

# aMaDEUS

## 1Q 2004 Results

6 May, 2004

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aMaDEUS

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# Highlights

## ➔ Impressive results

- ➔ Bookings up 9%
- ➔ EBITDA up more than 22%
- ➔ Net income up 40%

## ➔ Good cost performance

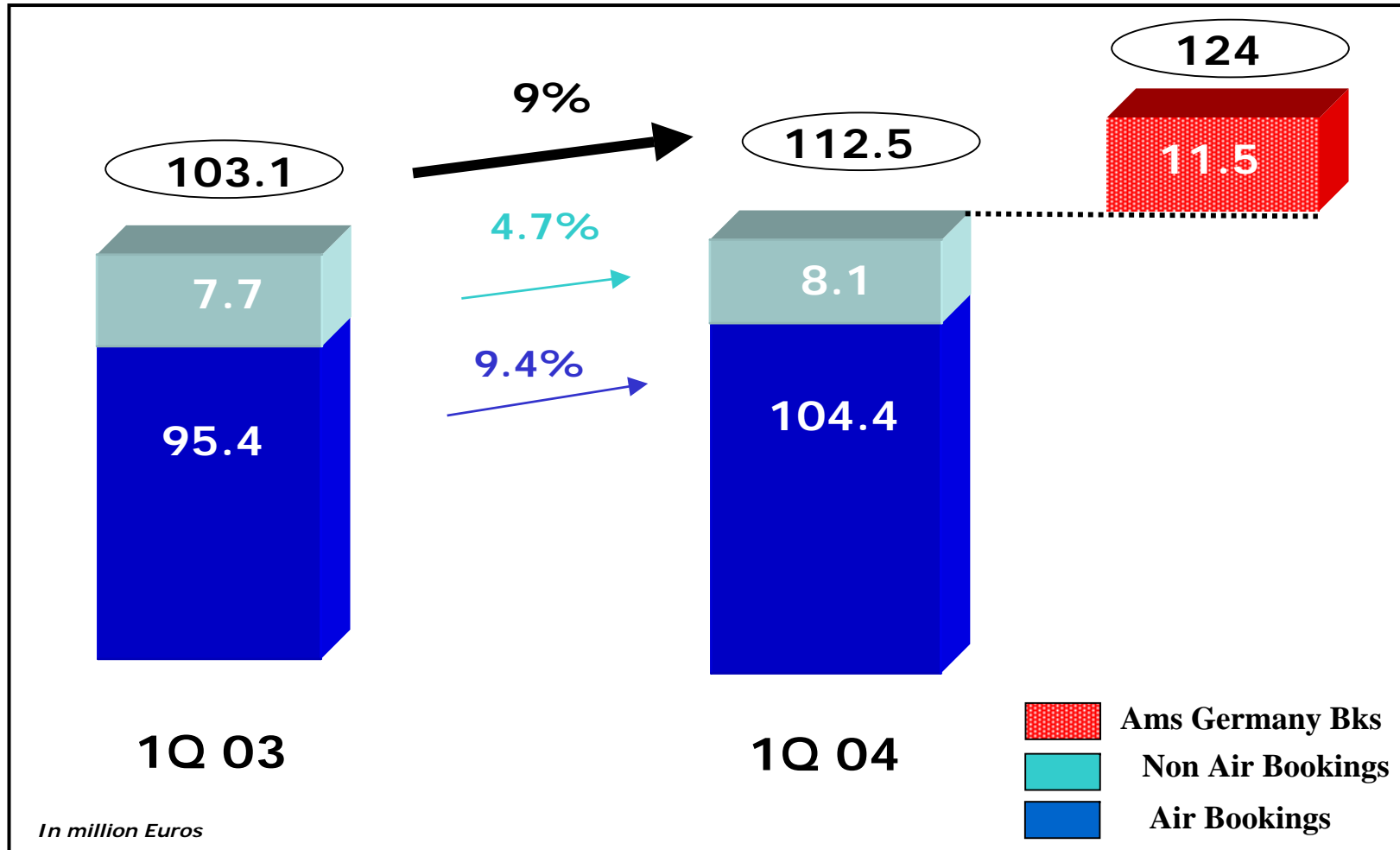
- ➔ Operating costs up 1%

# 1Q 2004 Main Figures

<i>In million Euros</i>	<b>1Q04</b>	<b>1Q03</b>	<b>Var (%)</b>
<b>Bookings</b>	124	107.1	15.8%
<b>Revenues</b>	538.3	502.7	7.0%
<b>EBITDA</b>	172.8	141.4	22.2%
<b>% Margin</b>	32.1%	28.1%	4 pp
<b>EBIT</b>	126.9	95.5	33.0%
<b>% Margin</b>	23.6%	19.0%	4.6 pp
<b>Net income</b>	71.3	51.2	39.2%

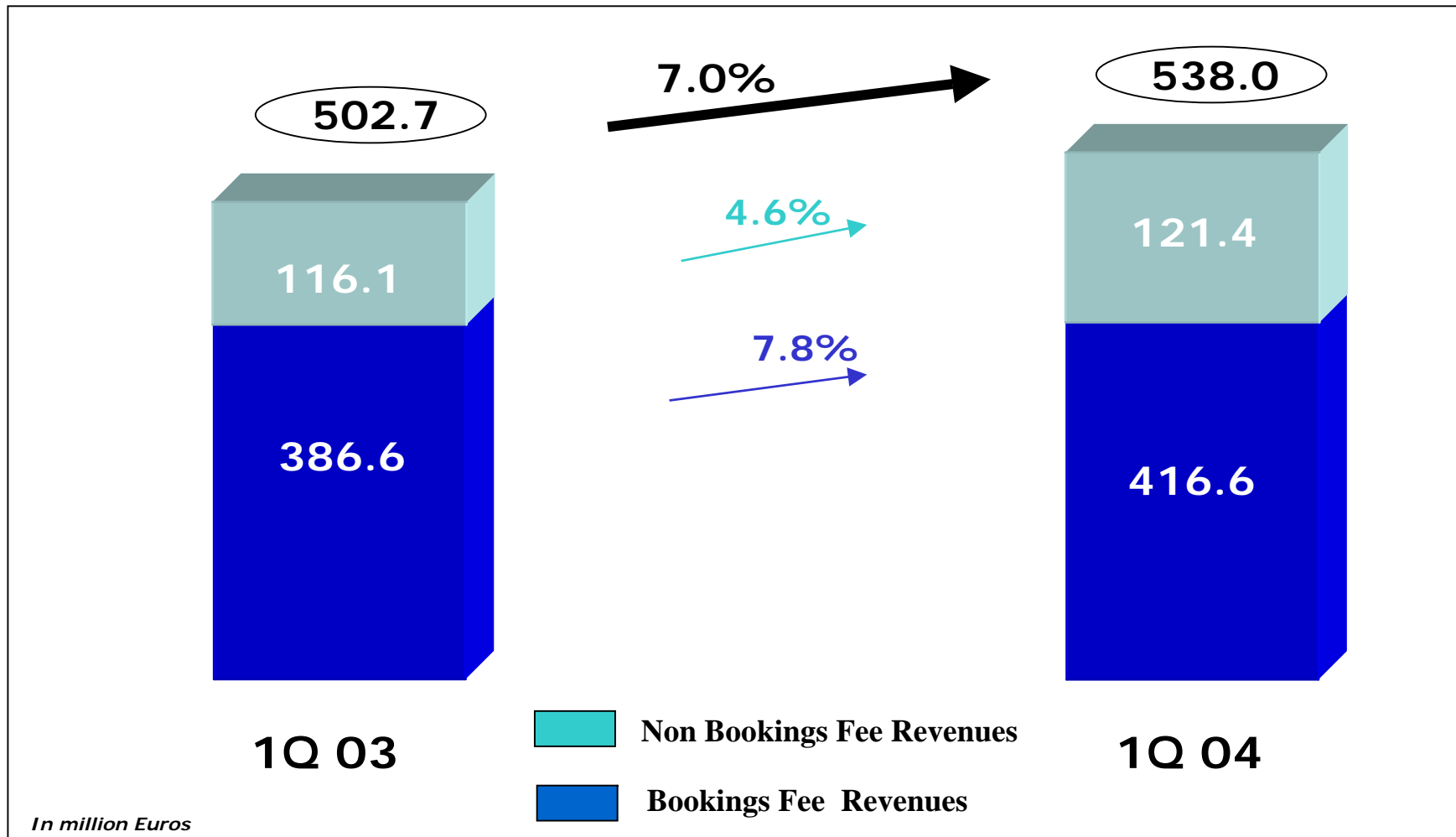
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# Bookings



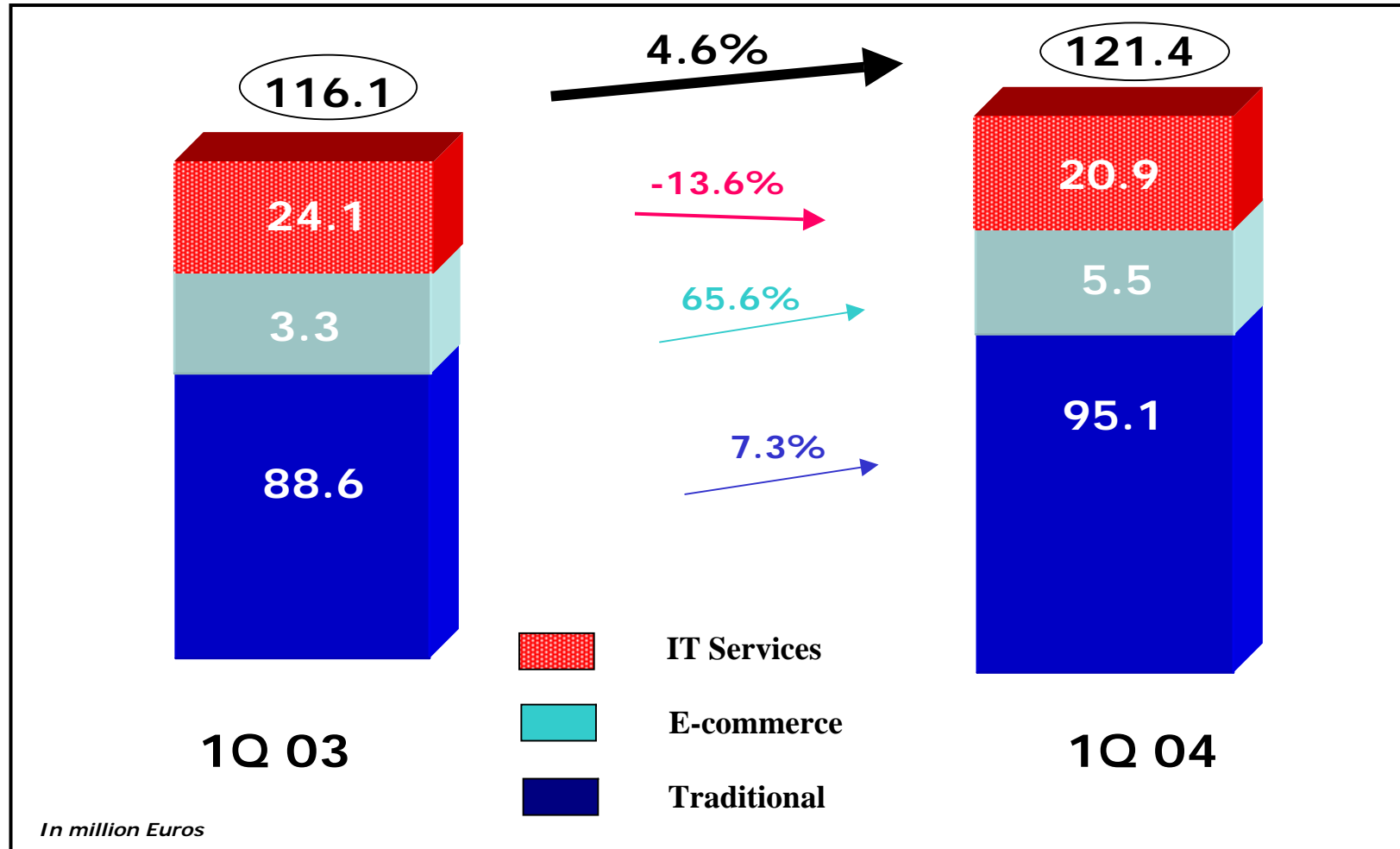
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# Revenues



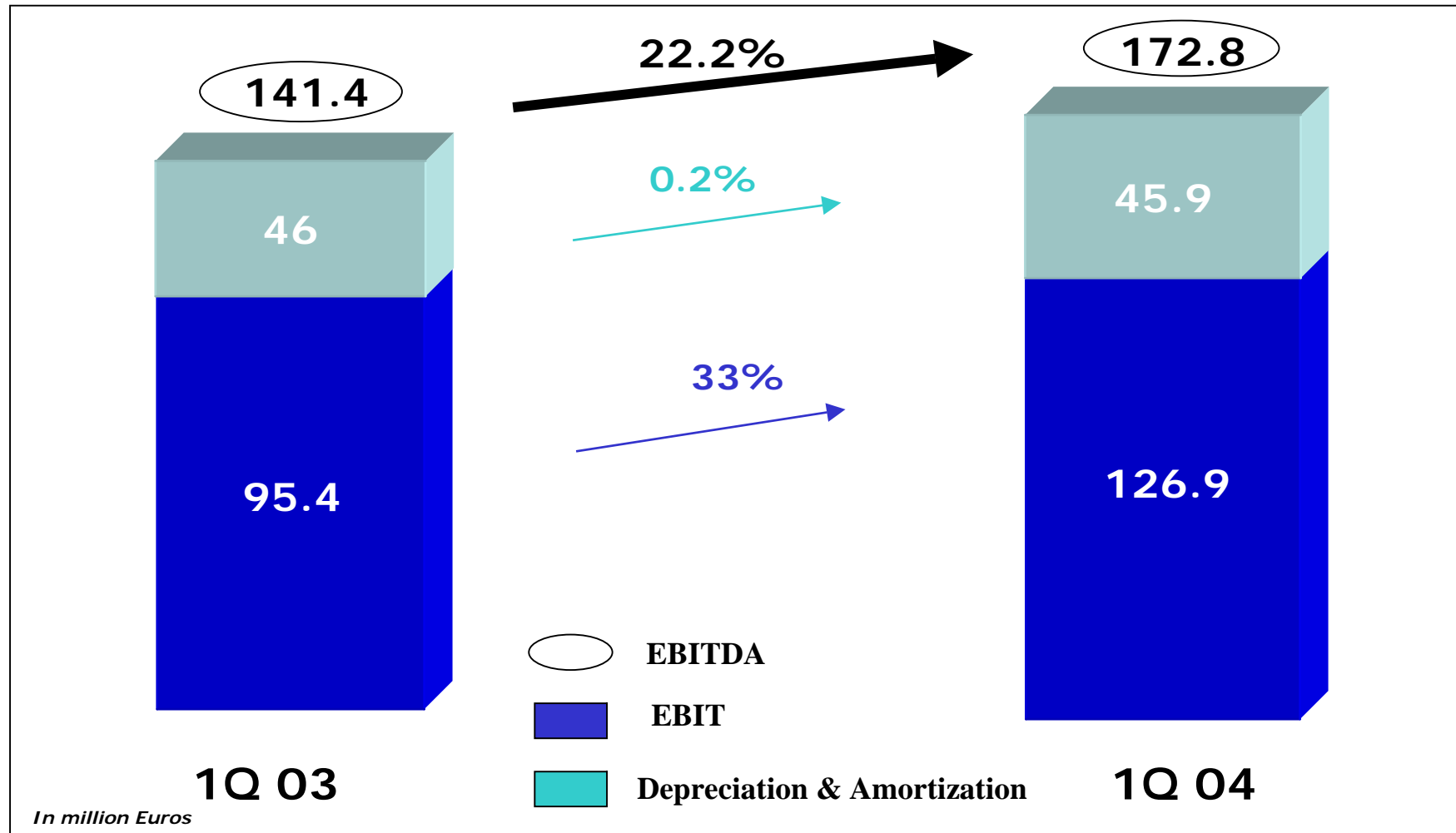
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# Non Booking related Revenue



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# EBITDA & EBIT



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# Line of Business

Million Euros	<u>Traditional</u>	<u>e-Commerce</u>	<u>IT Services</u>	<u>TOTAL</u>
Revenues	471.7	45.5	20.9	538.1
EBITDA	162.6	4.6	5.6	172.8
<i>% Margin</i>	34.5%	10.1%	26.8%	32.1%
EBIT	128.5	0.0	-1.6	126.9
<i>% Margin</i>	27.2%	0.0%	-7.7%	23.6%

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# e-Travel<sup>®</sup> Planitgo

Agency sites  
in 90 countries



Over 60 travel provider sites



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# IT Services



- IT for the hospitality industry
- More than 4,000 hotels in Europe

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# IT Services



- IT for leisure travel retailers
- Access to more than 60% of the UK market
- Solutions into the main touroperators in Europe

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# Outlook 2004

- ➔ **Bookings: + 6% to +7%**
- ➔ **Revenues: + 4% to +7%**
- ➔ **Net Income: Eur 185 to 195 million**

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