21% of total RM  eDreams Dynapacks showing strong results  22%  1.4  1.8  1.6  2.5  2013  2014  Source: Management accounts, unaudited	Dynapack new platform rollout to Opodo and Go Voyages by FQ4
Non-transactional revenue	Adsales and Meta growing by 45% in 9 months	Continued internationalization of meta business
Platform Unification	Web mobile completed iOS and Android phone apps completed One Front for desktop rolled out in eD Italy, UK, Japan, and portions of Spain, dotcom and GoV Customer service platform phase 1 rolled out	Release of eD, Op native iPad apps One Front for desktop in rest of websites
Search optimization	New software rolled out in all countries in February	Customization to local competitive dynamics
White-label+ XML	All WLs now in Unified Platform	Commercial efforts continued
		10

# **Investor presentation – Third quarter 2014-15 Unification of platforms – New One Front Page**



# Investor presentation – Third quarter 2014-15 Balance sheet - Highlights

(In € million)	Dec-13	Dec-14
Goodwill	879.9	875.7
Other fixed assets	309.9	314.7
Total fixed assets	1,189.8	1,190.4
Total working capital	(229.5)	(218.0)
Deferred tax	(59.9)	(41.3)
Provisions	(18.5)	(16.1)
Other long term assets / (liabilities)	11.8	5.9
Other short term assets / (liabilities)	0.1	0.1
Financial debt	(503.6)	(459.0)
Cash and cash equivalent	89.6	65.1
Net financial debt	(413.9)	(393.8)
Subordinated Convertible Shareholder Bonds	(113.8)	-
Net assets	366.2	527.1
Cash and cash equivalent – Net of overdrafts	85.2	65.0

Versus last year, main changes relate to:

- The IPO effect on equity and the Financial Debt with:
  - the elimination in consolidation of Convertible Shareholders Bonds (-€113.8m)
  - the partial repayment of 2019 notes(-€46m) with the gross proceeds of the newly issued shares

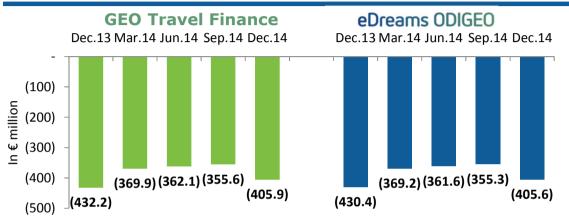
Other changes deal with:

- An increase in Fixed assets following IT softwares internally developed. Note that December 2013 was impacted by an impairment on GO Voyages brand
- A decrease in the negative working capital
- A Decrease in the net deferred tax liabilities driven by redemption of Subordinated Convertible Shareholders' Bonds as well as items related to March 2014 impairment on PPA assets
- A decrease in the provision following the termination of the previous LTI plan (-€5.1m) and the decrease in provision in Opodo (-€6.2m) partly mitigated by a provision for restructuring in France (€8.0m)
- Lower other long term net assets due to the reversal of an asset in relation with the Opodo provision (€5.2 million)

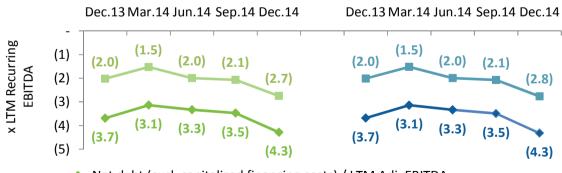
Source: Management accounts, unaudited

# Investor presentation – Third quarter 2014-15 Net debt information

#### Net debt excl. capitalization of financing costs



# Quarterly ratios of net debt excl. capitalization of financing costs



- → Net debt (excl. capitalized financing costs) / LTM Adj. EBITDA
- Net senior secured debt (excl. capitalized financing costs) / LTM Adj. EBITDA

- ► Undrawn revolving credit facilities end of December 2014
- December 2014 net debt excl. capitalization of financing costs lower by €24.8 million vs last year mainly due to:
  - The repayment of €46 million of 2019 Notes following the IPO
  - Which has been partly mitigated by the impact on cash of the acquisition of Liligo in October 2014 combined with current cash flow trends.

Source: Management accounts, unaudited

# Investor presentation – Third quarter 2014-15 KPI historic evolution

		GEO Travel Finance							eDreams ODIGEO							
	Jun-13	Sep-13	Dec-13	Mar-14	2013/14	Jun-14	Sep-14	Dec-14	Jun-13	Sep-13	Dec-13	Jun-14	Sep-14	Dec-14	YTD Dec-13	YTD Dec-14
Number of bookin	gs (in '000	)														
Total	2,479	2,580	2,202	2,536	9,797	2,518	2,471	2,129	2,479	2,580	2,202	2,518	2,471	2,129	7,261	7,117
By product:																
Flight	2,237	2,278	1,997	2,347	8,859	2,261	2,186	1,917	2,237	2,278	1,997	2,261	2,186	1,917	6,512	6,364
Non Flight	243	301	205	189	938	257	285	212	243	301	205	257	285	212	750	754
By region:																
Core	1,526	1,583	1,293	1,475	5,877	1,508	1,371	1,113	1,526	1,583	1,293	1,508	1,371	1,113	4,402	3,991
Expansion	954	997	909	1,061	3,920	1,010	1,100	1,017	954	997	909	1,010	1,100	1,017	2,859	3,126
P&L per booking																
Revenue margin	41.5	42.5	45.1	46.0	43.7	42.8	45.5	45.8	41.5	42.5	45.1	42.8	45.5	45.8	43.0	44.6
Flight	38.0	38.6	39.2	41.1	39.3	37.9	39.3	40.5	38.0	38.6	39.2	37.9	39.3	40.5	38.6	39.2
Non Flight	73.6	71.9	102.8	106.5	86.1	85.2	92.4	93.2	73.6	71.9	102.8	85.2	92.4	93.2	80.9	90.2
Core	43.3	42.6	47.2	49.2	45.4	43.8	49.7	49.7	43.3	42.6	47.2	43.8	49.7	49.7	44.2	47.5
Expansion	38.6	42.3	42.2	41.6	41.2	41.2	40.2	41.4	38.6	42.3	42.2	41.2	40.2	41.4	41.0	40.9
Variable costs	(23.2)	(25.7)	(25.0)	(29.1)	(25.8)	(27.9)	(30.4)	(30.0)	(23.2)	(25.7)	(25.0)	(27.9)	(30.4)	(30.0)	(24.6)	(29.4)
Fixed costs	(5.5)	(5.0)	(8.0)	(5.5)	(5.9)	(5.9)	(5.3)	(6.8)	(5.5)	, ,	(8.0)	(6.0)	(5.4)	(6.9)	(6.1)	(6.1)
Total costs	(28.7)	(30.8)	(33.0)	(34.6)	(31.7)	(33.7)	(35.8)	(36.8)	(28.7)	(30.8)	(33.0)	(33.8)	(35.8)	(36.9)	(30.7)	(35.4)
Adjusted EBITDA	12.8	11.8	12.1	11.4	12.0	9.0	9.7	9.0	12.8	11.7	12.1	8.9	9.6	8.8	12.2	9.1
Margin	31%	28%	27%	25%	27%	21.1%	21.3%	19.6%	31%	28%	27%	21%	21%	19%	28%	21%
Key figures YoY gro		. 4.0. 00/	. 40. 00/	.44.224	.44.004	. 4 664	. 2. 46/	(4.0)01				. 4.60/	. 2. 464	(4.0)0/		.4.004
Revenue growth	+10.6%	+18.8%	+19.9%	+11.3%	+14.9%	+4.6%	+2.4%	(1.9)%	n.a.	n.a.	n.a.	+4.6%	+2.4%	(1.9)%		+1.8%

Source: Management accounts, unaudite

# Investor presentation – Third quarter 2014-15 **Net debt analysis**

	Dec-13	Mar-14	Jun-14	Sep-14	Dec-14
2019 Notes	(175.0)	(175.0)	(129.0)	(129.0)	(129.0)
2018 Notes	(325.0)	(325.0)	(325.0)	(325.0)	(325.0)
Revolving Credit Facilities	-	-	-	-	-
Accrued interest	(13.2)	(11.6)	(12.4)	(9.6)	(12.4)
Other debts (finance lease, overdrafts, etc.)	(6.9)	(3.7)	(4.1)	(5.5)	(4.4)
Cash and cash equivalents	89.6	146.1	108.9	113.8	65.1
Net debt excluding capitalization of financing costs	(430.4)	(369.2)	(361.6)	(355.3)	(405.6)
Financing costs and amortizations	16.5	15.9	13.0	12.4	11.8
Capitalization of financing costs	3.0	2.9	2.7	2.6	2.4
Net debt – as per balance sheet	(410.9)	(350.4)	(345.8)	(340.4)	(391.4)

Note: Unaudited

# **Investor presentation – Third quarter 2014-15 Non recurring items**

	9M Dec-13	9M Dec-14
LTI plan	5.0	-
Other non recurring items	2.6	9.1
Non recurring items	7.6	9.1

# **Investor presentation – Third quarter 2014-15 Geo Travel Finance (1/2)**

INCOME STATEMENT				BALANCE SHEET				
(In € million)	9M Dec-13	9M Dec-14	Var	(In € million)	Dec-13	Dec-14		
Bookings	7,261	7,117	(2)%	Goodwill	879.9	875.7		
Revenue margin	311.9	317.4	2%	Other fixed assets	309.7	321.1		
Variable costs	(178.8)	(209.2)	17%	Total fixed assets	1,189.6	1,196.8		
Fixed costs	(44.2)	(42.4)	(4)%	Total working capital	(229.5)	(213.7)		
Adjusted EBITDA	88.9	65.8	(26)%	Deferred tax	(59.9)	(51.5)		
				Provisions	(18.5)	(16.1)		
Non recurring items	(7.6)	(9.6)	26%	Other long term assets / (liabilities)	11.8	5.9		
EBITDA	81.2	56.2	(31)%					
Depreciation & amort. Incl. impairment	(31.7)	(16.2)	(49)%	Other short term assets / (liabilities)	0.1	0.2		
EBIT	49.5	39.9	(19)%	Financial debt	(503.6)	(459.0)		
	43.3	33.3	(13)//0	Cash and cash equivalent	87.9	64.8		
Financial result	(47.0)	(49.9)	6%	Net financial debt	(415.7)	(394.2)		
Income tax	(11.7)	(5.3)	(55)%	Subordinated Convertible Shareholder	(113.8)	(129.1)		
Net income	(9.1)	(15.3)	(68)%	Bonds	(113.0)	(123.1)		
Gross bookings	3,261.0	3,099.4	(5)%	Net assets	364.2	398.3		
Note: Unaudited				Cash and cash equivalent – Net of overdrafts	83.4	64.7		

# Investor presentation – Third quarter 2014-15 Geo Travel Finance (2/2)

#### **CASH FLOW STATEMENT**

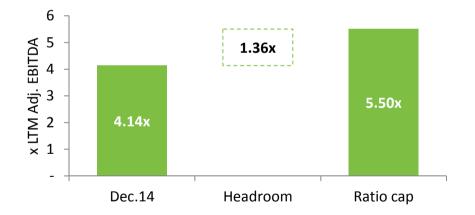
CASII FLOW STATI		
(In € million)	9M Dec-13	9M Dec-14
Adjusted EBITDA	88.9	65.8
Non recurring items	(7.6)	(9.6)
Non operating / non cash items	5.1	7.2
Provider termination	-	(6.1)
Change in WC	(90.7)	(71.6)
Income tax paid	(8.6)	(4.9)
Net cash from operating activities	(13.1)	(19.2)
Cash flow from investing activities	(14.9)	(21.6)
Payment of prior year Committed capex	-	(3.1)
Liligo acquisition	(13.5)	-
Shares issuance	-	50.0
Repayment of 2019 Notes	-	(46.0)
Premium on repayment	-	(3.6)
Other debt issuance/ (repayment)	(0.2)	(0.3)
Drawing/(repayment) bw Group entities	-	(6.4)
Financial expenses (net)	(32.4)	(29.6)
Cash flow from financing	(32.6)	(35.9)
Net increase/(decrease) in cash	(74.1)	(79.8)

## **COVENANT CALCULATION**

TOTAL DEBT COVER RATIO (TOTAL NET DEBT / LTM Adj. EBITDA)

Total Net Debt<sup>(\*)</sup>
LTM Adjusted EBITDA

4.14x



# Investor presentation – Third quarter 2014-15 Consolidated financial statements – Profit & Loss

Consolidated Income statement	eDreams ODIGEO	eDreams ODIGEO	Geo Travel Finance	Geo Travel Finance
In € thousand	YTD Dec. 2014	YTD Dec. 2013	YTD Dec. 2014	YTD Dec. 2013
Revenue	345,467	355,957	345,466	355,957
Supplies	(28,093)	(44,051)	(28,093)	(44,051)
Revenue margin	317,374	311,906	317,374	311,907
Personnel expenses	(43,858)	(44,222)	(43,842)	(44,222)
Operating expenses other than depreciation and amortization	(208,407)	(178,864)	(207,770)	(178,821)
Operating profit before depreciation and amortization	65,110	88,820	65,762	88,863
Depreciation and amortization	(15,100)	(19,442)	(15,100)	(19,442)
Impairment	(1,144)	(12,246)	(1,144)	(12,246)
Other income & Other expense (non recurring items)	(9,102)	(7,631)	(9,593)	(7,630)
Gain or loss arising from investments	1	1	1	1
Operating profit	39,764	49,502	39,925	49,546
Financial result	(38,465)	(46,953)	(49,933)	(46,957)
Income (loss) of associates accounted for using equity method	-	-	-	-
Discontinued operations	-	-	-	-
(Loss) profit before tax	1,299	2,549	(10,008)	2,588
Income tax benefit (expense)	(6,528)	(11,677)	(5,302)	(11,677)
(Loss) profit after tax	(5,229)	(9,128)	(15,309)	(9,088)
Non controlling interest - Result	-	-	-	-
Profit for the year attributable to equity holders of the parent	(5,229)	(9,128)	(15,309)	(9,088)
EBITDA attributable to equity holders of the parent	56,007	81,189	56,168	81,233
Adjusted EBITDA	65,110	88,820	65,762	88,863
Non recurring items	(9,102)	(7,631)	(9,593)	(7,630)

- The Profit and Loss
  accounts presented here
  show 9 months
  information for the for the
  April 1st to December 31st
  2013 and 2014
- Financial result is prepared under IFRS and includes mainly interest paid or accrued as well as the amortization of the financial expenses.

  Difference between Geo Travel Finance and eDreams ODIGEO mainly relate to the interest expenses on Subordinated Convertible Shareholders' bond

Note: Unaudited



## **Investor presentation – Third quarter 2014-15 Consolidated financial statements - Balance Sheet**

Consolidated balance sheet	eDreams ODIGEO	eDreams ODIGEO	Geo Travel Finance	Geo Travel Finance
In € thousand	30 Dec. 2014	30 Dec. 2013	30 Dec. 2014	30 Dec. 2013
ASSETS				
Goodwill	875,651	879,927	875,651	879,927
Other intangible assets	306,326	299,467	306,326	299,467
Tangible assets	5,919	5,632	5,919	5,632
Non-current financial assets	4,875	4,783	8,855	4,574
Deferred tax assets	6,190	4,719	6,190	4,719
Other non-current assets	3,484	11,819	5,894	11,819
Total non-current assets	1,202,445	1,206,347	1,208,835	1,206,137
Trade and other receivables	71,035	66,211	74,454	66,169
Current tax assets	10,002	11,114	11,191	11,106
Financial assets	76	72	226	72
Cash and cash equivalent	65,125	89,649	64,796	87,867
Total current assets	146,238	167,046	150,668	165,215
TOTAL ASSETS	1,348,683	1,373,393	1,359,503	1,371,352

Consolidated balance sheet	eDreams ODIGEO	eDreams ODIGEO	Geo Travel Finance	Geo Travel Finance
In € thousand	30 Dec. 2014	30 Dec. 2013	30 Dec. 2014	30 Dec. 2013
LIABILITIES & EQUITY				
Capital	10,488	234,862	261,638	236,638
Share premium & Other reserves	525,062	138,006	155,189	134,224
Net income / (loss)	(5,229)	(9,128)	(15,309)	(9,088)
Adjustments for changes in value	(3,184)	2,431	(3,184)	2,431
Total equity	527,137	366,171	398,334	364,204
Non-current financial liabilities	442,233	597,323	571,326	597,323
Non current provisions	4,976	16,272	4,976	16,272
Deferred revenue	33,381	36,863	33,381	36,863
Deferred tax liabilities	47,504	64,588	57,718	64,588
Other non-current liabilities	-	-	-	-
Total non-current liabilities	528,094	715,046	667,401	715,046
Trade and other payables	257,089	254,751	257,438	254,683
Current provisions	11,086	2,181	11,086	2,181
Current taxes payables	8,538	15,198	8,505	15,195
Current financial liabilities	16,739	20,046	16,739	20,046
Total current liabilities	293,452	292,176	293,768	292,106
TOTAL LIABILITIES & EQUITY	1,348,683	1,373,393	1,359,503	1,371,355

Note: Unaudited

## **Investor presentation – Third quarter 2014-15 Consolidated financial statements – Cash Flow**

Consolidated statement of cash flows	eDreams ODIGEO	eDreams ODIGEO	Geo Travel	Geo Travel
	YTD	YTD	Finance YTD	Finance YTD
In € thousand	Dec. 2014	Dec. 2013	Dec. 2014	Dec. 2013
Net Profit / (Loss)	(5,229)	(9,128)	(15,309)	(9,088)
Depreciation and amortization	15,100	19,441	15,100	19,442
Impairment	1,144	12,246	1,144	12,245
Other provisions	1,096	1,670	1,096	1,670
Income tax	6,528	11,677	5,302	11,677
Gain or loss on disposal of assets	(1)	0	(1)	0
Finance (Income) / Loss	38,464	46,953	49,933	46,957
Income (loss) of associates accounted for using equity method	-	-	-	-
Expenses related to share based payments	(4,558)	3,409	(8,013)	3,409
Other non cash items	-	1	(0)	1
Change in working capital	(73,607)	(90,861)	(63,556)	(90,731)
Income tax paid	(4,885)	(8,644)	(4,906)	(8,644)
Net cash from operating activities	(25,948)	(13,236)	(19,211)	(13,061)
Acquisitions of intangible and tangible assets	(25,251)	(15,794)	(25,251)	(15,794)
Proceeds on Disposal of tangible and intangible assets	1	1	1	1
Payments/ Proceeds from disposals & acquisition of financial assets	565	788	565	788
Acquisitions of subsidiaries net of cash acquired	-	(13,390)	-	(13,390)
Net cash flow from / (used) in investing activities	(24,685)	(28,395)	(24,685)	(28,396)
Proceeds of issues of shares	50,000	1,765	50,000	-
Borrowings drawdown	-	-	-	-
Reimbursement of borrowings	(46,311)	(214)	(46,311)	(214)
Drawing/Repayment of loans between eDreams ODIGEO group entitie	-	-	(6,390)	-
Interests paid and other expenses	(29,762)	(32,616)	(29,762)	(32,616)
Interests received	155	183	155	183
Early repayment fees	(3,579)	-	(3,579)	-
Dividends paid	3	-	(0)	0
Net cash flow from / (used) in financing activities	(29,497)	(30,882)	(35,887)	(32,647)
Net increase / (decrease) in cash and cash equivalent	(80,130)	(72,513)	(79,782)	(74,104)
Cash and cash equivalents at beginning of period	145,994	159,157	145,316	158,967
Effect of foreign exchange rate changes	(850)	(1,481)	(850)	(1,481)
Cash and cash equivalents at end of period	65,014	85,163	64,684	83,382
Cash at the closing: Link with the balance sheet				
Cash and cash equivalents	65,125	89,649	64,796	87,867
Bank overdrafts (negative cash)	(113)	(4,486)	(113)	(4,486)
Cash and cash equivalents at end of period	65,012	85,163	64,683	83,382





# eDreams ODIGEO