

Good morning. This is Michael Frenzel, CEO of TUI AG.

It is an honour and a great pleasure to announce the completion of the merger of TUI AG's tourism division and First Choice Holidays PLC. This brings together two great leisure travel companies and two strong management teams. A world leader and one of the most profitable companies in the tourism industry have been created. Together we shall be experiencing a new story of growth and shall be actively shaping the future of our business. We anticipate that this merger will create more value for our customers, employees, shareholders and other financial partners. As of today, shares of TUI Travel PLC will trade on the London Stock Exchange. Due to its significant size and weight it will be listed either in the FTSE 100 or just outside it.

Ladies and Gentlemen, my Board and I would like to wish TUI Travel every success as a new company.

And now I have the pleasure of passing the word on to Peter Long, TUI Travel's Chief Executive Officer, Peter ...

### **Peter Long**

Hello, as Dr Frenzel said, I'm Peter Long and it gives me great pleasure to be speaking to you today as the Chief Executive of TUI Travel PLC. When we announced the merger on the 19 of March completion seemed a long way off but the months have flown by and we are now officially TUI Travel. We are a new company formed by bringing together the Tourism Division of TUI AG and First Choice Holidays PLC and we all part of TUI Travel.

We are one of the largest leisure travel companies in the world and we are determined to take the things that work well and positively in both our companies and ensure that we are both the largest and the most profitable leisure travel company.

TUI Travel has over 30 million customers and we operate from over 20 source markets, sending our customers to more than 200 countries across the world. We have a range of product which it would be very difficult for other competitors to try and match and I think that most importantly, we are a team of like minded colleagues who are committed to delivering wonderful leisure travel experiences to our customers.

Not only will we be taking the things that really work in business terms from both companies but we will also define our vision, culture and

ultimately our values as TUI Travel. I'm sure that as we do this, we will find that the two businesses share similarities in terms of personality.

There will be a lot of work carried out over the next few months to make sure that we have detailed knowledge of the group and all the businesses units within. There will inevitably be change and for some of us this will lead to uncertainty at times, we will do all we can to make sure that we keep you fully informed of developments and will work closely with those who may be affected.

TUI Travel, as a Group, has fantastic growth opportunities and part of the work that will be carried out over the coming months will help us to identify where these opportunities are and how we can maximise them.

I know that with your help and commitment, together we can achieve great things and I look forward to meeting many of you in the coming months. Welcome to TUI Travel and I'd now like to hand over to Peter Rothwell, our Deputy Chief Executive.

### **Peter Rothwell**

Thank you Peter. I too am delighted that we have finally completed the merger and that we can now get down to concentrating on the things that we can achieve as TUI Travel.

There is no doubt for most of us being part of TUI Travel and a UK listed PLC, will bring different opportunities and challenges but our very successful businesses and brands live on and we must continue to focus on our competitors while delivering excellent customer service to our increasingly diverse customer base.

I am convinced that being truly international will be enormously beneficial for all of us. Scale brings many advantages. We operate the strongest travel brands throughout Europe and have significant operations in many regions of the World which will allow us to share experiences and learning and compete more effectively on the world stage.

Peter mentioned the range of product we will have in TUI Travel. This is what customers want and there is a great opportunity for us to broaden our product base across Europe. For example, TUI Travel has the world's largest yacht holiday charter business which could easily be distributed by the strong brand franchises right across Europe. Again we are market leader in Arctic and Antarctic expedition cruising and have a whole

portfolio of activity and adventure businesses with truly international appeal.

As a much larger company TUI Travel will have a greater voice in the world of travel and the industry in general giving us greater strength to compete with other large companies who aim to serve the leisure traveller. We have some bold investments for the future, in particular, the orders we have placed for the Boeing Dreamliner, the 787, which will allow us to expand our strong long haul businesses and reequip in Europe. The 787 will be the most modern, fuel efficient and environmentally acceptable aircraft in the world and will become a key factor in how our customers chose to travel long haul.

I am very confident in TUI Travel. We have a great heritage in the First Choice and TUI businesses and we should be extremely proud of our past while showing great confidence in the future. I see the merger as an important element in defending our future. We must ensure that we are as successful in the new world of huge customer choice: to offer the flexibility, the range and the care which will ensure TUI Travel remains the company of choice for the more than 30 million customers we have today.

With our very valued suppliers we have the world's best range of value added and unique products. We have one of the world's leading airlines and through our many market leading brands we have the strongest customer franchise in leisure travel. But big does not always mean beautiful. We are big only because we are the best and we need to keep it that way.

I am personally very proud to be part of this bold merger symbolised by our new combined logo and, like Peter, I look forward to discovering and promoting what is best about our two organisations and working with you right across the world to create an even stronger company than the sum of the parts. It may be a cliché, that we are a people business, but it is you who will make a success of TUI Travel PLC.