



# **D**UFRY

ORIA'S SECRE

WorldClass.WorldWide.



SIX MONTHS REPORT 2017





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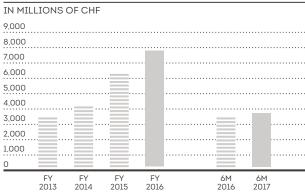
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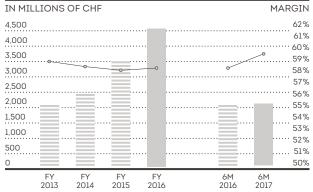
ICTORIA'S SECRET

# **DUFRY AT A GLANCE**

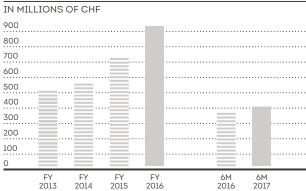
### TURNOVER



# **GROSS PROFIT**



# **EBITDA**<sup>1</sup>



<sup>1</sup> EBITDA before other operational result and linearization

### **NET SALES BY DIVISION**

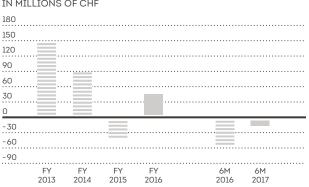


10% ASIA, MIDDLE EAST AND AUSTRALIA

# **NET SALES BY CHANNEL**



### **NET EARNINGS/(LOSS)** IN MILLIONS OF CHF



32% PERFUMES &

17% FOOD & CONFECTIONERY

COSMETICS

16% WINE & SPIRITS

### **NET SALES BY PRODUCT CATEGORIES**

5% OTHER GOODS

3% LITERATURE & PUBLICATIONS 3% ELECTRONICS

> 6% FASHION, LEATHER & BAGGAGE 7% WATCHES

JEWELRY &

ACCESSORIES

11% TOBACCO GOODS

# INTERIM CONSOLIDATED INCOME STATEMENT

# FOR THE 6 MONTHS ENDED JUNE 30, 2017

IN MILLIONS OF CHF	NOTE	Unaudited 6M 2017	Unaudited 6M 2016	Unaudited Q2 2017	Unaudited Q2 2016
Net sales		3,720.4	3,514.3	2,062.6	1,932.0
Advertising income		100.9	96.6	51.9	48.7
Turnover		3,821.3	3,610.9	2,114.5	1,980.7
Cost of sales		(1,546.7)	(1,503.1)	(857.1)	(827.4)
Gross profit		2,274.6	2,107.8	1,257.4	1,153.3
Selling expenses		(1,105.2)	(1,026.3)	(609.9)	(568.5)
Personnel expenses		(550.4)	(519.0)	(281.8)	(260.4)
General expenses		(203.3)	(182.6)	(104.5)	(91.2)
Share of result of associates		(4.5)	1.3	(4.7)	1.5
EBITDA <sup>1</sup>		411.2	381.2	256.5	234.7
Depreciation, amortization and impairment		(260.2)	(274.4)	(130.7)	(136.9)
Linearization		(46.3)	(52.8)	(5.3)	(9.7)
Other operational result		(14.7)	(22.3)	(8.0)	(16.9)
Earnings before interest and taxes (EBIT)		90.0	31.7	112.5	71.2
Interest expenses		(111.0)	(106.9)	(60.7)	(52.2)
Interest income		15.6	11.7	8.3	6.7
Foreign exchange gain / (loss)		5.1	(3.3)	3.7	(2.6)
Earnings before taxes (EBT)		(0.3)	(66.8)	63.8	23.1
Income tax	5	(0.6)	8.3	(10.8)	(1.6)
Net earnings		(0.9)	(58.5)	53.0	21.5
ATTRIBUTABLE TO					
Equity holders of the parent		(24.9)	(75.0)	35.9	10.6
Non-controlling interests		24.0	16.5	17.1	10.9
EARNINGS PER SHARE ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT					
Basic earnings / (loss) per share		(0.46)	(1.39)	0.67	0.20
Diluted earnings / (loss) per share		(0.46)	(1.39)	0.67	0.20
Weighted average number of outstanding shares in thousands		53,775	53,778	53,778	53,778

 $^{\rm 1}~$  EBITDA before other operational result and linearization

# INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

# FOR THE 6 MONTHS ENDED JUNE 30, 2017

IN MILLIONS OF CHF	NOTE	Unaudited 6M 2017	Unaudited 6M 2016	Unaudited Q2 2017	Unaudited Q2 2016
Net earnings		(0.9)	(58.5)	53.0	21.5
OTHER COMPREHENSIVE INCOME					
Actuarial gains / (losses) on post-employment benefits		5.4	(4.9)	5.1	(5.1)
Income tax		(0.4)	0.5	(0.4)	0.5
Items not being reclassified to net income in subsequent periods, net of tax		5.0	(4.4)	4.7	(4.6)
Exchange differences on translating foreign operations		(185.1)	(177.9)	(140.8)	(15.6)
Net gain / (loss) on hedge of net investment in foreign operations Changes in the fair value of forward exchange contracts		64.4	61.8	48.2	(0.9)
held as cash flow hedges		(1.6)	1.1	(1.6)	0.6
Share of other comprehensive income of associates	••••••	0.2	(0.2)	0.4	(0.1)
Income tax on above positions	••••••	-	(0.3)	-	(0.2)
Items to be reclassified to net income in subsequent periods, net of tax		(122.1)	(115.5)	(93.8)	(16.2)
Total other comprehensive income / (loss), net of tax		(117.1)	(119.9)	(89.1)	(20.8)
Total comprehensive income / (loss), net of tax		(118.0)	(178.4)	(36.1)	0.7
ATTRIBUTABLE TO					
Equity holders of the parent		(138.6)	(192.5)	(50.6)	(12.1)
Non-controlling interests		20.6	14.1	14.5	12.8

# INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AT JUNE 30, 2017

IN MILLIONS OF CHF	NOTE	Unaudited 30.06.2017	31.12.2016
ASSETS			
Property, plant and equipment		615.0	629.3
Intangible assets		6,533.0	6,786.6
Investments in associates		34.7	39.7
Deferred tax assets		195.0	177.2
Other non-current assets		292.1	296.1
Non-current assets		7,669.8	7,928.9
Inventories		1,042.6	917.9
Trade and credit card receivables		97.9	94.6
Other accounts receivable		536.1	501.4
Income tax receivables		24.7	26.2
Financial instruments at fair value through profit and loss		0.7	-
Cash and cash equivalents	6	447.6	450.8
Current assets		2,149.6	1,990.9
Total assets		9,819.4	9,919.8
LIABILITIES AND SHAREHOLDERS' EQUITY			
Equity attributable to equity holders of the parent		2,936.4	3,062.0
Non-controlling interests		212.5	208.6
Total equity		3,148.9	3,270.6
Financial debt	6	3,975.7	4,073.9
Deferred tax liabilities		490.6	516.5
Provisions		152.7	183.5
Post-employment benefit obligations		61.4	66.0
Other non-current liabilities		116.8	96.1
Non-current liabilities		4,797.2	4,936.0
Trade payables		717.0	590.4
Financial debt	6	99.5	127.3
Income tax payables		51.2	46.3
Provisions		97.7	116.9
Other liabilities		907.9	832.3
Current liabilities		1,873.3	1,713.2
Total liabilities		6,670.5	6,649.2
Total liabilities and shareholders' equity		9,819.4	9,919.8

# INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE 6 MONTHS ENDED JUNE 30, 2017

		ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT									
2017 IN MILLIONS OF CHF	NOTE	Share capital	Share premium	Treasury shares	Employee benefit re- serve	Hedging & revalua- tion reserves	Trans- lation reserves	Retained earnings	TOTAL	NON-CON- TROLLING INTERESTS	TOTAL EQUITY
Balance at January 1		269.4	4,259.3	(15.0)	(36.7)	1.6	(250.4)	(1,166.2)	3,062.0	208.6	3,270.6
Net earnings / (loss)		-	-	-	-	-	-	(24.9)	(24.9)	24.0	(0.9)
Other comprehensive income / (loss)		-	-	-	5.0	(1.6)	(117.1)	-	(113.7)	(3.4)	(117.1)
Total comprehensive income / (loss) for the period					5.0	(1.6)	(117.1)	(24.9)	(138.6)	20.6	(118.0)
TRANSACTIONS WITH OR DISTRIBUTIONS TO SHAREHOLDERS											
Dividends to non-controlling interests				_	_					(22.1)	(22.1)
Assignment of treasury shares				2.5				(2.5)	-		
Share-based payment		-	-	-	-	-	-	12.8	12.8	-	12.8
Tax effect on equity transactions		_	-	-	-	-	_	(0.3)	(0.3)	-	(0.3)
Total transactions with or distributions to owners				2.5				10.0	12.5	(22.1)	(9.6)
CHANGES IN OWNERSHIP INTERESTS IN SUBSIDIARIES											
Changes in participation of non-controlling interests		_	_	_	_	-	_	0.5	0.5	5.4	5.9
Balance at June 30	••••••	269.4	4,259.3	(12.5)	(31.7)	-	(367.5)	(1,180.6)	2,936.4	212.5	3,148.9

# INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE 6 MONTHS ENDED JUNE 30, 2017

		ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT									
2016 IN MILLIONS OF CHF	NOTE	Share capital	Share premium	Treasury shares	Employee benefit re- serve	Hedging & revalua- tion reserves	Trans- lation reserves	Retained earnings	TOTAL	NON-CON- TROLLING INTERESTS	TOTAL EQUITY
Restated * Balance at January 1		269.4	4,259.3	(14.3)	(21.3)	0.7	(185.8)	(1,153.3)	3,154.7	184.1	3,338.8
Net earnings/(loss)		-	-	-	-	-	-	(75.0)	(75.0)	16.5	(58.5)
Other comprehensive income / (loss)		-	-	-	(4.4)	0.8	(113.9)	-	(117.5)	(2.4)	(119.9)
Total comprehensive income for the period					(4.4)	0.8	(113.9)	(75.0)	(192.5)	14.1	(178.4)
TRANSACTIONS WITH OR DISTRIBUTIONS TO SHAREHOLDERS											
Dividends to non-controlling interests		-	-	_	_	_	_	_	-	(26.9)	(26.9)
Share-based payment		-	-	-	-	-	-	0.5	0.5	-	0.5
Tax effect on equity transactions		_	-	-	-	-	_	-	-	_	-
Total transactions with or distributions to owners								0.5	0.5	(26.9)	(26.4)
CHANGES IN OWNERSHIP INTERESTS IN SUBSIDIARIES											
Changes in participation of non-controlling interests		_	_	_	-	-	-	(23.0)	(23.0)	28.4	5.4
Balance at June 30		269.4	4,259.3	(14.3)	(25.7)	1.5	(299.7)	(1,250.8)	2,939.7	199.7	3,139.4

\* Based on the final assessment of the Purchase Price Allocation related to World Duty Free Group (WDF), certain amounts presented in the annual report 2015 have been restated

# INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS

# FOR THE 6 MONTHS ENDED JUNE 30, 2017

IN MILLIONS OF CHF	NOTE	Unaudited 6M 2017	Unaudited 6M 2016	Unaudited Q2 2017	Unaudited Q2 2016
CASH FLOWS FROM OPERATING ACTIVITIES					
Earnings before taxes (EBT)		(0.3)	(66.8)	63.8	23.1
Total earnings before taxes (EBT)	•••••	(0.3)	(66.8)	63.8	23.1
ADJUSTMENTS FOR:					
		260.2	274.4	130.7	136.9
Depreciation, amortization and impairment	••••••	4.7	0.2		
Loss / (gain) on sale of non-current assets Increase / (decrease) in allowances and provisions		1.8	10.6	1.6	0.1
		•••••	5.1	(18.9)	(1.1)
Loss / (gain) on unrealized foreign exchange differences		(17.5)	•••••	(8.5)	(10.3)
Linearization of concession fees Other non-cash items		21.3	29.3	(7.4)	(2.2)
		10.3	0.5	5.2	0.3
Share of result of associates		4.5	(1.3)	4.7	(1.5)
Interest expense	••••••	111.0	106.9	60.7	52.2
Interest income		(15.6)	(11.7)	(8.3)	(6.7)
Cash flow before working capital changes		380.4	347.2	223.6	190.8
Decrease / (increase) in trade and other accounts receivable		(447)	(OE 9)	(0.8)	(114.0)
		(66.7)	(95.8)	(9.8)	(114.0)
Decrease / (increase) in inventories		(171.3) 164.9	(30.9)	(61.0)	(16.3)
Increase / (decrease) in trade and other accounts payable		104.9	126.0	135.3	156.3
Dividends received from associates		-	4.9	-	4.7
Cash generated from operations		307.3	351.4	288.1	221.5
Income taxes paid		(42.1)	(36.4)	(17.8)	(23.1)
Net cash flows from operating activities		265.2	315.0	270.3	198.4
CASH FLOW FROM INVESTING ACTIVITIES					
Purchase of property, plant and equipment		(105.7)	(99.4)	(63.4)	(56.2)
Purchase of intangible assets		(47.7)	(37.5)	(11.8)	(34.8)
Net purchase of financial assets	••••••	(0.7)	-	(0.6)	-
Proceeds from sale of property, plant and equipment		1.4	3.6	0.6	2.1
Interest received		12.5	8.4	7.0	4.2
Business combinations, net of cash	••••••	-	(0.1)	-	-
Proceeds from sale of interests					
in subsidiaries and associates			3.9	-	-
Proceeds from sale of financial assets		-	17.5	(0.1)	-
Net cash flows used in investing activities		(140.2)	(103.6)	(68.3)	(84.7)
Transaction costs paid for issuance					
of financial instruments		-	(2.5)	-	-
Proceeds from bank loans	6	418.7	55.2	2.5	(0.4)
Repayment of bank loans	6	(466.0)	(7.4)	(220.7)	(7.1)
Proceeds from / (repayment of) 3 <sup>rd</sup> party loans	•••••	0.2	1.1	0.2	0.1
Dividends paid to non-controlling interest	••••••	(22.1)	(26.9)	(15.1)	(20.2)
Net contributions from / (purchase of)	•••••				
non-controlling interests		-	(0.1)	-	(0.1)
Interest paid		(88.7)	(95.9)	(45.1)	(34.1)
Net cash flows (used in) / from financing activities		(157.9)	(76.5)	(278.2)	(61.8)
Currency translation on cash	6	29.7	8.4	21.0	40.4
(Decrease) / increase in cash and cash equivalents		(3.2)	143.3	(55.2)	92.3
CASH AND CASH EQUIVALENTS AT THE					
- beginning of the period	6	450.8	432.5	502.8	483.5
- end of the period	6	447.6	575.8	447.6	575.8
	•••••				••••••

# NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

# FOR THE 6 MONTHS ENDED JUNE 30, 2017

# 1. CORPORATE INFORMATION

Dufry AG (the Company) is a publicly listed company with headquarters in Basel, Switzerland. The Company is the world's leading travel retail company. It operates around 2,200 shops worldwide. The shares of the Company are listed on the SIX Swiss Exchange in Zürich and its Brazilian Depository receipts on the BM&FBOVESPA in São Paulo.

The interim consolidated financial statements of Dufry AG and its subsidiaries (Dufry or the group) for the period ended June 30, 2017 were authorized for public disclosure in accordance with a resolution of the Board of Directors of the Company dated July 28, 2017.

### 2. BASIS OF PREPARATION AND CHANGES TO THE ACCOUNTING POLICIES

### 2.1 BASIS OF PREPARATION

The interim consolidated financial statements for the period ended June 30, 2017 have been prepared in accordance with IAS 34 Interim Financial Reporting.

The interim consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with Dufry's annual financial statements as of December 31, 2016.

# 2.2 NEW STANDARDS, INTERPRETATIONS AND AMENDMENTS ADOPTED

The accounting policies adopted in the preparation of the interim consolidated financial statements are consistent with those followed in the preparation of the Dufry's annual financial statements for the year ended December 31, 2016, except for:

# New or revised Standards and Interpretations adopted in these financial statements (effective January 1, 2017)

- Disclosure initiative amendments to IAS 7 Statement of cash flows Requires additional disclosure of changes in liabilities arising from financing activities (see note 6).
- IAS 12 Income taxes

Additional clarification was issued on the recognition of deferred tax assets for unrealized losses on debt instruments at fair value. Dufry currently does not have debt instruments at fair value.

# 3. SEGMENT INFORMATION

Dufry's risks and returns are predominantly affected by the fact that Dufry operates in different countries. Therefore, Dufry presents the segment information as it does internally to the Group Executive Committee, using geographical segments and the distribution centers as an additional segment.

### Segment information 6M

				2017	2016			
		TURNOVER					TURNOVER	
IN MILLIONS OF CHF	with external customers	with other divisions	TOTAL	EBITDA <sup>1</sup>	with external customers	with other segments	TOTAL	EBITDA <sup>1</sup>
Southern Europe and Africa	776.6	-	776.6	91.3	744.2	-	744.2	85.8
UK, Central and Eastern Europe	961.4	-	961.4	103.0	964.1	-	964.1	98.9
Asia, Middle East and Australia	370.7	-	370.7	23.5	372.4	-	372.4	27.7
Latin America	819.6	-	819.6	42.8	719.9	-	719.9	33.3
North America	849.5	-	849.5	82.2	790.1	-	790.1	80.7
Distribution Centers	43.5	525.6	569.1	68.4	20.2	406.9	427.1	54.8
Total divisions	3,821.3	525.6	4,346.9	411.2	3,610.9	406.9	4,017.8	381.2
Eliminations	-	(525.6)	(525.6)	-	-	(406.9)	(406.9)	-
Dufry	3,821.3	-	3,821.3	411.2	3,610.9	-	3,610.9	381.2

# Segment information Q2

				2017	2016			
		TURNOVER					TURNOVER	
IN MILLIONS OF CHF	with external customers	with other segments	TOTAL	EBITDA <sup>1</sup>	with external customers	with other segments	TOTAL	EBITDA <sup>1</sup>
Southern Europe and Africa	487.8	-	487.8	61.9	457.3	-	457.3	56.8
UK, Central and Eastern Europe	545.9	-	545.9	68.7	536.5	-	536.5	65.0
Asia, Middle East and Australia	182.2	-	182.2	15.9	185.2	-	185.2	14.9
Latin America	419.4	-	419.4	22.3	368.1	-	368.1	16.7
North America	457.4	-	457.4	52.6	422.8	-	422.8	52.3
Distribution Centers	21.8	272.7	294.5	35.1	10.8	212.4	223.2	29.0
Total divisions	2,114.5	272.7	2,387.2	256.5	1,980.7	212.4	2,193.1	234.7
Eliminations	-	(272.7)	(272.7)	-	-	(212.4)	(212.4)	-
Dufry	2,114.5		2,114.5	256.5	1,980.7		1,980.7	234.7

 $^{\rm 1}~$  EBITDA before linearization and other operational result

### Segment assets and liabilities

		30.06.2017	31.12.2016		
IN MILLIONS OF CHF	TOTAL ASSETS	TOTAL LIABILITIES	TOTAL ASSETS	TOTAL LIABILITIES	
Southern Europe and Africa	2,360.0	774.8	2,296.2	656.4	
UK, Central and Eastern Europe	2,287.3	653.7	2,392.2	646.8	
Asia, Middle East and Australia	470.8	209.0	498.3	265.7	
Latin America	1,770.5	372.8	1,967.2	397.0	
North America	1,358.2	264.1	1,417.9	268.6	
Distribution Centers	845.5	291.7	748.6	240.3	
Total divisions	9,092.3	2,566.1	9,320.4	2,474.8	
Unallocated positions	727.1	4,104.4	599.4	4,174.4	
Dufry	9,819.4	6,670.5	9,919.8	6,649.2	

# 4. SEASONALITY

Dufry has its strongest months of turnover and EBITDA between July and September corresponding to the summer time in the northern hemisphere, whereas the first quarter is the weakest. These seasonality effects are more prominent on the result than in turnover.

# 5. INCOME TAXES

IN MILLIONS OF CHF	Unaudited 6M 2017	Unaudited 6M 2016	Unaudited Q2 2017	Unaudited Q2 2016
Current income tax	(48.3)	(46.4)	(27.7)	(27.2)
Deferred income tax	47.7	54.7	16.9	25.6
Total	(0.6)	8.3	(10.8)	(1.6)

# 6. NET DEBT

IN MILLIONS OF CHF	CASH AND CASH EQUIVALENTS	FINANCIAL DEBT CURRENT	FINANCIAL DEBT NON-CURRENT	NET DEBT
Balance at January 1, 2017	450.8	127.3	4,073.9	3,750.4
Cash flows from operating, financing and investing activities	26.5	-	-	(26.5)
Proceeds from bank loans	-	20.4	398.3	418.7
Repayments of bank loans	-	(42.9)	(423.1)	(466.0)
Cash flow	26.5	(22.5)	(24.8)	(73.8)
Currency translation adjustments	(29.7)	(5.3)	(22.2)	2.2
Unrealized exchange differences on the translation				
of bank loans in foreign currencies	-	-	(57.6)	(57.6)
Foreign exchange adjustments	(29.7)	(5.3)	(79.8)	(55.4)
Discounted interest			0.3	0.3
Arrangement fees amortization	-	-	6.1	6.1
Other non-cash movements	-	-	6.4	6.4
Balance at June 30, 2017	447.6	99.5	3,975.7	3,627.6

### 7. PRINCIPAL FOREIGN EXCHANGE RATES APPLIED FOR VALUATION AND TRANSLATION

	AVERAGE RATE		CLOSING RATE
IN CHF	6M 2017	30.06.2017	
1 USD	0.9942	0.9581	
1 EUR	1.0766	1.0950	
1 GBP	1.2518	1.2483	
IN CHF	6M 2016	30.06.2016	31.12.2016
1 USD	0.9818	0.9773	1.0178
1 EUR	1.0958	1.0822	1.0706
1 GBP	1.4078	1.2963	1.2561

