

# THREE MONTHS REPORT 2018



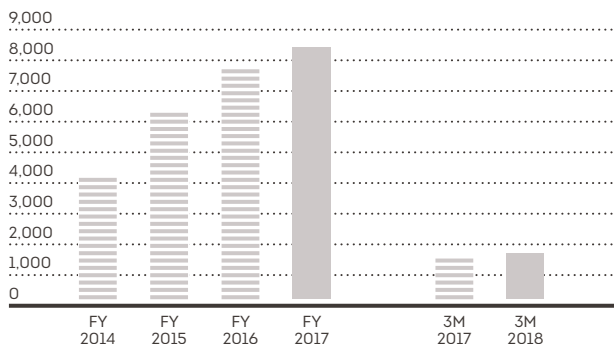
**DUFRY**

WorldClass.WorldWide.

# DUFRY AT A GLANCE

## TURNOVER

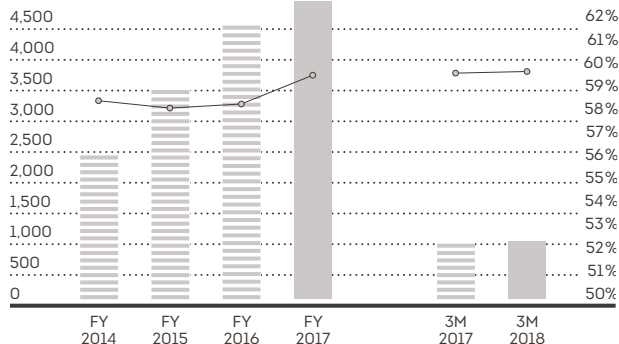
IN MILLIONS OF CHF



## GROSS PROFIT

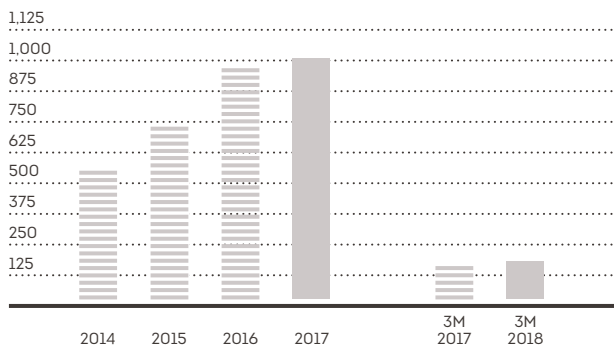
IN MILLIONS OF CHF

MARGIN



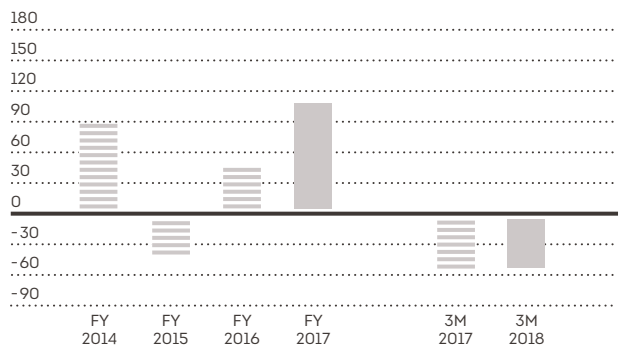
## EBITDA<sup>1</sup>

IN MILLIONS OF CHF



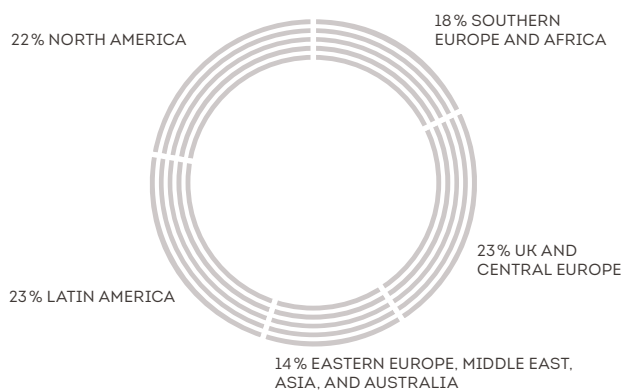
## NET EARNINGS / (LOSS)

IN MILLIONS OF CHF



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

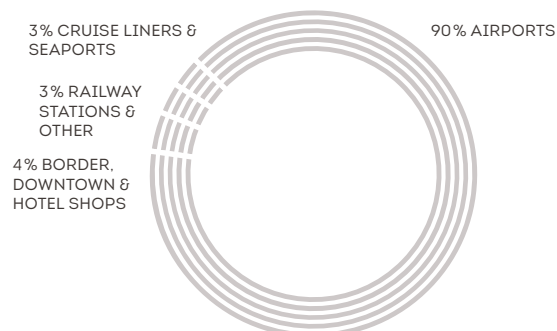
## NET SALES BY DIVISION



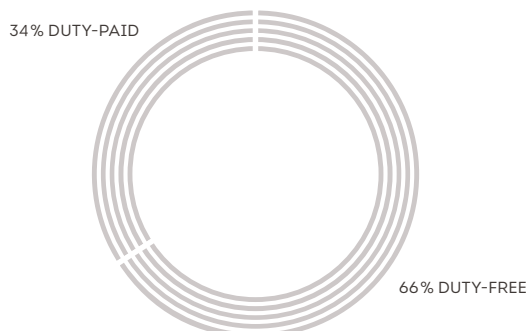
## NET SALES BY PRODUCT CATEGORIES



## NET SALES BY CHANNEL



## NET SALES BY MARKET SECTOR



# INTERIM CONSOLIDATED FINANCIAL STATEMENTS MARCH 2018

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# INTERIM CONSOLIDATED INCOME STATEMENT

FOR THE 3 MONTHS ENDED MARCH 31, 2018

| IN MILLIONS OF CHF  | NOTE | Unaudited<br>3M 2018 | Unaudited<br>3M 2017 |
|---|------|----------------------|----------------------|
| Net sales   |      | 1,767.4              | 1,657.8              |
| Advertising income  |      | 52.6                 | 49.0                 |
| <b>Turnover</b>   |      | <b>1,820.0</b>       | <b>1,706.8</b>       |
| Cost of sales   |      | (730.1)              | (689.6)              |
| <b>Gross profit</b>   |      | <b>1,089.9</b>       | <b>1,017.2</b>       |
| Selling expenses  |      | (523.3)              | (495.3)              |
| Personnel expenses  |      | (284.8)              | (268.6)              |
| General expenses  |      | (99.4)               | (98.8)               |
| Share of result of associates                                   |      | 0.7                  | 0.2                  |
| <b>EBITDA<sup>1</sup></b>                                       |      | <b>183.1</b>         | <b>154.7</b>         |
| Depreciation, amortization and impairment                       |      | (133.5)              | (129.5)              |
| Linearization   |      | (39.9)               | (41.0)               |
| Other operational result  |      | (11.2)               | (6.7)                |
| <b>Earnings before interest and taxes (EBIT)</b>                |      | <b>(1.5)</b>         | <b>(22.5)</b>        |
| Interest expenses   |      | (43.6)               | (50.3)               |
| Interest income   |      | 9.3                  | 7.3                  |
| Foreign exchange gain / (loss)                                  |      | 2.9                  | 1.4                  |
| <b>Earnings before taxes (EBT)</b>                              |      | <b>(32.9)</b>        | <b>(64.1)</b>        |
| Income tax  | 8    | (12.7)               | 10.2                 |
| <b>Net earnings</b>   |      | <b>(45.6)</b>        | <b>(53.9)</b>        |
| ATTRIBUTABLE TO   |      |                      |                      |
| Equity holders of the parent                                    |      | (47.5)               | (60.8)               |
| Non-controlling interests                                       |      | 1.9                  | 6.9                  |
| EARNINGS PER SHARE ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT |      |                      |                      |
| Basic earnings / (loss) per share                               |      | (0.89)               | (1.13)               |
| Diluted earnings / (loss) per share                             |      | (0.89)               | (1.13)               |
| Weighted average number of outstanding shares in thousands      |      | 53,226               | 53,772               |

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

# INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE 3 MONTHS ENDED MARCH 31, 2018

| IN MILLIONS OF CHF  | NOTE | Unaudited<br>3M 2018 | Unaudited<br>3M 2017 |
|---|------|----------------------|----------------------|
| <b>Net earnings</b>   |      | <b>(45.6)</b>        | <b>(53.9)</b>        |
| OTHER COMPREHENSIVE INCOME  |      |                      |                      |
| Actuarial gains / (losses) on post-employment benefits                              |      | (1.5)                | 0.3                  |
| Deferred income tax   |      | -                    | -                    |
| <b>Items not being reclassified to net income in subsequent periods, net of tax</b> |      | <b>(1.5)</b>         | <b>0.3</b>           |
| Exchange differences on translating foreign operations                              |      | (48.7)               | (44.3)               |
| Net gain / (loss) on hedge of net investment in foreign operations                  |      | 29.7                 | 16.2                 |
| Share of other comprehensive income of associates                                   |      | -                    | (0.2)                |
| <b>Items to be reclassified to net income in subsequent periods, net of tax</b>     |      | <b>(19.0)</b>        | <b>(28.3)</b>        |
| <b>Total other comprehensive income / (loss), net of tax</b>                        |      | <b>(20.5)</b>        | <b>(28.0)</b>        |
| <b>Total comprehensive income / (loss), net of tax</b>                              |      | <b>(66.1)</b>        | <b>(81.9)</b>        |
| ATTRIBUTABLE TO   |      |                      |                      |
| Equity holders of the parent  |      | (71.7)               | (88.0)               |
| Non-controlling interests   |      | 5.6                  | 6.1                  |

# INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AT MARCH 31, 2018

| IN MILLIONS OF CHF                                  | NOTE | Unaudited<br>31.03.2018 | 31.12.2017     |
|---|------|-------------------------|----------------|
| <b>ASSETS</b>                                       |      |                         |                |
| Property, plant and equipment                       |      | 647.6                   | 667.9          |
| Intangible assets                                   |      | 6,489.9                 | 6,598.1        |
| Investments in associates                           |      | 34.3                    | 33.9           |
| Deferred tax assets                                 |      | 132.2                   | 133.3          |
| Other non-current assets                            |      | 333.1                   | 338.6          |
| <b>Non-current assets</b>                           |      | <b>7,637.1</b>          | <b>7,771.8</b> |
| Inventories   |      | 1,040.0                 | 1,022.9        |
| Trade and credit card receivables                   |      | 81.9                    | 82.5           |
| Other accounts receivable                           |      | 500.0                   | 508.5          |
| Income tax receivables                              |      | 46.4                    | 40.1           |
| Cash and cash equivalents                           |      | 448.8                   | 565.0          |
| <b>Current assets</b>                               |      | <b>2,117.1</b>          | <b>2,219.0</b> |
| <b>Total assets</b>                                 |      | <b>9,754.2</b>          | <b>9,990.8</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>         |      |                         |                |
| Equity attributable to equity holders of the parent |      | 3,388.3                 | 3,130.1        |
| Non-controlling interests                           |      | 440.6                   | 226.1          |
| <b>Total equity</b>                                 |      | <b>3,828.9</b>          | <b>3,356.2</b> |
| Financial debt                                      | 6    | 3,582.8                 | 4,165.1        |
| Deferred tax liabilities                            |      | 456.4                   | 466.8          |
| Provisions  |      | 101.0                   | 103.3          |
| Post-employment benefit obligations                 |      | 42.1                    | 39.4           |
| Other non-current liabilities                       |      | 131.0                   | 112.9          |
| <b>Non-current liabilities</b>                      |      | <b>4,313.3</b>          | <b>4,887.5</b> |
| Trade payables                                      |      | 624.1                   | 644.6          |
| Financial debt                                      | 6    | 75.6                    | 86.8           |
| Income tax payables                                 |      | 64.2                    | 58.1           |
| Provisions  |      | 54.3                    | 68.8           |
| Other liabilities                                   |      | 793.8                   | 888.8          |
| <b>Current liabilities</b>                          |      | <b>1,612.0</b>          | <b>1,747.1</b> |
| <b>Total liabilities</b>                            |      | <b>5,925.3</b>          | <b>6,634.6</b> |
| <b>Total liabilities and shareholders' equity</b>   |      | <b>9,754.2</b>          | <b>9,990.8</b> |

# INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE 3 MONTHS ENDED MARCH 31, 2018

| 2018<br>IN MILLIONS OF CHF                                     | NOTE | ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT |                  |                    |                                |                              |                      | TOTAL          | NON-CON-<br>TROLLING<br>INTERESTS | TOTAL<br>EQUITY |
|--|------|--|------------------|--------------------|--------------------------------|------------------------------|----------------------|----------------|-----------------------------------|-----------------|
|  |      | Share<br>capital                             | Share<br>premium | Treasury<br>shares | Employee<br>benefit<br>reserve | Trans-<br>lation<br>reserves | Retained<br>earnings |                |                                   |                 |
| <b>Balance at January 1</b>                                    |      | <b>269.4</b>                                 | <b>4,259.3</b>   | <b>(12.5)</b>      | <b>(26.9)</b>                  | <b>(265.5)</b>               | <b>(1,093.7)</b>     | <b>3,130.1</b> | <b>226.1</b>                      | <b>3,356.2</b>  |
| Net earnings / (loss)  |      | -  | -                | -                  | -                              | -                            | (47.5)               | (47.5)         | 1.9                               | (45.6)          |
| Other comprehensive<br>income / (loss)                         |      | -  | -                | -                  | (1.5)                          | (22.7)                       | -                    | (24.2)         | 3.7                               | (20.5)          |
| <b>Total comprehensive<br/>income / (loss) for the period</b>  |      | <b>-</b>                                     | <b>-</b>         | <b>-</b>           | <b>(1.5)</b>                   | <b>(22.7)</b>                | <b>(47.5)</b>        | <b>(71.7)</b>  | <b>5.6</b>                        | <b>(66.1)</b>   |
| TRANSACTIONS WITH<br>OR DISTRIBUTIONS<br>TO SHAREHOLDERS       |      |  |                  |                    |                                |                              |                      |                |                                   |                 |
| Dividends to<br>non-controlling interests                      |      | -  | -                | -                  | -                              | -                            | -                    | -              | (7.9)                             | (7.9)           |
| Purchase and sale<br>of treasury shares                        | 7    | -  | -                | (120.8)            | -                              | -                            | -                    | (120.8)        | -                                 | (120.8)         |
| Profit on disposal<br>of treasury shares                       |      | -  | -                | -                  | -                              | -                            | 0.2                  | 0.2            | -                                 | 0.2             |
| Share-based payment  |      | -  | -                | -                  | -                              | -                            | 7.9                  | 7.9            | -                                 | 7.9             |
| Tax effect on<br>equity transactions                           |      | -  | -                | -                  | -                              | -                            | 0.6                  | 0.6            | -                                 | 0.6             |
| <b>Total transactions with<br/>or distributions to owners</b>  |      | <b>-</b>                                     | <b>-</b>         | <b>(120.8)</b>     | <b>-</b>                       | <b>-</b>                     | <b>8.7</b>           | <b>(112.1)</b> | <b>(7.9)</b>                      | <b>(120.0)</b>  |
| CHANGES IN OWNERSHIP<br>INTERESTS IN SUBSIDIARIES              |      |  |                  |                    |                                |                              |                      |                |                                   |                 |
| Gain on sale of 42.6%<br>of Hudson Ltd                         | 5    | -  | -                | -                  | -                              | -                            | 442.0                | 442.0          | 213.0                             | 655.0           |
| Other changes in participation<br>of non-controlling interests |      | -  | -                | -                  | -                              | -                            | -                    | -              | 3.8                               | 3.8             |
| <b>Balance at March 31</b>                                     |      | <b>269.4</b>                                 | <b>4,259.3</b>   | <b>(133.3)</b>     | <b>(28.4)</b>                  | <b>(288.2)</b>               | <b>(690.5)</b>       | <b>3,388.3</b> | <b>440.6</b>                      | <b>3,828.9</b>  |

# INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE 3 MONTHS ENDED MARCH 31, 2018

| 2017<br>IN MILLIONS OF CHF                                    | NOTE | ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT |                  |                    |                                |   |                              |                      | TOTAL          | NON-CON-<br>TROLLING<br>INTERESTS | TOTAL<br>EQUITY |
|---|------|--|------------------|--------------------|--------------------------------|---|------------------------------|----------------------|----------------|-----------------------------------|-----------------|
|   |      | Share<br>capital                             | Share<br>premium | Treasury<br>shares | Employee<br>benefit<br>reserve | Hedging<br>& revalu-<br>ation<br>reserves | Trans-<br>lation<br>reserves | Retained<br>earnings |                |                                   |                 |
| <b>Balance at January 1</b>                                   |      | <b>269.4</b>                                 | <b>4,259.3</b>   | <b>(15.0)</b>      | <b>(36.7)</b>                  | <b>1.6</b>                                | <b>(250.4)</b>               | <b>(1,166.2)</b>     | <b>3,062.0</b> | <b>208.6</b>                      | <b>3,270.6</b>  |
| Net earnings / (loss)   |      | -  | -                | -                  | -                              | -   | -                            | (60.8)               | (60.8)         | 6.9                               | (53.9)          |
| Other comprehensive<br>income / (loss)                        |      | -  | -                | -                  | 0.3                            | -   | (27.5)                       | -                    | (27.2)         | (0.8)                             | (28.0)          |
| <b>Total comprehensive income<br/>for the period</b>          |      | <b>-</b>                                     | <b>-</b>         | <b>-</b>           | <b>0.3</b>                     | <b>-</b>                                  | <b>(27.5)</b>                | <b>(60.8)</b>        | <b>(88.0)</b>  | <b>6.1</b>                        | <b>(81.9)</b>   |
| TRANSACTIONS WITH<br>OR DISTRIBUTIONS<br>TO SHAREHOLDERS      |      |  |                  |                    |                                |   |                              |                      |                |                                   |                 |
| Dividends to<br>non-controlling interests                     |      | -  | -                | -                  | -                              | -   | -                            | -                    | -              | (7.0)                             | (7.0)           |
| Share-based payment   |      | -  | -                | -                  | -                              | -   | -                            | 5.1                  | 5.1            | -                                 | 5.1             |
| Tax effect on<br>equity transactions                          |      | -  | -                | -                  | -                              | -   | -                            | (0.1)                | (0.1)          | -                                 | (0.1)           |
| <b>Total transactions with<br/>or distributions to owners</b> |      | <b>-</b>                                     | <b>-</b>         | <b>-</b>           | <b>-</b>                       | <b>-</b>                                  | <b>-</b>                     | <b>5.0</b>           | <b>5.0</b>     | <b>(7.0)</b>                      | <b>(2.0)</b>    |
| CHANGES IN OWNERSHIP<br>INTERESTS IN SUBSIDIARIES             |      |  |                  |                    |                                |   |                              |                      |                |                                   |                 |
| Changes in participation of<br>non-controlling interests      |      | -  | -                | -                  | -                              | -   | -                            | (1.1)                | (1.1)          | 2.9                               | 1.8             |
| <b>Balance at March 31</b>                                    |      | <b>269.4</b>                                 | <b>4,259.3</b>   | <b>(15.0)</b>      | <b>(36.4)</b>                  | <b>1.6</b>                                | <b>(277.9)</b>               | <b>(1,223.1)</b>     | <b>2,977.9</b> | <b>210.6</b>                      | <b>3,188.5</b>  |



# INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE 3 MONTHS ENDED MARCH 31, 2018

| IN MILLIONS OF CHF  | NOTE | Unaudited<br>3M 2018 | Unaudited<br>3M 2017 |
|---|------|----------------------|----------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                   |      |                      |                      |
| Earnings before taxes (EBT)   |      | (32.9)               | (64.1)               |
| Depreciation, amortization and impairment                                     |      | 133.5                | 129.5                |
| Loss / (gain) on sale of non-current assets                                   |      | 1.0                  | 3.1                  |
| Increase / (decrease) in allowances and provisions                            |      | 9.2                  | 20.7                 |
| Loss / (gain) on unrealized foreign exchange differences                      |      | (13.2)               | (9.0)                |
| Linearization of concession fees  |      | 25.6                 | 28.7                 |
| Other non-cash items  |      | 7.9                  | 5.1                  |
| Share of result of associates   |      | (0.7)                | (0.2)                |
| Interest expense  |      | 43.6                 | 50.3                 |
| Interest income   |      | (9.3)                | (7.3)                |
| <b>Cash flow before working capital changes</b>                               |      | <b>164.7</b>         | <b>156.8</b>         |
| Decrease / (increase) in trade and other accounts receivable                  |      | 21.0                 | (56.9)               |
| Decrease / (increase) in inventories  |      | (35.2)               | (110.3)              |
| Increase / (decrease) in trade and other accounts payable                     |      | (116.6)              | 29.6                 |
| <b>Cash generated from operations</b>   |      | <b>33.9</b>          | <b>19.2</b>          |
| Income taxes paid   |      | (23.3)               | (24.3)               |
| <b>Net cash flows from operating activities</b>                               |      | <b>10.6</b>          | <b>(5.1)</b>         |
| <b>CASH FLOW FROM INVESTING ACTIVITIES</b>                                    |      |                      |                      |
| Purchase of property, plant and equipment                                     |      | (48.1)               | (42.3)               |
| Purchase of intangible assets   |      | (17.1)               | (35.9)               |
| Purchase of financial assets  |      | (0.2)                | (0.1)                |
| Purchase of interest associates   |      | (0.4)                | -                    |
| Proceeds from sale of property, plant and equipment                           |      | 2.2                  | 0.8                  |
| Proceeds from sale of financial assets  |      | -                    | 0.1                  |
| Interest received   |      | 7.8                  | 5.5                  |
| <b>Net cash flows used in investing activities</b>                            |      | <b>(55.8)</b>        | <b>(71.9)</b>        |
| <b>CASH FLOW FROM FINANCING ACTIVITIES</b>                                    |      |                      |                      |
| Transaction costs for financial instruments                                   |      | (8.3)                | -                    |
| Proceeds from bank loans  |      | -                    | 416.1                |
| Repayment of bank loans   |      | (630.2)              | (245.3)              |
| Proceeds from / (repayment of) third party loans payable                      |      | 0.1                  | -                    |
| Repayment of / (proceeds from) third party loans receivable                   |      | 0.6                  | 0.1                  |
| Dividends paid to non-controlling interest                                    |      | (6.7)                | (7.0)                |
| Purchase of treasury shares   | 7    | (147.9)              | -                    |
| Proceeds from sale of treasury shares   |      | 27.3                 | -                    |
| Net contributions from / (purchase of) non-controlling interests <sup>1</sup> |      | 665.5                | -                    |
| Interest paid   |      | (44.2)               | (43.6)               |
| <b>Net cash flows (used in) / from financing activities</b>                   |      | <b>(143.8)</b>       | <b>120.3</b>         |
| Currency translation on cash  |      | 72.8                 | 8.7                  |
| <b>(Decrease) / increase in cash and cash equivalents</b>                     |      | <b>(116.2)</b>       | <b>52.0</b>          |
| <b>CASH AND CASH EQUIVALENTS AT THE</b>                                       |      |                      |                      |
| - beginning of the period   |      | 565.0                | 450.8                |
| - end of the period   |      | 448.8                | 502.8                |

<sup>1</sup> Mainly comprises proceeds from sale of a minority share of Hudson Ltd. CHF 665.2 million (see note 5)

# NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

**FOR THE 3 MONTHS ENDED MARCH 31, 2018**

## **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 March 31, 2018 were authorized for public disclosure in accordance with a resolution of the Board of Directors of the Company dated May 3, 2018.

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

### **2.1 BASIS OF PREPARATION**

The interim consolidated financial statements for the period ended March 31, 2018 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, 2017.

### **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, 2017, except for the following new or revised Standards and Interpretations adopted in these financial statements (effective January 1, 2018). The impact is disclosed in note 9.

**IFRS 9****Financial Instruments** (effective January 1, 2018)

IFRS 9 addresses the classification, measurement and derecognition of financial assets and financial liabilities, introduces new rules for hedge accounting and a new impairment model for financial assets.

**Phase 1:** Classification and measurement – determines how financial assets and financial liabilities are accounted for and measured on an ongoing basis.

At January 1, 2018, the Group had no financial assets classified as available for sale, held-to-maturity or fair value through OCI (FVTOCI). The financial assets and liabilities currently classified as fair value through profit or loss (FVTPL) will continue to meet the criteria for this category as these do not include any non-derivative components. Hence there will be no change to the accounting classification for Dufrey's assets and liabilities.

**Phase 2:** Impairment – a new single expected loss impairment model is introduced that will require more timely recognition of expected credit losses.

The new impairment model requires the recognition of impairment provisions based on expected credit losses (ECL) rather than only incurred credit losses as is the case under IAS 39. It applies to financial assets classified at amortized cost, debt instruments measured at FVTOCI, contract assets under IFRS 15 Revenue from Contracts with Customers, lease receivables, loan commitments and certain financial guarantee contracts. Based on the assessments, no significant change in the allowances has been identified, as the company measured the credit risk already in the past based on expected future losses.

**Phase 3:** Hedge accounting – the new model aligns the accounting treatment with risk management activities. Users of the financial statements will be provided with better information about risk management and the effect of hedge accounting on the financial statements.

Based on IFRS 9, more hedge relationships might be eligible for hedge accounting, as the standard introduces a more principles-based approach. The Group has confirmed that its current hedge relationships qualify as continuing hedges upon the adoption of IFRS 9. In addition, the Group started to designate the intrinsic value of foreign currency option contracts as hedging instruments going forward, which until December 31, 2017 have been accounted as derivatives at FVTPL. Changes in the fair value of foreign exchange forward contracts attributable to forward points, and in the time value of the option contracts, will in this case be deferred in new costs of hedging reserve OCI. Thereafter, the deferred amounts will be recycled against the related hedged transaction when it occurs.

The Group has not utilized hedges in relation to changes in the fair value of foreign exchange forward contracts attributable to forward points at December 31, 2017.

In 2018, Dufrey's disclosures about financial instruments will expand, commenting about changes in nature and extent to comply with the new standard.

Dufrey did not identify any cases where the new classifications and measurements of financial assets and financial liabilities as introduced by IFRS 9 had any material impact on the current financial statements. The current valuation and presentation of hedges are aligned with the requirements of IFRS 9. Furthermore the allowances for trade receivables and receivables for advertising services are not expected to increase due to the adoption of IFRS 9 in 2018.

**IFRS 15****Revenue from contracts with customers** (effective January 1, 2018)

IFRS 15, revenue from contracts with customers deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognized when a customer obtains control of goods or services and thus has the ability to direct the use and obtain the benefits from the goods or services.

The standard replaces IAS 18 Revenue and IAS 11 Construction contracts and related interpretations. Dufry has analyzed the impact of the standard and has not identified any need for material changes to the current revenue recognition approach.

Dufry considered the following aspects:

**(a) Sale of goods**

The Group recognizes net sales, and the related cost of goods sold, when it sells and hands over directly at the shops to the traveler consumables or fashion products manufactured by third parties which have been previously paid in cash or with credit card. Net sales are presented net of customary discounts or sales taxes. Credit card receivables have different contractual terms, but most of them are collectable within 4 days and consequently presented as cash equivalents. There are very limited returns of goods sold.

**(b) Advertising income**

The Group's advertising income is resulting from several distinctive marketing support activities, not affecting the retail price, performed by Dufry after having been developed and coordinated together with our suppliers. The income is recognized in the period the services are rendered to the travelers and the receivables paid by the suppliers based on the contractual terms. Usually Dufry is not entitled to off-set the income with trade payables related with the same supplier. An allowance on the advertising income is recognized to reflect the risks in relation with the final achievements of incentives based on thresholds, to be confirmed only after the end of the program, as well as other uncertainties.

The Group has adopted the modified retrospective approach, which means that any cumulative impact of the adoption will be recognized in retained earnings as of January 1, 2018 and that the comparatives will not be restated.

**IFRS 2 "Share-based Payment" amendment**

The clarification of the classification and measurement of share-based payment transactions.

**Annual Improvements 2014-2017 – issued December 2017**

Interpretation 22 – Foreign Currency Transactions and Advance Considerations

Clarification that the election to measure at fair value through profit or loss is available on an investment-by-investment basis, upon initial recognition. Clarification of the date to be used for the exchange rate on initial recognition of a related asset, expense or income where consideration is paid or received in advance for foreign currency denominated contracts. For each payment the date to be used is the same as the date for the initial recognition of the related non-monetary asset or liability.

### 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 3M

| IN MILLIONS OF CHF  | 2018                    |                      |                |              | 2017 <sup>1</sup>       |                     |                |              |
|---|-------------------------|----------------------|----------------|--------------|-------------------------|---------------------|----------------|--------------|
|   | TURNOVER                |                      |                | EBITDA*      | TURNOVER                |                     |                | EBITDA*      |
|   | with external customers | with other divisions | TOTAL          |              | with external customers | with other segments | TOTAL          |              |
| Southern Europe and Africa                                    | 321.1                   | -                    | 321.1          | 25.3         | 288.8                   | -                   | 288.8          | 29.4         |
| UK and Central Europe <sup>1</sup>                            | 397.4                   | -                    | 397.4          | 38.6         | 384.2                   | -                   | 384.2          | 34.5         |
| Eastern Europe, Middle East, Asia, and Australia <sup>1</sup> | 256.5                   | -                    | 256.5          | 20.3         | 219.8                   | -                   | 219.8          | 7.4          |
| Latin America   | 408.1                   | -                    | 408.1          | 22.4         | 400.2                   | -                   | 400.2          | 20.5         |
| North America   | 404.4                   | -                    | 404.4          | 33.2         | 392.1                   | -                   | 392.1          | 29.6         |
| Distribution Centers  | 32.5                    | 273.4                | 305.9          | 43.3         | 21.7                    | 252.9               | 274.6          | 33.3         |
| <b>Total divisions</b>  | <b>1,820.0</b>          | <b>273.4</b>         | <b>2,093.4</b> | <b>183.1</b> | <b>1,706.8</b>          | <b>252.9</b>        | <b>1,959.7</b> | <b>154.7</b> |
| Eliminations  | -                       | (273.4)              | (273.4)        | -            | -                       | (252.9)             | (252.9)        | -            |
| <b>Dufry</b>  | <b>1,820.0</b>          | <b>-</b>             | <b>1,820.0</b> | <b>183.1</b> | <b>1,706.8</b>          | <b>-</b>            | <b>1,706.8</b> | <b>154.7</b> |

<sup>1</sup> On January 1, 2018, Dufry assigned certain Russian and Central Asia operations from Division UK and Central Europe to Division Eastern Europe, Middle East, Asia, and Australia. The 2017 figures have been adjusted accordingly.

\* EBITDA before other operational result and linearization

#### Segment assets and liabilities

| IN MILLIONS OF CHF  | 31.03.2018     |                   | 31.12.2017 <sup>1</sup> |                   |
|---|----------------|-------------------|-------------------------|-------------------|
|   | TOTAL ASSETS   | TOTAL LIABILITIES | TOTAL ASSETS            | TOTAL LIABILITIES |
| Southern Europe and Africa                                    | 2,438.3        | 681.6             | 2,445.4                 | 691.8             |
| UK and Central Europe <sup>1</sup>                            | 2,336.7        | 519.1             | 2,298.7                 | 566.1             |
| Eastern Europe, Middle East, Asia, and Australia <sup>1</sup> | 592.5          | 241.0             | 627.2                   | 241.3             |
| Latin America   | 1,693.3        | 333.7             | 1,786.7                 | 376.6             |
| North America   | 1,311.7        | 221.2             | 1,441.0                 | 233.6             |
| Distribution Centers  | 893.8          | 261.7             | 1,014.4                 | 270.8             |
| <b>Total divisions</b>  | <b>9,266.3</b> | <b>2,258.3</b>    | <b>9,613.4</b>          | <b>2,380.2</b>    |
| Unallocated positions   | 487.9          | 3,667.0           | 377.4                   | 4,254.4           |
| <b>Dufry</b>  | <b>9,754.2</b> | <b>5,925.3</b>    | <b>9,990.8</b>          | <b>6,634.6</b>    |

<sup>1</sup> On January 1, 2018, Dufry assigned certain Russian and Central Asia operations from Division UK and Central Europe to Division Eastern Europe, Middle East, Asia, and Australia. The 2017 figures have been adjusted accordingly.

### 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. HUDSON IPO

Prior to the completion of the secondary initial public offering, Dufry International AG created Hudson Ltd, a fully owned subsidiary in Bermuda, to hold all the shares of Dufry America Holding, Inc. the parent entity of the Hudson Group (HG), Inc. in the USA and Canada, as well as The Nuance Group (Canada), Inc. the parent entity of WDFG Vancouver LP. All these operations comprise Dufry's North America division.

On January 31, 2018 the initial public offering (IPO) took place in which Dufry International AG offered 42.6% or 39,417,765 Class A common shares of Hudson Ltd at a public offering price of USD 19.00 per share, adding up to a gross income of CHF 697.4 (USD 748.9) million. The underwriting discounts and commissions incurred have been CHF 32.2 (USD 34.5) million, resulting in a net proceed of CHF 665.2 (USD 714.4) million. The shares began trading on the New York Stock Exchange on February 1, 2018, under the ticker symbol "HUD". Dufry used the proceeds mainly to reduce the bank debt. The gain of this transaction after transaction expenses amounted to CHF 442.0 million and will have no material income tax effect.

After the IPO Dufry retained the control of Hudson Ltd, as the shares offered through the IPO represented less than 50% of the total in terms of shares or voting rights.

## 6. FINANCIAL DEBT

| IN MILLIONS OF CHF                | 31.03.2018     | 31.12.2017     |
|-----------------------------------|----------------|----------------|
| Bank debt (overdrafts)            | 5.9            | 10.8           |
| Bank debt (loans)                 | 66.4           | 72.9           |
| Third party loans                 | 3.3            | 3.1            |
| <b>Financial debt, short-term</b> | <b>75.6</b>    | <b>86.8</b>    |
| Bank debt (loans)                 | 1,829.0        | 2,420.1        |
| Senior Notes                      | 1,746.6        | 1,737.6        |
| Third party loans                 | 7.2            | 7.4            |
| <b>Financial debt, long-term</b>  | <b>3,582.8</b> | <b>4,165.1</b> |
| <b>Total</b>                      | <b>3,658.4</b> | <b>4,251.9</b> |
| OF WHICH ARE                      |                |                |
| Bank debt                         | 1,901.3        | 2,503.8        |
| Senior Notes                      | 1,746.6        | 1,737.6        |
| Third party loans                 | 10.5           | 10.5           |

### BANK DEBT

| IN MILLIONS OF CHF             | 31.03.2018     | 31.12.2017     |
|--------------------------------|----------------|----------------|
| Main bank debts                | 1,836.7        | 2,433.0        |
| Bank debts at subsidiaries     | 78.0           | 87.7           |
| Deferred bank arrangement fees | (13.4)         | (16.9)         |
| <b>Total</b>                   | <b>1,901.3</b> | <b>2,503.8</b> |

### SENIOR NOTES

| IN MILLIONS OF CHF               | 31.03.2018     | 31.12.2017     |
|----------------------------------|----------------|----------------|
| Senior Notes denominated in Euro | 1,762.5        | 1,753.8        |
| Deferred arrangement fees        | (15.9)         | (16.2)         |
| <b>Total</b>                     | <b>1,746.6</b> | <b>1,737.6</b> |

## MAIN BANK CREDIT FACILITIES

| IN MILLIONS OF                                    | MATURITY   | CURRENCY | CREDIT LIMIT<br>IN LOCAL<br>CURRENCY | DRAWN AMOUNT IN CHF |                |
|---|------------|----------|--------------------------------------|---------------------|----------------|
|   |            |          |                                      | 31.03.2018          | 31.12.2017     |
| Committed short-term financing                    | 03.11.2018 | EUR      | 500.0                                | –                   | 584.6          |
| Committed 5-year term loan                        | 03.11.2022 | USD      | 700.0                                | 667.4               | 682.0          |
| Committed 5-year term loan (multi-currency)       | 03.11.2022 | EUR      | 500.0                                | 592.6               | 581.8          |
| 5-year revolving credit facility (multi-currency) | 03.11.2022 | EUR      | 1,300.0                              | 576.7               | 584.6          |
| <b>Total</b>                                      |            |          |                                      | <b>1,836.7</b>      | <b>2,433.0</b> |

## 7. TREASURY SHARES

|                                     | NUMBER OF SHARES | IN MILLIONS OF CHF |
|-------------------------------------|------------------|--------------------|
| <b>Balance at January 1, 2017</b>   | <b>100,169</b>   | <b>15.0</b>        |
| Assigned to holders of PSU-Awards   | (15,979)         | (2.5)              |
| <b>Balance at December 31, 2017</b> | <b>84,190</b>    | <b>12.5</b>        |
| Share purchases                     | 1,075,000        | 147.9              |
| Share sales                         | (197,334)        | (27.1)             |
| <b>Subtotal</b>                     | <b>877,666</b>   | <b>120.8</b>       |
| <b>Balance at March 31, 2018</b>    | <b>961,856</b>   | <b>133.3</b>       |

## 8. INCOME TAXES

| IN MILLIONS OF CHF  | Unaudited<br>3M 2018 | Unaudited<br>3M 2017 |
|---------------------|----------------------|----------------------|
| Current income tax  | (22.8)               | (20.6)               |
| Deferred income tax | 10.1                 | 30.8                 |
| <b>Total</b>        | <b>(12.7)</b>        | <b>10.2</b>          |

In Q1 2018, the deferred tax presented a lower income than in Q1 2017 due to a one-off charge of CHF 13.1 million, related to the internal restructuring of three US subsidiaries prior to the IPO of Hudson.

## 9. IFRS 9

The group adopted IFRS 9 as of January 1, 2018, implying changes in our accounting policies. In accordance with the transitional provisions in IFRS 9 (7.2.15) and (7.2.26), comparative figures will not be restated.

## 9.1 CLASSIFICATION AND MEASUREMENT OF FINANCIAL INSTRUMENTS

There was no impact on the group's retained earnings as of January 1, 2018 due to classification and measurement of financial instruments.

On January 1, 2018 the group's management has assessed which business models apply to the financial assets held by the group at the date of initial application of IFRS 9 (January 1, 2018) and has classified its financial instruments into the appropriate IFRS 9 categories. There was no effect resulting from this reclassification.

The group currently has no financial assets classified as available for sale, held-to-maturity or FVOCI. The financial assets and liabilities currently classified as FVTPL will continue to meet the criteria for this as these do not include any non-derivatives. Hence there will be no change to the accounting for these assets and liabilities. These reclassifications have no impact on the measurement categories.

On the date of initial application, January 1, 2018, the financial instruments of the group were as follows, with any reclassifications noted:

| IN MILLIONS OF CHF                   | MEASUREMENT CATEGORY |                 | CARRYING AMOUNT                |                           |
|--------------------------------------|----------------------|-----------------|--------------------------------|---------------------------|
|                                      | Original<br>(IAS 39) | New<br>(IFRS 9) | Original<br>in millions of CHF | New<br>in millions of CHF |
| Other non current assets             | Amortized costs      | Amortized costs | 136.5                          | 136.5                     |
| Derivatives                          | FVTPL                | FVTPL           | -                              | -                         |
| <b>Non-current financial assets</b>  |                      |                 | <b>136.5</b>                   | <b>136.5</b>              |
| Trade receivables                    | Amortized costs      | Amortized costs | 82.5                           | 82.5                      |
| Cash and cash equivalents            | Amortized costs      | Amortized costs | 565.0                          | 565.0                     |
| Other receivables                    | Amortized costs      | Amortized costs | 246.0                          | 246.0                     |
| Derivatives                          | FVTPL                | FVTPL           | 10.0                           | 10.0                      |
| <b>Current financial assets</b>      |                      |                 | <b>903.5</b>                   | <b>903.5</b>              |
| Derivatives                          | FVTPL                | FVTPL           | -                              | -                         |
| <b>Current financial liabilities</b> |                      |                 | <b>-</b>                       | <b>-</b>                  |

## 9.2 DERIVATIVES AND HEDGING ACTIVITIES

The group's risk management strategies and hedge documentation are aligned with the requirements of IFRS 9 and are thus treated as continuing hedges.

As of January 1, 2018, the group did not designate the intrinsic value of foreign currency option contracts as hedging instruments. These are currently accounted as derivatives at FVTPL.

## 9.3 IMPAIRMENT OF FINANCIAL ASSETS

The group has two types of financial assets subject to IFRS 9's new expected credit loss model, trade receivables and receivables for advertising services.

### Trade receivables

The Group's wholesale business comprises some selected Duty Free partners working in markets not relevant for Dufry. In order to limit the credit risk, certain customers are provided on prepayment terms only, whereas the rest, which is not very significant reached an outstanding receivable balance at March 31, 2018 of CHF 52.7 (December 31, 2017: 61.9) million. Among these customers are receivables from associated companies, in which Dufry has significant influence, with balances at March 31, 2018 of CHF 11.9 (December 31, 2017: 10.5) million. The credit risk assumed for the remaining part is provided based on a long commercial experience with these business partners and are reviewed periodically case by case. The Group provided already in the past the allowances based on the future expected losses as it comprises only few customers.



**Receivables for advertising services**

The Group expects to recover certain amounts receivables for advertising services from our normal suppliers of merchandise. For closed advertising programs the amounts are invoiced and due based on contractual terms, whereas for services rendered, but the programs not yet finalized, the amounts are accrued. The outstanding receivables at March 31, 2018 amounted to CHF 128.8 (December 31, 2017: 159.1) million. We consider that the credit risk in relation with these balances is limited due to the ongoing business relationships with these suppliers. The allowance on these receivables is reflecting uncertainties in relation with the achievement of certain thresholds (accruals), which will only be confirmed in the future. The balances are reviewed every month on an individual basis, to ensure that the future potential negative adjustments at balance sheet date do not exceed the allowance raised.

**10. PRINCIPAL FOREIGN EXCHANGE RATES APPLIED FOR VALUATION AND TRANSLATION**

| IN CHF        | AVERAGE RATE   | CLOSING RATE      |                   | TRANSACTION RATE |
|---------------|----------------|-------------------|-------------------|------------------|
|               | 3M 2018        | 31.03.2018        |                   | 31.01.2018       |
| 1 USD         | 0.9481         | 0.9534            |                   | 0.9312           |
| 1 EUR         | 1.1651         | 1.1750            |                   | 1.1568           |
| 1 GBP         | 1.3195         | 1.3366            |                   | 1.3218           |
| 1 BRL         | 0.2900         | 0.2885            |                   | 0.2945           |
| <b>IN CHF</b> | <b>3M 2017</b> | <b>31.03.2017</b> | <b>31.12.2017</b> |                  |
| 1 USD         | 1.0037         | 1.0029            | 0.9743            |                  |
| 1 EUR         | 1.0698         | 1.0686            | 1.1692            |                  |
| 1 GBP         | 1.2438         | 1.2593            | 1.3170            |                  |
| 1 BRL         | 0.3178         | 0.3166            | 0.2946            |                  |



To the Board of Directors of  
**Dufry AG, Basel**

Basel, 3 May 2018

## Report on the review of interim consolidated financial statements



### Introduction

We have reviewed the interim consolidated financial statements (income statement, statement of comprehensive income, statement of financial position, statement of cash flows, statement of changes in equity and notes, pages 4 to 17) of Dufry AG, Basel for the period from 1 January 2018 to 31 March 2018. The Board of Directors is responsible for the preparation and presentation of these interim consolidated financial statements in accordance with International Financial Reporting Standard IAS 34 "Interim Financial Reporting". Our responsibility is to express a conclusion on these interim consolidated financial statements based on our review.



### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim consolidated financial statements are not prepared, in all material respects, in accordance with International Financial Reporting Standard IAS 34 "Interim Financial Reporting".

Ernst & Young Ltd

Christian Krämer  
Licensed audit expert  
(Auditor in charge)

Philipp Baumann  
Licensed audit expert