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INFORMACIÓN RELEVANTE

Presentaciones Día del Inversor

Como continuación del hecho relevante de fecha 16 de marzo de 2016 (número de registro 236333) referido a la celebración del Día del Inversor el día 2 de junio de 2016, se adjuntan las presentaciones de dicho evento (información solo disponible en inglés).

En Madrid, a 2 de junio de 2016.

Amadeus IT Holding, S.A.

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Good Morning and Welcome

Ana de Pro Chief Financial Officer

June 2016

Shaping the Future of Travel

Luis Maroto President and Chief Executive Officer June 2016

Disclaimer

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Core strengths



Deep global footprint



Leading innovation and technology



Robust commercial relationships



Long-term focus and execution



Deep global footprint















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25+ PSS¹ airlines **~95** DIS²

~70 airports, ground handlers and airlines

~192m passengers boarded³

~121m air bookings³

~37 offices

~2,420 employees⁴

EMEA

~100 PSS¹ airlines **~248** DIS²

~145 airports, ground handlers and airlines

~671m passengers boarded³

~360m air bookings³

~89 offices

~9,490 employees⁴

APAC

45+ PSS¹ airlines **~97** DIS²

~15 airports, ground handlers and airlines

~377m passengers boarded³

~85m air bookings³

~35 offices

~2,950 employees⁴

WORLDWIDE

170+ PSS¹ airlines ~440 DIS²

~230 airports, ground handlers and airlines

~1,240m passengers boarded³

566m air bookings

~161 offices

~14,860 employees⁴

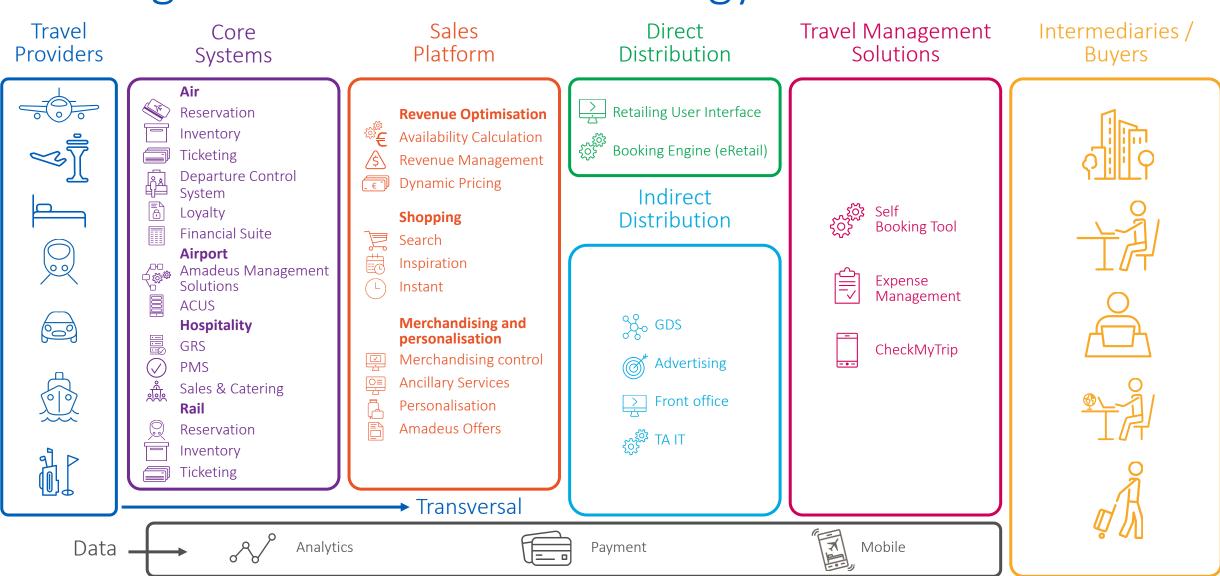
Note: figures above include Navitaire.

- 1. PSS: Passengers Services Systems.
- 2. Airlines with GDS agreement.
- 3. 2015 volumes. Includes Navitaire PBs.
- 4. Full-Time Employees, including permanent, temporary and external manpower.



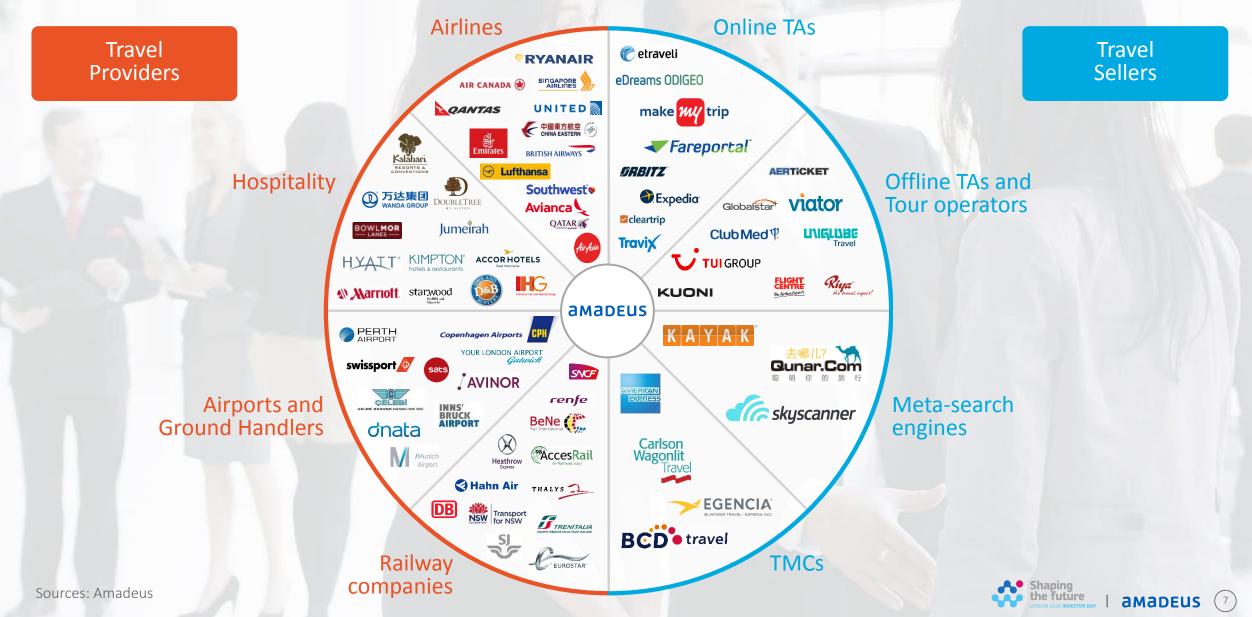
Leading innovation and technology

Source: Amadeus

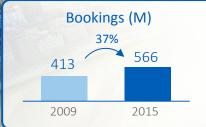




Robust commercial relationships



Business success



- _ Signed/renewed content with airlines across regions
- _ Extended our reach: geographies (United States, South Korea), customer groups (growing LCCs, metasearch engines, corporate IT i:FAO acquisition)
- _ Accelerated Merchandising offering with Amadeus Ancillary Services, Fare Families and Rich Merchandising

Passengers boarded (M) 421% 1,24 238 2009 2015¹

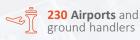
Significantly expanded customer base across regions of Altéa Core systems, as well as through upselling and standalone solutions

- Reinforced PSS offering through Navitaire acquisition
- _ Developed new solutions to address new airline needs



Distribution







90 Rail operators



500 Payments customers



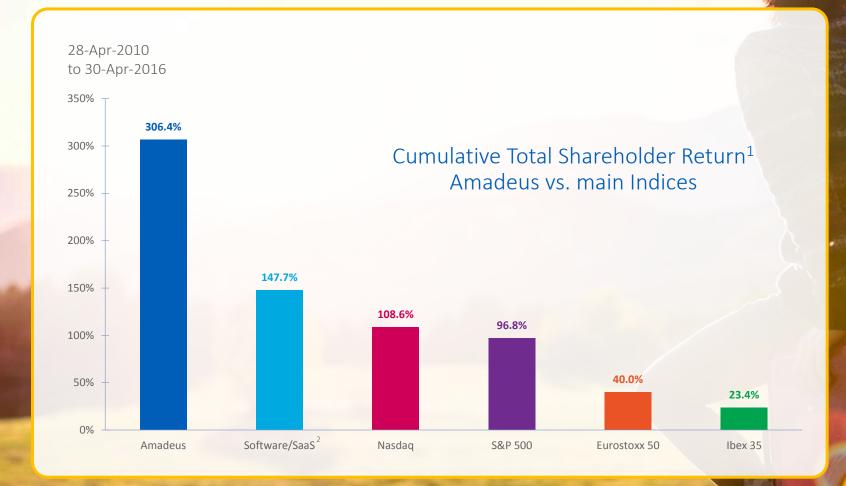
140 Customers in Travel Intelligence

- Launched or reinforced 8 business lines
- _ Key industry players as launch partners to build new generation industry IT platforms: IHG for Hospitality, BeNe Rail International for Rail
- _ Key acquisitions in Hospitality IT (Newmarket, Itesso, Hotel SystemsPro) and Airport IT (UFIS, AirIT)
- _ Customer base expansion in all businesses, namely in Hospitality IT, Airport IT and Payments
- On the right track to reach €1bn in revenues from NBU by 2022

New Businesses



Value creation



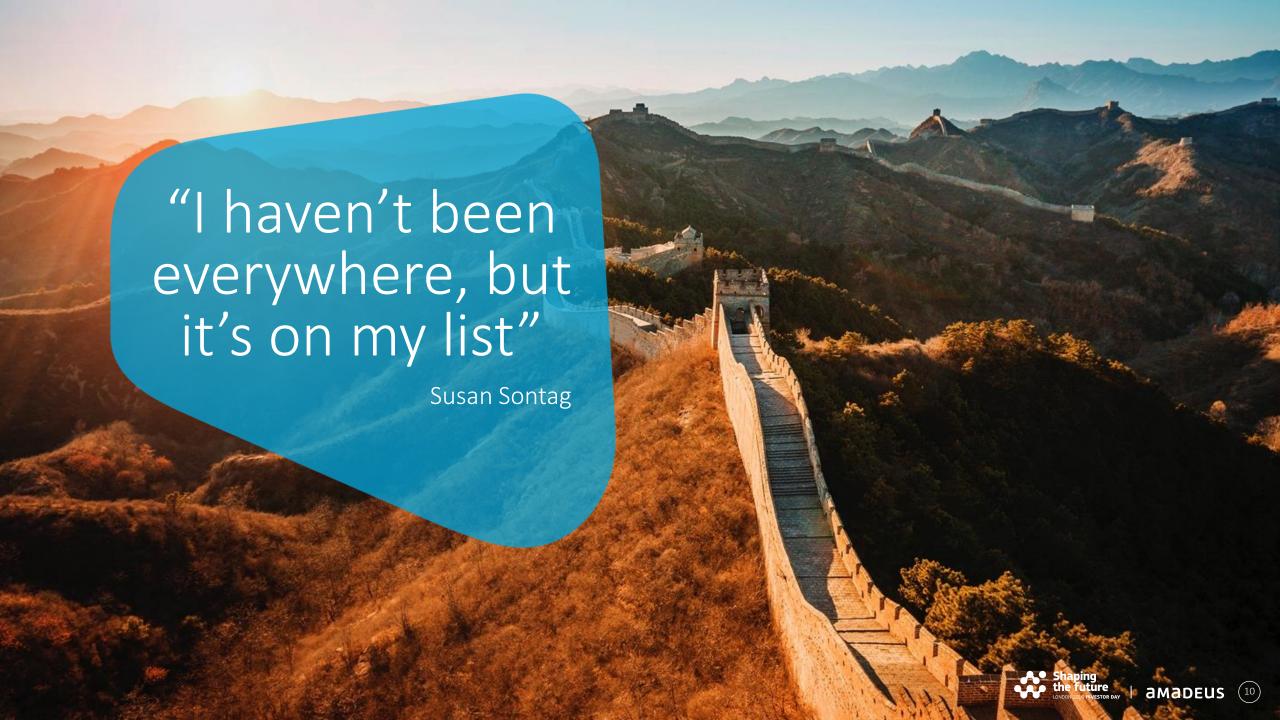
Source: Bloomberg

1 Total Shareholder Return calculation assumes dividends are reinvested in the security on the ex-dividend date

2 Market cap-weighted index including Salesforce, Netsuite, SAP, Dassault, Temenos, Sage, Software AG







Travel and Tech

Travel and Tourism contributed to

9.8% of the world's GDP

in 2015



Travel and
Tourism spend
growing at 4%
towards 2019



3.8+ billion
Air passengers
in 2016

14+ million
Hotel rooms
available each day





\$3.5+ trillion IT spending globally in 2015



€72 billionTravel tech spending in 2015

At the heart of travel

Travel Providers

Airlines

Hotels

Airports

Railways

Car rentals

Tour Operators

Cruises

Insurance

Ground handlers

Others

amadeus

Connecting the travel ecosystem

Buyers

Corporations

Travellers

Travel Sellers

Travel Agencies

TMCs

Online Travel Agencies

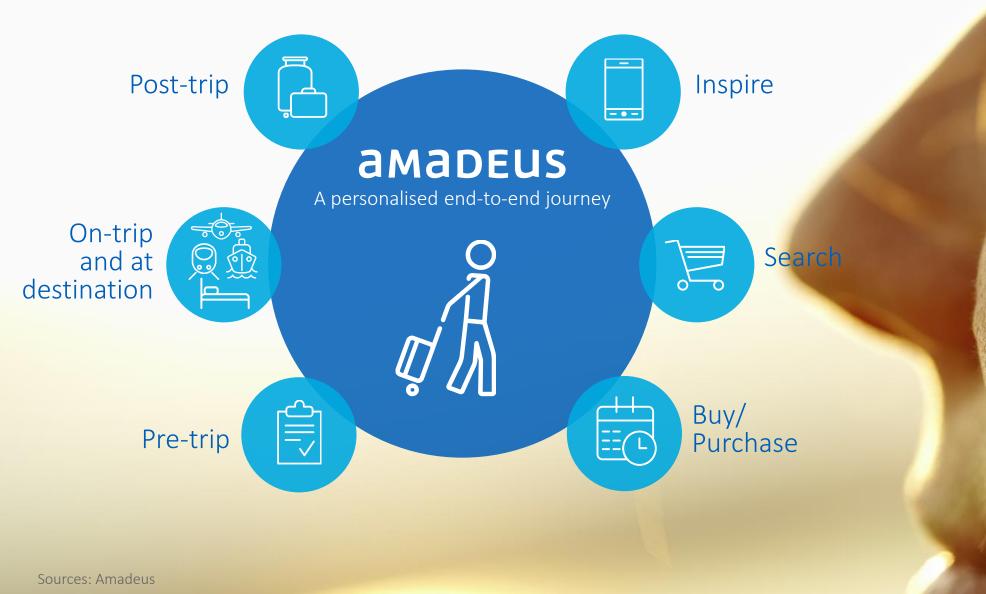
Metasearchers

Media players

Corporate Self Booking tools

Others

Shaping the future









Amadeus Distribution

Holger Taubmann Senior VP, Distribution

June 2016

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Sustainable growth

Travel Sellers



Offline travel agencies



Online travel agencies



Metasearch engines



Travel Management Companies



Tour Operators



100,000+ points of sale in 195 countries



Travel Providers



440+ Airlines (80 LCCs)



1.3m hotel shopping options



90 railways / express bus



40+ car rental companies



16 insurance providers



Cruise and ferry companies

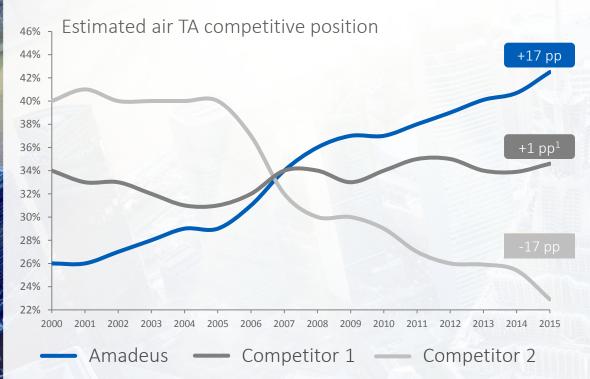


Airport transfer and local tour companies



Global leadership

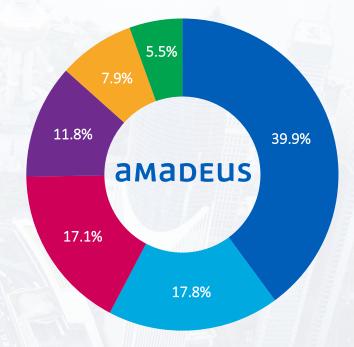
From contender to leader



Source: Amadeus internal estimates.

1. Competitor 1 and 2 proforma for acquisitions.

Geographically diversified



- Western Europe
- Asia Pacific
- North America
- Middle East and Africa
 Central Eastern and
 - Central, Eastern and Southern Europe
- Latin America

High customer proximity

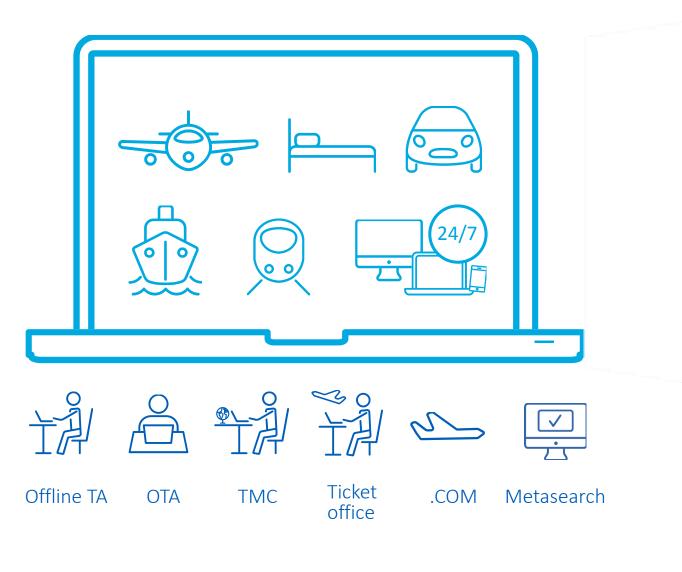
Commercial offices covering countries 4,200+
workforce over
120nationalities

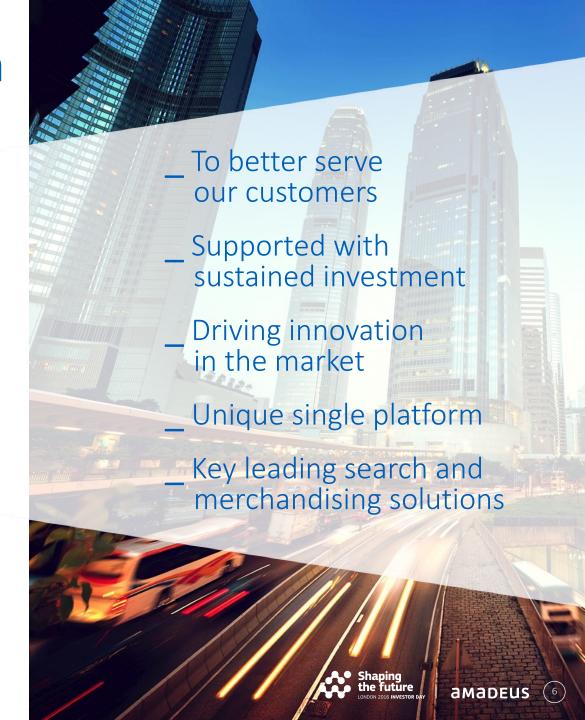
Effective customer support

Unique local market understanding



Continuous focused innovation





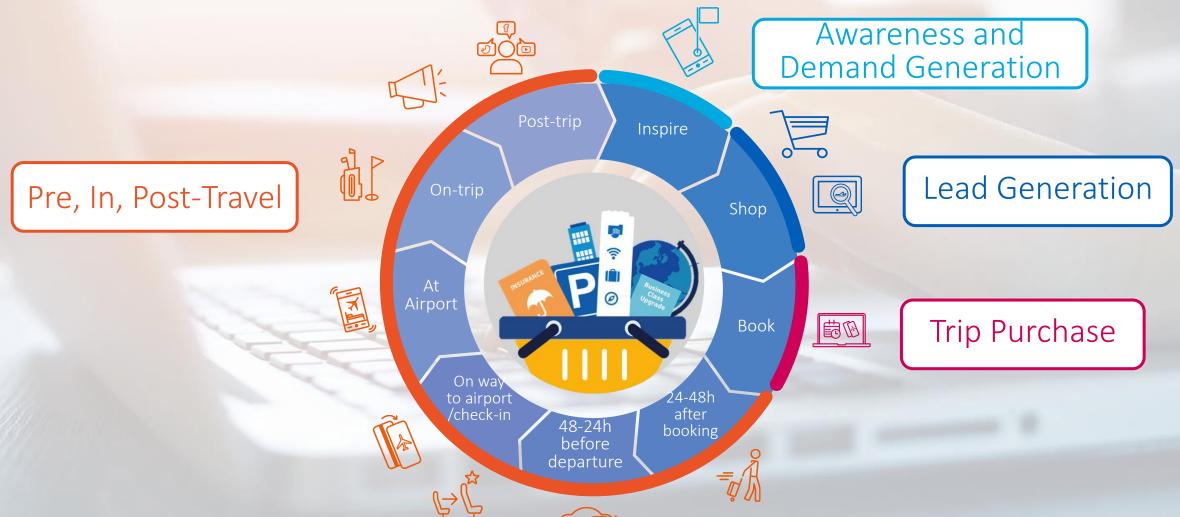
Evolving traveller expectations

Evolution from a supplier-driven to a demand-driven market



Expanding into the entire traveller journey

Opportunities for travel providers and travel sellers

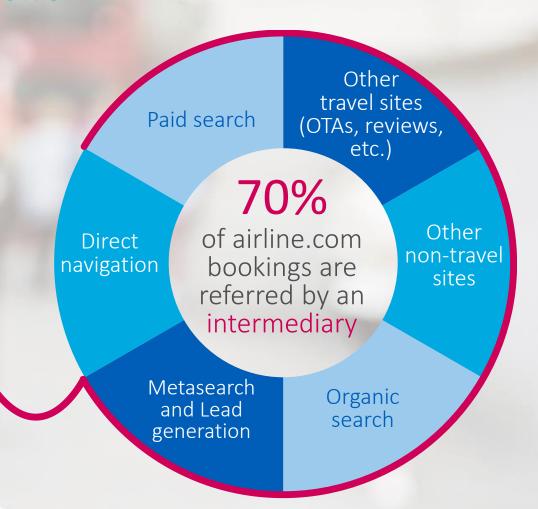


The indirect channel is the most efficient answer

Indirect Distribution

Offline TAs, TMCs, Corporations, OTAs, meta-search engines

> Direct Distribution





The indirect channel is the most efficient answer

Industry trends:

Continuous signature or renewal of content agreements







+ growing LCC content (>80)



New opportunities for Amadeus

- _ Merchandising
- NDC and Direct Connect
- _ Traffic generators







Merchandising: Ancillary Services, Fare Families and Rich Merchandising

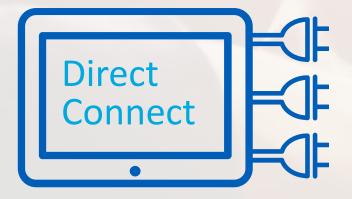




NDC and Direct Connect



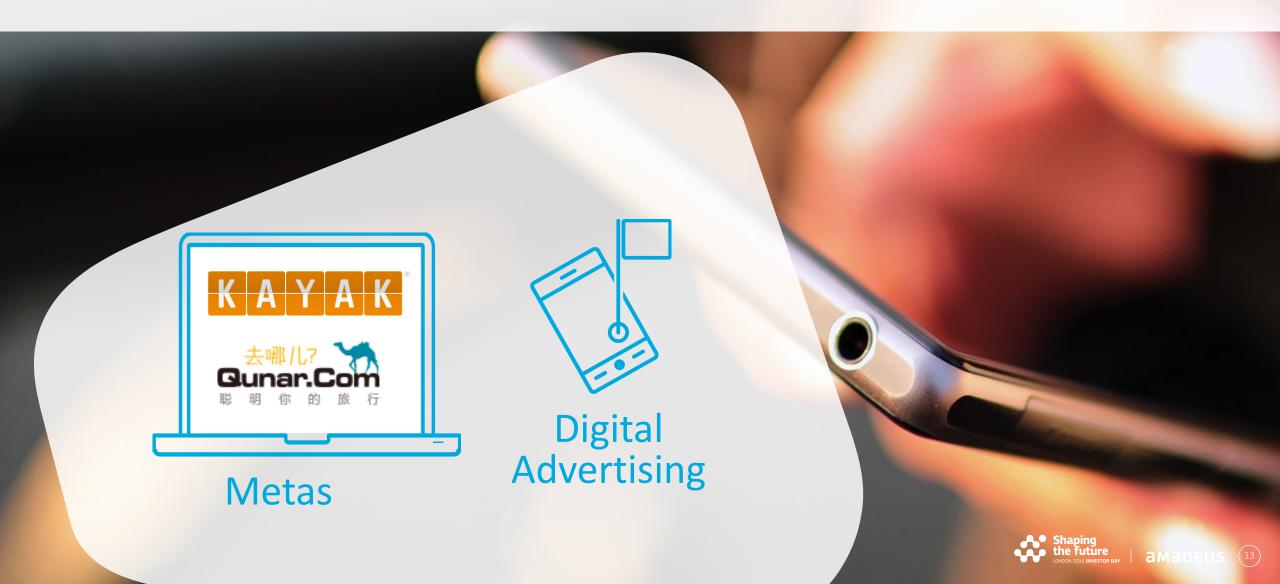
- Technical standard upgrade
- _ More flexibility
- Product differentiation
- _ Less standardisation
- _ Higher system costs



- Challenges economies of scale
- _ Costly
- _ Increased complexity



Traffic generators





Expanding our content offer

Leveraging on our relevance in the indirect channel, our technological capabilities and our extensive local

presence





Expanding our reach

Leveraging on our customer proximity and best-in-class solutions



eDreams ODIGEO



















Expanding our addressable markets

Leveraging our capabilities to expand into new areas and serve new market aspirations



What we do with and for our customers

Always striving to serve our customers better

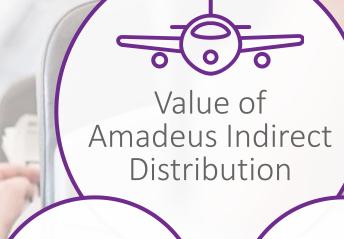


Online Merchandising















Amadeus' vision for Distribution

Bring increasing value to the industry by...

...becoming the Collaborative & Connected Platform for ALL travel players

...enabling the highest yield at the lowest customer acquisition cost for the Travel Service Providers

...becoming a preferred platform for new Technology Partners



...aggregating the widest selection of relevant content for the Travel Sellers

...empowering personalised choices throughout the journey for the Travellers









Amadeus Airline IT

Julia Sattel Senior VP, Airline IT

June 2016

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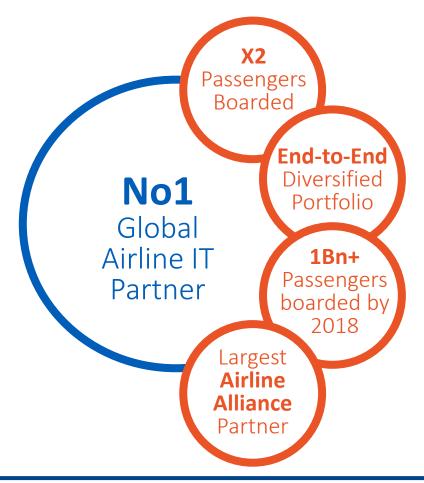
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Proven technology leadership and industry expertise



"We are determined to give Malaysian Airlines the technology platform it needs to provide the world's best services to our customers. The move to Amadeus, underpinned by a groundbreaking continuous release approach to development, will truly put Malaysia Airlines at the leading edge of airline technology globally."

Christoph Mueller, Group Chief Executive Officer

Industry standards (EMD/NDC)

Business solutions (Ancillary Services, Fare Families)

> Technological innovation (Cloud services)







To support airlines' business strategy

Deep understanding of airlines' challenges and strategic objectives

Positioning the traveller at the heart of airline IT strategy and innovation

Airline IT Portfolio designed to address airlines' priorities (Revenue, Cost, Brand)





Airline IT Solutions Portfolio

Shopping and Retailing (Direct and Indirect)

Merchandising and Personalisation

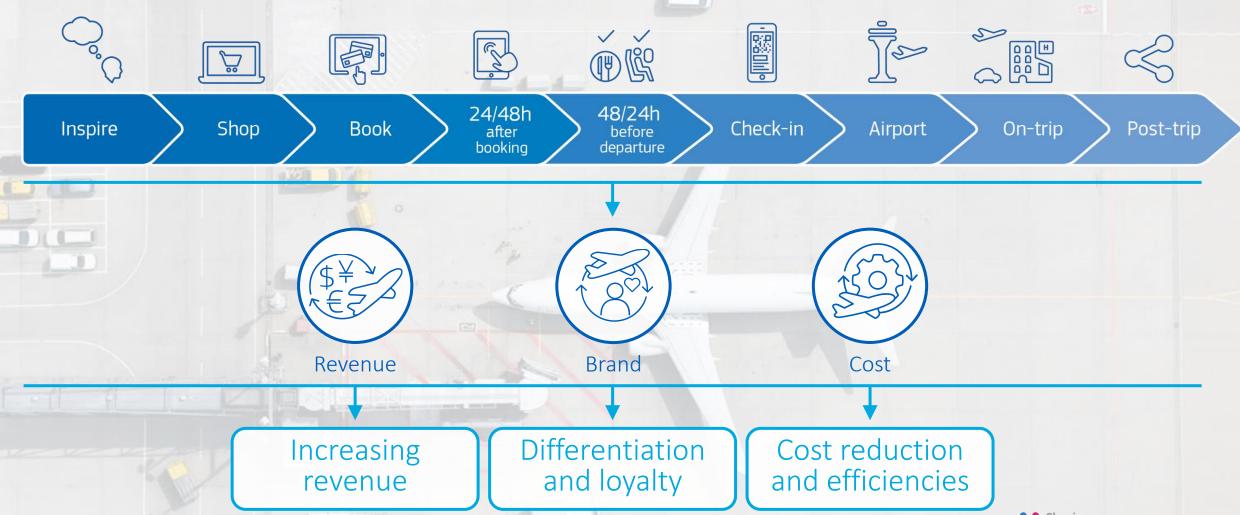
Revenue **Optimisation**

Passenger Services and Disruption Management (DCS)

> Enablers: Cloud, Serviceability, Services



Solutions portfolio aligned with airlines strategic priorities









Anytime Merchandising

Leading IATA NDC development

\$130 bn merchandising revenue potential by 2020¹

Customer Experience Management

Ancillary and Fare Families

Merchandise at anytime during the traveller journey (cross sell and upsell)

Increase customer life cycle value through improved customer experience management (CEM)

Increase Airline Ancillary revenues by 15% through personalisation

Merchandising logic can be integrated at any step of the shopping process

"Extending and deepening our relationship with Amadeus ensures we have a partner that can deliver on our desire to achieve the highest quality traveller experience. Merchandising is a huge part of this equation". Avianca

Estuardo Ortiz, EVP and Chief Revenue Officer

Amadeus Anytime Merchandising



Enables airlines to execute successful merchandising strategies

Innovating Revenue Optimisation









Revenue growth in a highly competitive and increasingly complex market

Real Time Optimisation techniques

Deal with increased complexity in availability and pricing (rise in online shopping and multiple traveller touch points)

Revenue leakage control

Real-time performance monitoring (cashflow management and better strategic decision making)

"Singapore Airlines to adopt next-generation Amadeus Revenue Management technology". SINGAPORE **AIRLINES**

Travel Daily News 12 April 2016



Revenue optimisation – Cloud availability

Innovation in cloud-based airline availability



Evolving Shopping and Retailing









Achieve brand differentiation in digital channels

Service customers seamlessly and consistently across every touchpoint

Leading Omni-Channel merchandising

Speed, accuracy and scalability of shopping tools

Control and flexibility of product distribution

Control Systems







Departure Control Systems

Passenger recovery

€1.3Bn disruption cost per year for the airlines

Schedule Recovery

Flight Management Continued PSS enhancement, mostly around DCS: customer self-service and disruption management

Innovation to deliver Passenger recovery and Schedule recovery

Focus on addressing non-Altéa customers and markets with standalone components: schedule recovery, flight management

"At Qantas, we take the impact of disruptions on our customers very seriously. The Amadeus solution helps reduce the number of and length of delays, whether due to excessive traffic, operational delays, or weather conditions, leading to an overall improved experience for travellers." **QANTAS**

Paul Fraser, Head of Operations

"Amadeus Passenger Recovery will allow us to re-accommodate disrupted passengers from multiple flights through a standard service approach, taking into account the value of the passengers' complete itinerary, available alternative flights, and the cost versus the quality of new itinerary."

Jan-Christian Schraven, Vice President, Head of Operation Planning and Steering



Expansion into the LCC market: Navitaire









LCC Hybrid Hybrid Simple Complex Simple Complex FSC FSC

New Skies

Altéa

Integration and Upsell

- _ Attractive value proposition for all airline segments
- _ Dual PSS offering for airline groups
- Enhanced Navitaire offering
- Low risk migration option from 'New Skies' to Altéa for evolving airlines





An attractive market opportunity

Addressable market in 2018

Grow PSS

Digitalisation

Other long-term revenue opportunities

Services

€5bn Current portfolio

Upsell (Altéa)

Data analytics

€3bn New business opportunities

Sales channel optimisation

Standalone components (non-Altéa)

Third party ecosystem





Our history

Southwest started out operating solely within the "Texas Triangle"



Based in Dallas Began in 1971 Serving only 5 cities With only 5 aircraft

Southwest today

Southwest is now the nation's largest carrier¹



> 710

Boeing 737s in our fleet

> 3,900

daily departures to nearly 100 destinations in the U.S. and seven other countries

> 50,000 **Employees**

Southwest's History of Innovation









Without a heart, it's just a machine.





Low fares. Nothing to hide.

We're all about being open and honest with Customers and making sure pesky fees stay away from our low fares.



That's Trans**fare**ncy.[™] ▶

Southwest success

Consecutive **Profitability**

Most Admired







Since DOT began tracking in 1987

Our Culture

Southwest works hard to keep our culture strong

"We take our work seriously, but not ourselves."



Give Employees the "Freedom to Have Fun."





Make time to celebrate!

Southwest and Amadeus

A strong partnership with demonstrated success

Why Amadeus

- ✓ Functional Capability
- √ Technical Strength
- ✓ Implementation Success
- ✓ Market Leadership
- ✓ Commercial Terms
- √ Similar Cultures





Southwest's Purpose and Vision

Our **Purpose**

Connect People to what's important in their lives through friendly, reliable, and low-cost air travel.

Our Vision

To become the world's most loved, most flown, and most profitable airline.



