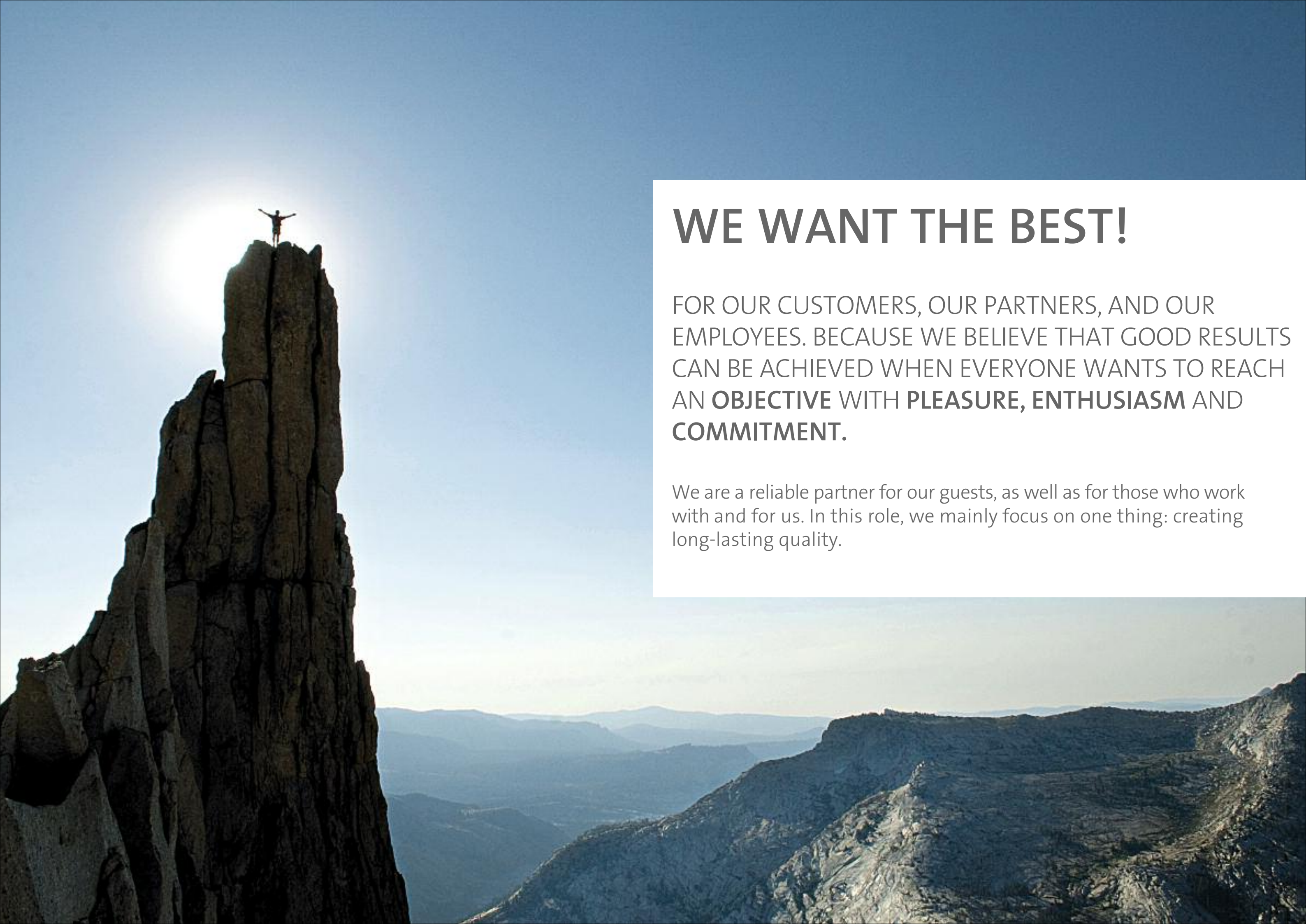


AROUND THE WORLD WITH GOOD IDEAS



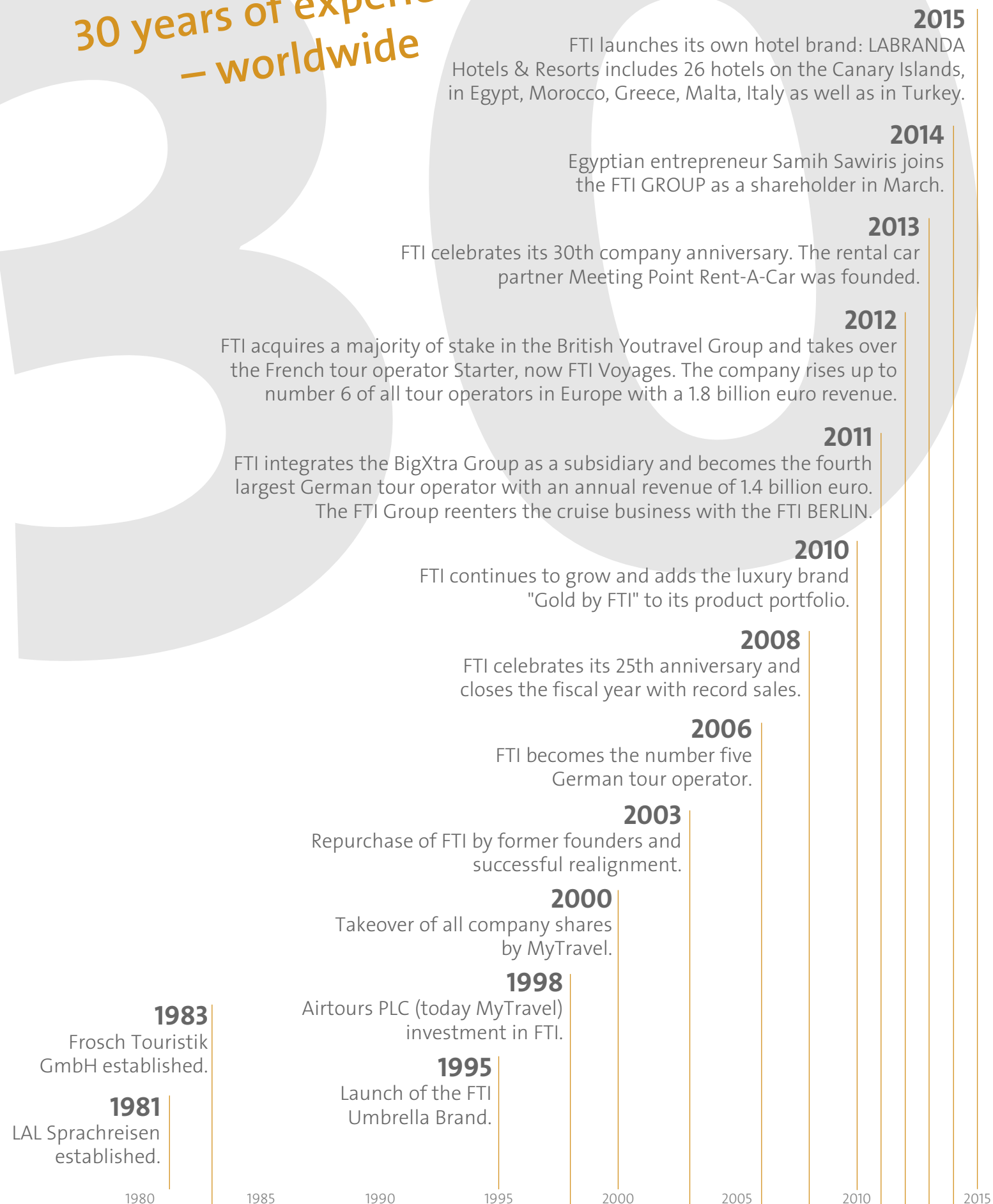


WE WANT THE BEST!

FOR OUR CUSTOMERS, OUR PARTNERS, AND OUR EMPLOYEES. BECAUSE WE BELIEVE THAT GOOD RESULTS CAN BE ACHIEVED WHEN EVERYONE WANTS TO REACH AN **OBJECTIVE WITH PLEASURE, ENTHUSIASM AND COMMITMENT.**

We are a reliable partner for our guests, as well as for those who work with and for us. In this role, we mainly focus on one thing: creating long-lasting quality.

30 years of experience
– worldwide



OUR SUCCESS STORY

THE DESIRE TO TRAVEL AND DISCOVER FOREIGN COUNTRIES, PEOPLE, AND CUSTOMS IS PROBABLY AS OLD AS MANKIND ITSELF.

We do our best to fulfill our customers' wishes. For more than 30 years, we have strived to ensure that your precious vacation time becomes a special and unforgettable experience. We work hard to accomplish this – with great success.

In this brochure, we would like to introduce ourselves and provide current information about our group of companies.

We cordially welcome you to the vacation world of the FTI GROUP.

Dietmar Gunz
Chairman of the Board of Directors, FTI GROUP



FTI Touristik

FTI Touristik offers travel experiences in over 120 countries on five continents. The full content tour operator distributes its extensive product portfolio in 14,000 travel agencies, as well as via the important online portals in Germany, Austria, Switzerland, France and parts of Eastern Europe. The average annual growth is around 15 percent.



5vorFlug

5vorFlug is one of the largest operators of last minute and short-term trips in the German-speaking market. The focus lies on trips departure within 42 days as of booking. The operator offers excellent time-to-market performance with its modern cash & carry concept.



BigXtra

BigXtra is the largest specialized tour operator focused in the German speaking market for so-called promotional offers. Sales occur via the largest German travel shopping channel sonnenklar.TV, via powerful brands such as Lidl or Tchibo, as well as via travel agencies in Germany, Austria, and Switzerland. The tour operator offers longterm off-season capacity and is launch partner for introductions of new products on the market.



sonnenklar.TV

sonnenklar.TV is the leading travel shopping channel on the German-speaking market. The channel broadcasts 24 hours a day via cable and satellite and reaches up to 550,000 viewers. The portfolio contains 400,000 hours of footage on destinations and products around the world. sonnenklar.TV is one of Germany's most frequented travel websites.

FTI – A STRONG BRAND

THE FTI GROUP COMPANIES ARE FLEXIBLY POSITIONED WITH THEIR DIFFERING BRAND IDENTITIES. THIS ENABLES US TO RAPIDLY RESPOND TO TRENDS AND TO SET OUR OWN TRENDS AS WELL.



LAL

LAL is one of the leading European specialty operators for language holidays. The product portfolio contains courses for youths and adults from longterm courses up to work & travel programs. With eight own schools in England, USA, Malta, Egyptas well as South Africa, nine LAL summer schools, and over 75 partner schools, the operator offers ten languages on five continents.



Gold by FTI

Gold by FTI is the premium travel brand of the FTI GROUP. The product portfolio contains about 400 exclusive hotels and resorts in the five and six star area, as well as luxury round trips in over 50 countries worldwide.



FTI Cruises

The FTI GROUP bundles its cruise ship business under FTI Cruises, which specializes on products in the vintage boutique style. The flagship MS BERLIN, has formerly been known as "Traumschiff" from a German TV series. Since May 2012 it has been cruising under the FTI flag and offers space for up to 400 guests.



driveFTI

The rental car broker driveFTI supplies more than 200,000 rental cars in over 60 countries and regions around the world. driveFTI belongs to the largest rental car supplier in the German-speaking market.



LABRANDA Hotels & Resorts

The FTI hotel brand includes 26 three to four star hotels in popular vacation destinations such as the Canary Islands, in Egypt, Morocco, Greece, Malta, Italy as well as in Turkey. LABRANDA Hotels & Resorts features a total inventory of around 4,500 guest rooms and welcomes approximately 500,000 guests every year.



touristic24

touristic24 GmbH was launched in November 2015 and has its headquarters in Berlin, Germany. It is a sister company of erf24 GmbH and travianet GmbH. Being service centers for tour operators, all three firms focus on customer support and offer clients tailored services ranging from guest consulting to bookings to complaint handling and billing.



TVG

The TVG Touristik Vertriebsgesellschaft mbH founded in 1996 in Munich, consolidates different travel agency franchise models with the Flugbörse, 5vorFlug and the sonnenklar.TV travel agency under one roof. They are represented with more than 300 franchise travel agencies across Germany.



FTI Ticketshop

As second largest consolidator in the German-speaking market, the FTI Ticketshop issues over 5,000 scheduled flight tickets for travel agencies as well as FTI dynamic and package programs.



fly.de

The flight booking portal has been online since April 2005. Through its easy and safe flight search and booking, it has made a name for itself on the market. The independent flight comparison portal persuades with a transparent price presentation and clear filter options.



erf24

erf24 is a fulfillment service provider for the company in Erfurt, Germany. Together with travianet in Deggendorf, Germany and touristic24 in Berlin the company is one of the largest fulfillment service centers in Germany.



travianet

travianet is a specialist for affiliate partner programs and a service center for tour operators. Together with erf24 and touristic24 in Berlin, the Deggendorf company is one of the largest fulfillment service centers in Germany.



Meeting Point International

Meeting Point International is one of the leading destination management companies worldwide and currently active in 19 countries in 44 locations. The FTI GROUP subsidiary is a full-service provider for traditional and dynamic travel operators.



Meeting Point Rent-A-Car

The offers of the rental car partner of the FTI GROUP are exclusively bookable via FTI or the rental car broker driveFTI. Through close cooperation with renowned partners, the brand, which was founded in 2013, offers rental cars at an outstanding cost-performance ratio.



Youtravel

Youtravel is a globally operating B2B online bed bank, offering online travel agencies and online tour operators exclusive access to quality hotels and resorts around the world. Part of the FTI GROUP, Youtravel today offers more than 8,000 hotels across the globe ranging from riads to villas, from three star resort properties to luxury five-star hotels covering all meal plans. Youtravel was launched in 2006 and has its headquarters in Dubai, U.A.E.



FTI Voyages

Forty years ago, the tour operator began its career under the name „Starter“ in Alsace. Since 2012 FTI Voyages is a 100 percent subsidiary of the FTI GROUP and operates a wide product portfolio in France. The our operator offers trips to the Mediterranean region as well as to long-haul destinations.



4.6
million
satisfied travelers
per year

THE BEST REWARD

OUR **COMPETENCE** IS DERIVED FROM **MORE THAN 30 YEARS OF EXPERIENCE** IN THE TOURISM INDUSTRY. OUR CUSTOMERS KNOW AND APPRECIATE THAT.

As the fourth largest tour operator in the German-speaking region and number six in Europe, we have become a key player in the tourism industry. Our approximately 6,500 employees are located at our company headquarters in Munich, branch offices in Austria and Switzerland, as well as our subsidiaries around the world. They help to make the vacation dreams of our guests come true.

Responsible for the success of our company is the management team around around the Group Managing Directors Dietmar Gunz and Ralph Schiller.

WE MAKE CONNECTIONS

NO MATTER WHAT KIND OF HOLIDAY OUR CUSTOMERS DREAM OF: WE CAN MAKE IT HAPPEN. IN MORE THAN **6,000 HOTELS**, ON **ROUND TRIPS**, **CRUISE** OR **CITY TOURS** IN **MORE THAN 120 COUNTRIES** AROUND THE WORLD.



Albania, Aruba, Australia, Austria, Argentina, Azores, Bahamas, Bahrain, Balearic Islands, Belgium, Belize, Bhutan, Bolivia, Botswana, Brazil, Bulgaria, Cambodia, Canada, Canary Islands, Cape Verde Islands, China, Chile, Colombia, Costa Rica, Croatia, Cuba, Cyprus, Czech Republic, Denmark, Dominican Republic, Ecuador, Egypt, El Salvador, Estonia, Ethiopia, Finland, France, French Antilles, Gambia, Germany, Great Britain, Greece, Guatemala, Hawaii, Hong Kong, Honduras, Hungary, India, Indonesia, Iceland, Ireland, Italy, Jamaica, Japan, Jordan, Kenya, Laos, Latvia, Lithuania, Luxembourg, Macau, Macedonia, Madeira, Malawi, Malaysia, Maldives, Malta, Mauritius, Mexico, Moldova, Monaco, Montenegro, Morocco, Mozambique, Myanmar, Nicaragua, Namibia, The Netherlands, Netherlands Antilles, New Zealand, North Cyprus, Norway, Oman, Panama, Peru, Philippines, Poland, Portugal, Puerto Rico, Qatar, Romania, Russia, Senegal, Seychelles, Singapore, Slovakia, Slovenia, South Africa, South Korea, South Sea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Tanzania, Thailand, Tunisia, Turkey, United Arab Emirates, Uganda, Ukraine, Uruguay, United States of America, Vietnam, Zambia, Zanzibar, Zimbabwe.

NEW HORIZONS

TRAVELING IS DISCOVERING.
FAR AWAY FROM HOME,
OR AT YOUR DOORSTEP.
IT IS ONLY A MATTER OF **PERSPECTIVE.**

The travel market is subject to continuous change. We prepare ourselves to effectively deal with that: with a dynamic company structure and flexible sales channels, as well as with a wide range of travel tours – starting with beach vacations on the Mediterranean Sea or discovery tours in South America, as well as vacations in Germany.



OUR MOST VALUABLE ASSET: OUR EMPLOYEES

WHICH IS WHY WE ARE
CONTINUOUSLY TRAINING OUR STAFF.

We proactively look for and identify the potential of our employees and give them the opportunity to develop themselves.

Internal continuing education and qualification programs, trainings and seminars, develop and challenge our employees to make the most of their individual strengths. This way our employees – and with them our travel offer – become even better. Because the know-how gained flows directly into our products and services.

We invest in the future: Currently we train around 200 trainees in the fields of tourism management, office management, information technology for as well as audio-visual and print and digital media design. Most of them continue working with us in the FTI GROUP. Many of our managers began their career as apprentices in our company.

We are a highly international team – with our employees coming from around 30 different nations.



6,500
committed employees
worldwide



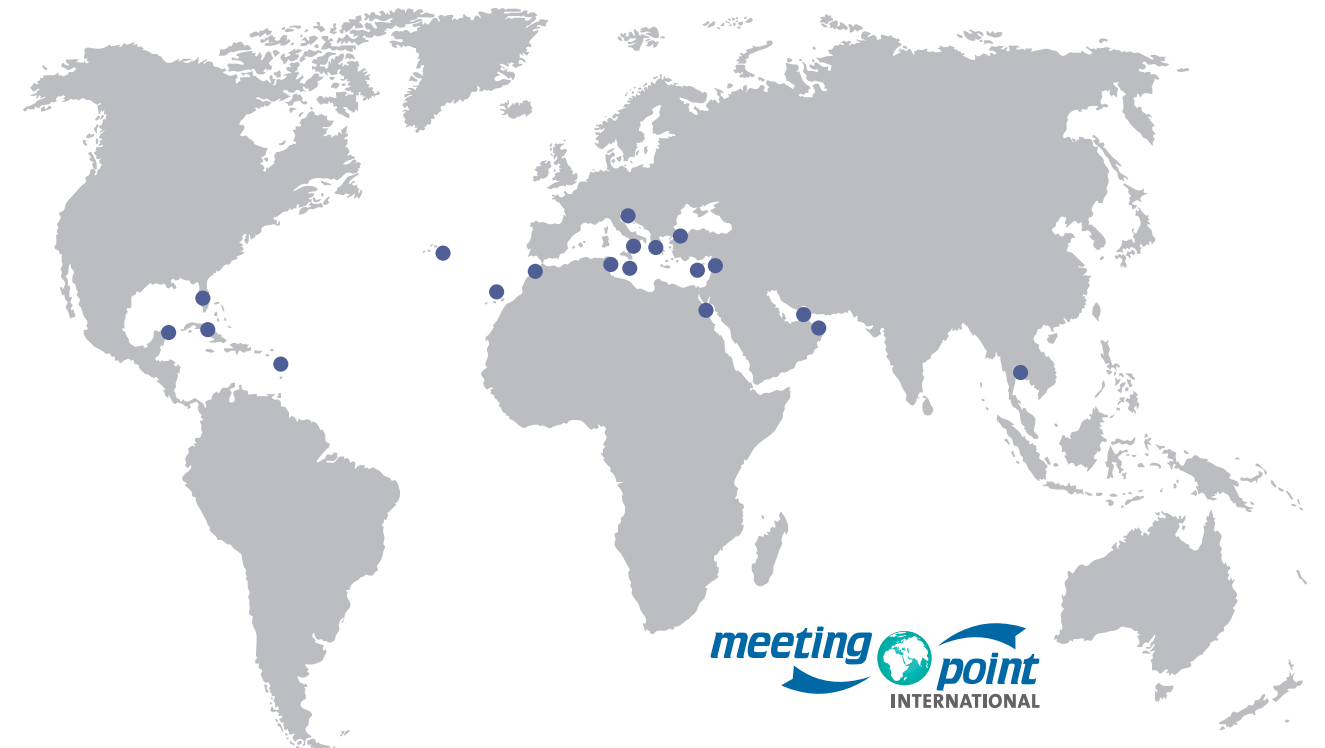
FRIENDS CLOSE AT HAND

TO ENSURE OUR GUESTS AND PARTNERS CAN ALWAYS FIND THE **RIGHT CONTACT PERSON**, WE ARE ALSO PRESENT AT EACH VACATION LOCATION.

It is of utmost importance to us that we are available for our guests at their destinations. Our on-site partners are the interface between the company headquarters in Germany and the vacation destinations. This is true both for the comprehensive support we offer our guests, as well as for our intense contact to hoteliers and other service providers.

In 19 countries with 44 operational locations we have our own destination management companies under the umbrella brand Meeting Point International. The company group Meeting Point International offers high-quality service on site, as well as customized service solutions to other travel agencies.

With the „Operations 24h“ department, we are available to our guests 24 hours a day. At the headquarters in Munich, Germany, we are in constant contact with our colleagues and, in case of emergencies, coordinate fast support. This ensures that our guests are well taken care of around the clock.





WE ARE AHEAD OF THE GAME!

ALSO WITH OUR TECHNOLOGY.
WE CAN DEPEND UPON OUR **CUSTOM-MADE
IT SYSTEMS**. THIS WAY, WE CAN **WORK FOR OUR
CUSTOMERS AROUND THE CLOCK**.

In the 21st century, tourism is open 24/7, with sales taking place day and night.

Since the company's beginnings, we have placed great importance on in-house developed technology and IT concepts that have been individually adapted to meet our requirements. This way, we are able to quickly implement our ideas and set our own trends in information technology. The heart of the company is the central database with its associated booking software.

Each day, about 30 IT experts work on further developing and supporting the entire company IT system. They ensure that vacation dreams can be booked 365 days a year, 24 hours a day.

A high-angle, low-perspective photograph of a surfer in a black wetsuit riding a wave. The surfer is positioned in the lower center of the frame, leaning forward on a green surfboard. The wave is breaking to the left, creating a large, white, foamy splash that dominates the left side of the image. The water is a vibrant blue-green color. The sky is a clear, bright blue, and the sun is visible in the upper left corner, creating a lens flare effect. The overall scene is dynamic and energetic, capturing the thrill of surfing.

RIDING HIGH ON THE ONLINE WAVE

**OUR IT-PROFESSIONALS ENSURE THAT WE
ARE PRESENT IN THE VIRTUAL WORLD.**

We are one of the market leaders in online sales since we recognized the importance of the Internet for the travel world at an early stage.

Extensive content management systems also play an important role in this. Data availability within seconds is another crucial factor: Whether in the price comparison systems of the travel agencies, or in the booking engines of the large travel portals.

Our online experts make sure that we are highly visible in the virtual world. From design and programming to online marketing and even professional search engine optimization – all of this is handled by our experts.



VACATION AROUND-THE-CLOCK

CUSTOMERS CAN **BOOK** IN SEVERAL WAYS. THIS ALSO **BENEFITS** OUR **TRAVEL AGENCY PARTNERS**.

Multichannel

Customers can book a vacation with the method they prefer. Whether in a travel agency, via the Internet, our sonnenklar.TV travel shopping broadcasting station, or by telephone in one of our service centers.

Telephone Consulting Service

Fast and easy

If customers would like to take advantage of our telephone consulting services, they can reach competent contact persons in our service centers in Germany (Munich, Erfurt, Deggendorf), and in Switzerland (Basel) – both for initial information and for a specific booking.

TV

The easy way

We're on the air every day with our sonnenklar.TV travel shopping broadcasting station. Customers can find us on their TV screen as well as in their travel agency around the corner. The logo of the largest German travel broadcasting station is already displayed above the door of many agencies all over Germany.

Travel Agency

More than 10,000 travel agencies all over Germany, 3,500 in France, 1,000 in Austria, and 1,000 in Switzerland offer our travel products. They are our most important sales channel. Under the Flugbörse, 5vorFlug and sonnenklar.TV brands, we offer innovative franchising concepts.

Internet

Well advised by professionals

Our Internet pages are available for our guests around-the-clock. Travel agencies also benefit from this. They integrate our booking engines in their own websites or utilize our multimedia tools, such as videos, about hotels and vacation regions.



THE FUTURE LOOKS BRIGHT

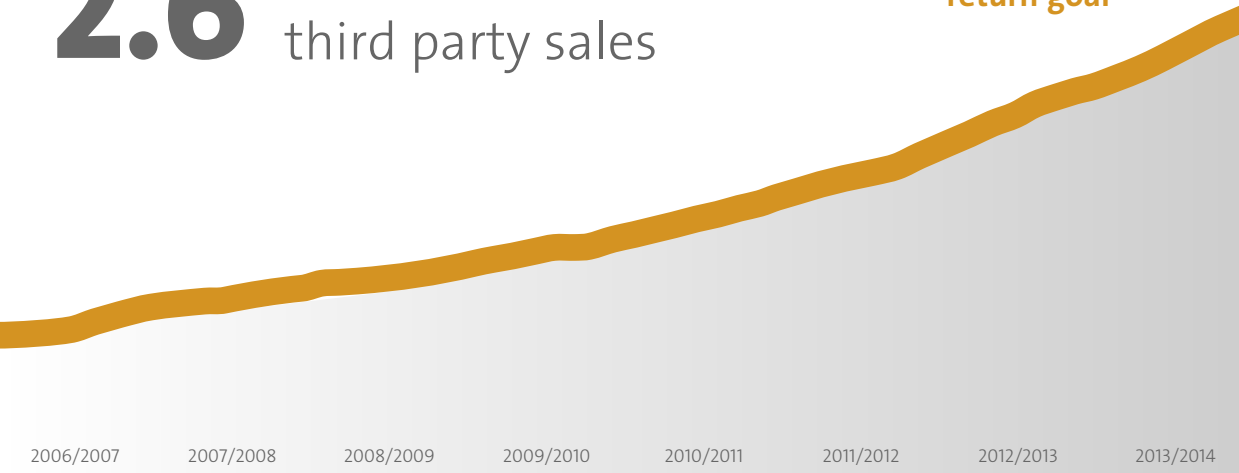
THE FIGURES SPEAK FOR THEMSELVES.
LONG TERM. THIS MAKES US PROUD.

TURNOVER OF FTI GROUP
FY 2014/2015

3.7 billion euro
total sales

2.6 billion euro
third party sales

2 to 2.5 %
return goal





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