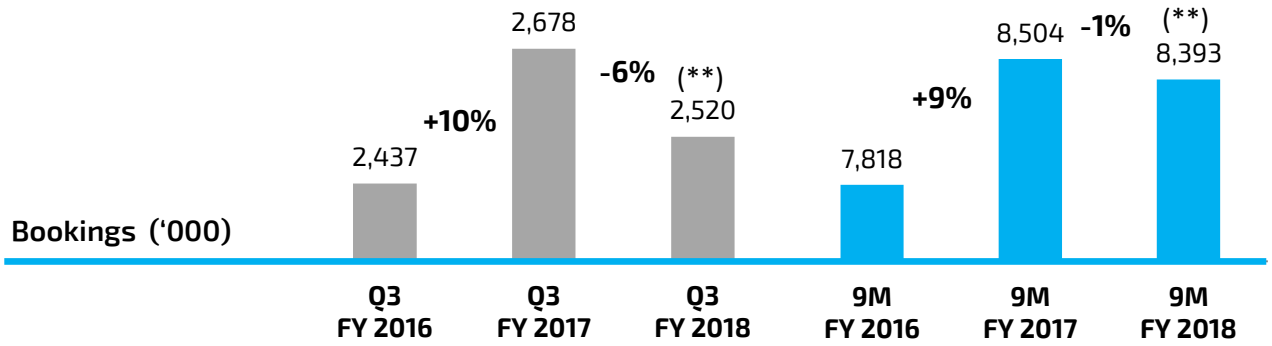
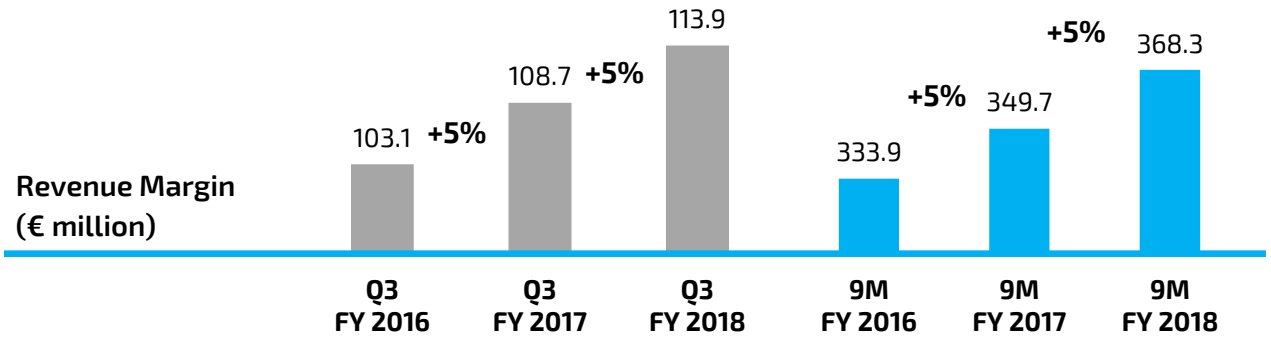
eDreams ODIGEO

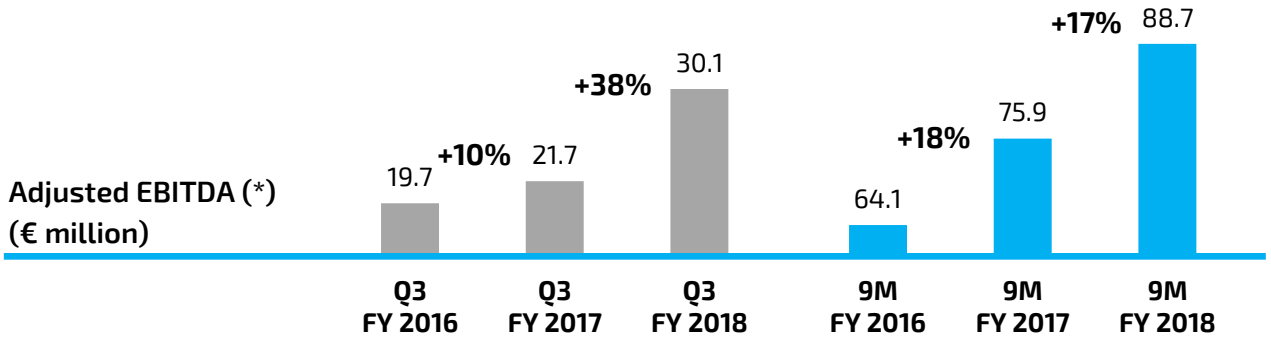
9M RESULTS REPORT

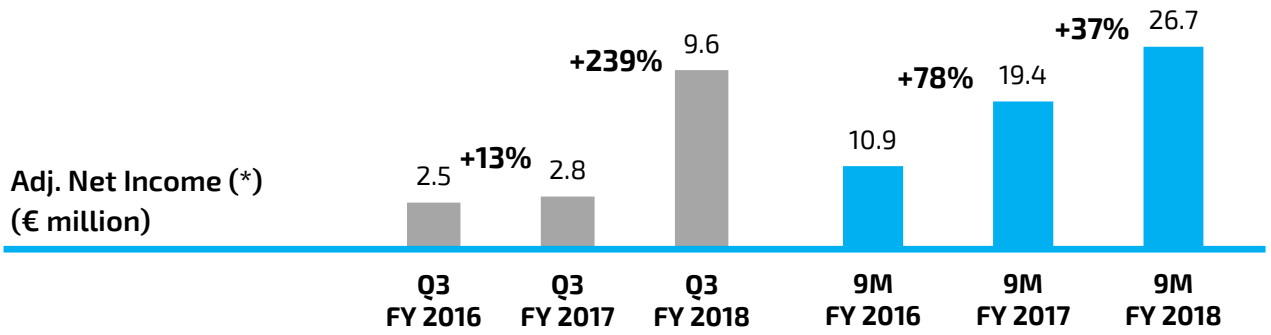
FY 2018

Summary Financial Information









(*) Non- GAAP performance measure. Definition of Non GAAP performance measures provided on pages 45-48

(**) Change in bookings was driven by the Core market and Non-flight business due to an accelerated investment in the change of our revenue model, the transition to mobile, as well as by the sale of our corporate travel and packaged tours business

eDreams ODIGEO has built a highly successful travel business with well-known global brands over the past 15 years.



#1

flight retailer in Europe[1]; growing market share



1bn

monthly searches[1]



>18M

Customers served[1]



>6000

Product feature changes launched[4]



43

countries where we operate[1]



143

web sites[3]



33%

Diversification revenues[2]



36%

flight bookings via mobile devices[2]

[1] Reference period FY 2017
[2] Reference period Q3 FY 2018
[3] Includes sites across all markets, brands, and devices
[4] Reference period calendar 2017

Index

- Results Highlights
- Quote from CEO
- Outlook
- Business Review
    1. By Business
    2. By Geography
- KPIs
- Financial Review
- Other information
- Condensed Consolidated Interim Financial Statements and Notes
- Glossary & reconciliation

Solid performance in first nine months with strategic investment and new revenue model driving positive results; on track to meet raised full-year guidance

Results Highlights

- Solid revenue margin +5% to €368.3m despite strategic shift. Adjusted EBITDA growth of 17% to €88.7m
- 9M bookings +1% on last year adjusted for the sale of corporate travel and packaged tours business
- Revenue diversification initiatives accelerating and delivering results
    - Revenue diversification ratio increased to 33% (from 29%)
    - Product diversification ratio increasing to 51% (from 44%)
    - Strong growth in mobile bookings now representing 36% of total flight bookings versus 30% in Q3 FY17
- Net leverage down to 2,99x
- Well on track to meet guidance, as announced in November 2nd, Bookings in excess of 11.7m, revenue margin in excess of €487m, adjusted EBITDA €118m +/- 2 million (+10% growth year-on-year)

Quote from the CEO

"eDreams ODIGEO has delivered a solid performance in the first nine months of the year as we continue to benefit from the strategic shift in our business model. We are making good progress against our KPIs with our focus on revenue and product diversification translating into greater profitability for the group, and our investment in technology delivering market-leading capabilities and mobile bookings that exceed the industry average. Overall, I am pleased with the performance of the business and we remain on track to meet our raised full year guidance."

"eDreams ODIGEO has delivered a better performance than we had planned. We are very pleased with the profitability achieved, which means we can continue to invest in a sustainable and attractive business, and provide unique value to consumers."

(*) Definition of Non GAAP performance measures provided on pages 45-48

Outlook

We continue to benefit from the strategic shift in our business model and we reconfirm our increased guidance from November 2017 for Bookings, Revenue Margin and Adjusted EBITDA.

The business has continued to deliver strong Adjusted EBITDA growth while changing its revenue model. In Q4 FY 2018 we are seeing volumes increasing, and feel comfortable about exceeding our guidance for Revenue Margin.

Looking ahead we will continue to invest to build long-term highly attractive business:

- Evolve our pricing and communication of that pricing
- Offer an exciting range of innovative products and services as a one-stop shop
- Improve our Product Diversification Ratio and Revenue Diversification Ratio as a result
- Push the transition to mobile, which affects performance in the short term but improves our strategic position and long-term attractiveness
- Control the transformation pace to continue to grow absolute Adjusted EBITDA

On the 2nd of November, we raised our short-term guidance for fiscal year 2018 as well as for fiscal year 2020. At the beginning of FY 2018 we said we would engage in a change in our revenue model, which would strengthen our business competitivity and attractiveness. These changes have been going better than planned.

The guidance for fiscal year 2018 remains as follows:

- **Bookings:** In excess of 11.7 million
- **Revenue margin:** In excess of €487 million
- **Adjusted EBITDA:** €118 million (10% growth year-on-year), +/- €2 million

The guidance for fiscal year 2020 is as follows:

- **Adjusted EBITDA:** €130 to €145 million

Business review

eDreams ODIGEO delivered a solid financial performance in the first nine months of fiscal year 2018. Revenue margin was up 5%. Adjusted Ebitda was up strongly, by 17%. As anticipated, change in bookings during the first nine months was driven by the Core market and Non-flight business due to an accelerated investment in our revenue model change, the transition to mobile, as well as by the sale of our corporate travel and packaged tours business.

We estimate the impact of the sale of the corporate travel and packaged tours business to be in the region of 219,000 bookings. Excluding this effect, bookings would have grown by 1%.

The results for the first nine months demonstrate that the shift in our business model is delivering the desired results. Our revenue diversification strategy continues to have a positive impact on our business, increasing revenues outside of flight tickets, which are higher margin and generate more profit for the business.

This progress is visible in our KPIs. We have increased our Product Diversification Ratio and Revenue Diversification Ratio from 44% and 29% in (Q3 FY17) to 51% and 33% in (Q3 FY18), respectively. Notably dynamic packages reported strong revenue margin growth, up 14% in 9M FY 2018. Continued investment in mobile resulted in mobile bookings up 13% in Q3 2018, with mobile now representing 36% of total flight bookings, exceeding the industry average.

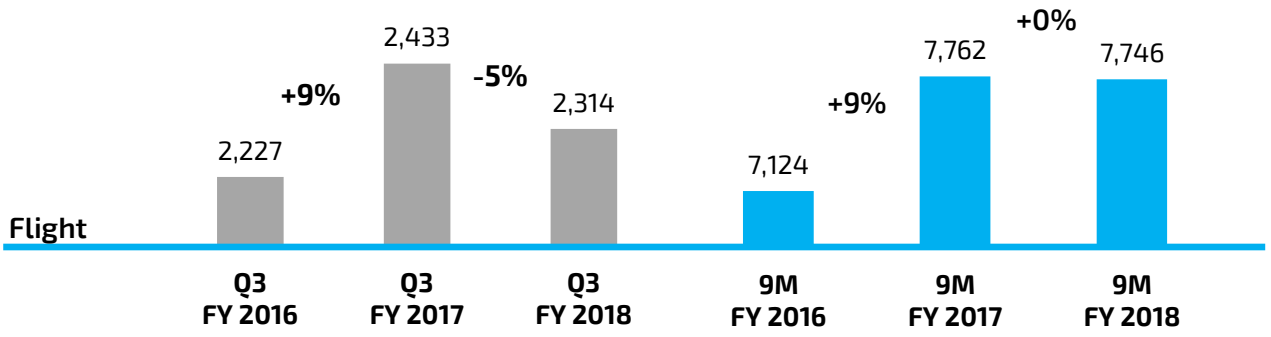
Gross Leverage was down from 4.00x in December 2016 to 3.61x in December 2017, providing us with ample headroom against our leverage covenant. Despite working capital cash outflow, our net leverage ratio also decreased from 3.28x in December 2016 to 2.99x in December 2017. We prepaid €10 million of the outstanding 2021 bonds, reducing the principal amount from €435 to €425 million.

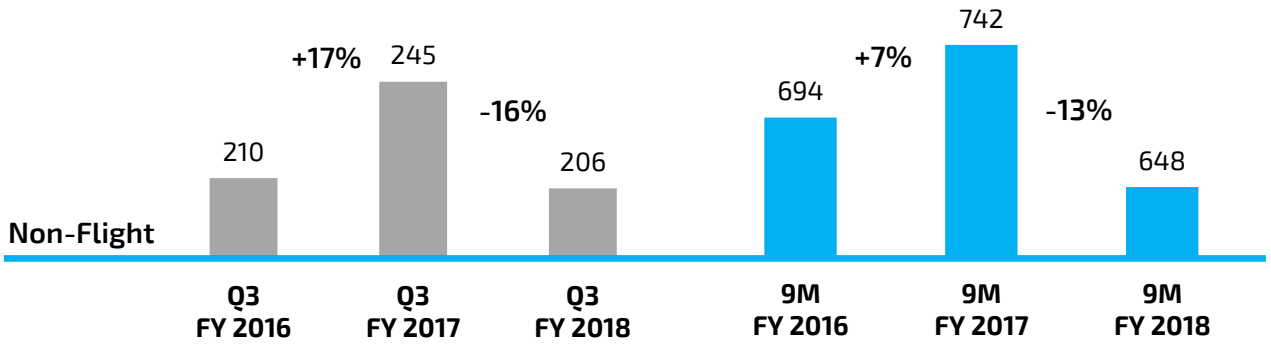
The Group reported a cash position of €76.2 million, despite the working capital outflow of €99.4 million. The change in working capital was due to a reduction in booking volumes, mostly driven by investment in the change of our revenue model and our focus on profitability.



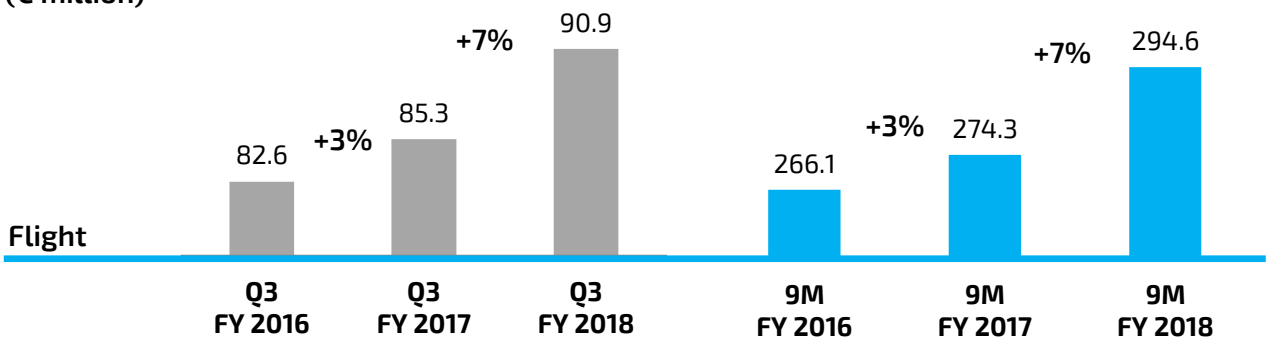
Review by business line

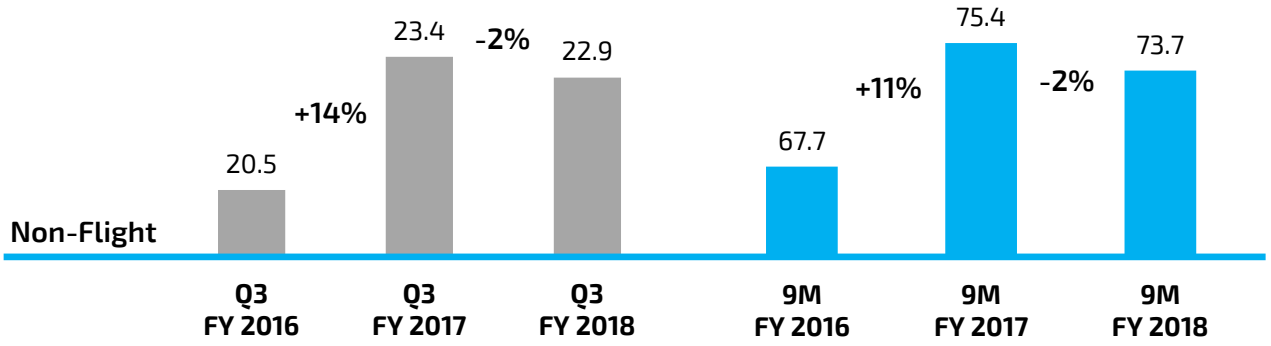
Bookings ('000) (*)





Revenue Margin (€ million)





(*) Not adjusted for the sale of corporate travel and packaged tours business

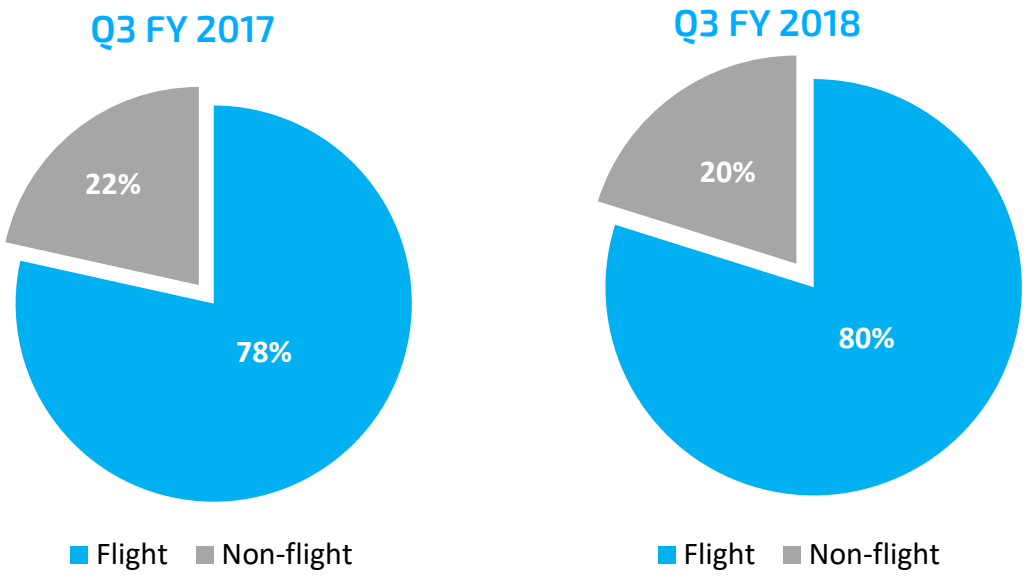
In our flight business, bookings were in line with last year, driven by our revenue diversification strategy, which is positioning us well for long term sustainable growth. Adjusting for sale of corporate travel and packaged tours business, bookings grew by 2%. We continue to make investments in order to build scale, become more agile, improve the business model, and create a better customer experience.

Flight revenue margin grew 7%, to €294.6 million for 9M fiscal year 2018, driven by an 8% improvement in revenue margin per booking. This improvement was due to improved operating performance, revised terms with suppliers leveraging our scale, and delivery on the revenue diversification strategy.

Non-flight bookings were down 13%, as anticipated. This was to sale of the corporate travel and packaged tours businesses, investment in the change of our revenue model and transition to mobile. Adjusting for the sale of corporate travel and packaged tours, bookings would have been down 4%. The decrease in bookings was also driven by non-strategic products such as the traditional packaged tours as well as the trains business. Dynamic packages, a strategic business performed well (up 9% in Q3 FY18).

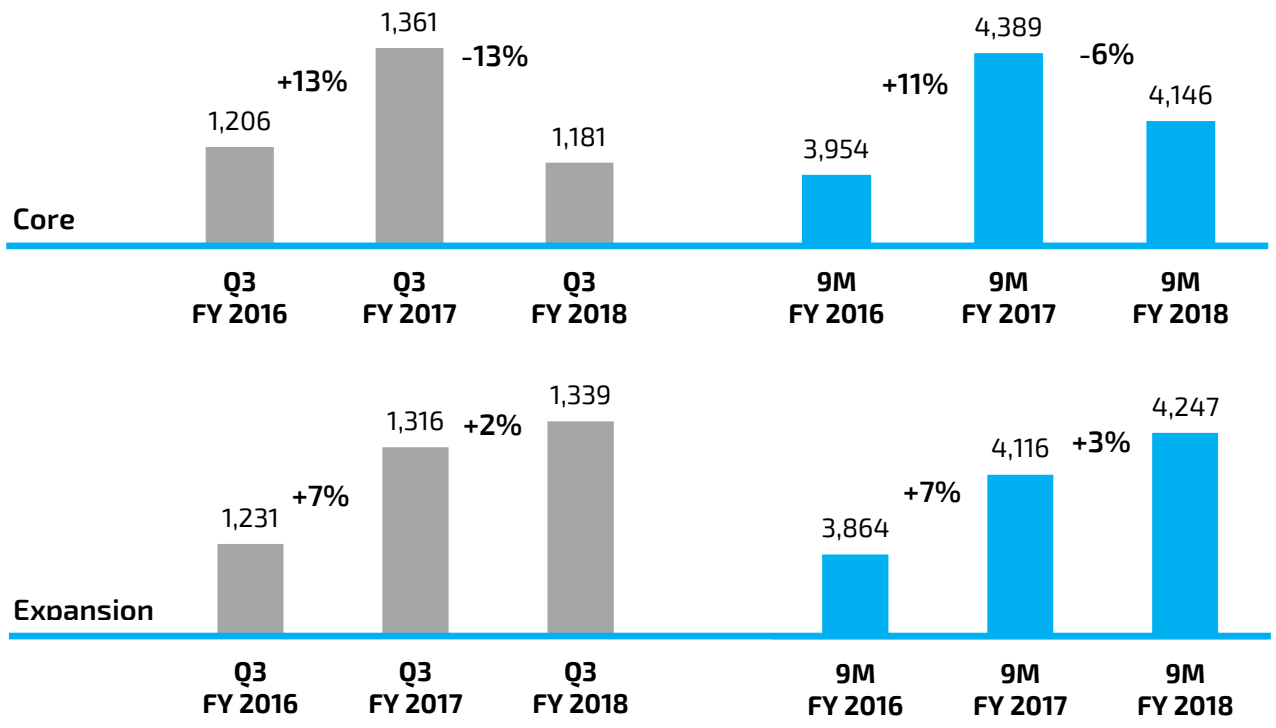
Non-flight revenue margin was down 2% in the first 9M of fiscal year 2018, offset by a 12% increase in our revenue margin per booking, excluding the above mentioned impacts revenue margin increases by 2%. This was due to strong improvements in our dynamic packages business where revenue margin was up 14%, overall product and operational improvements, and revised terms with our providers, already explained.

Revenue Margin Breakdown

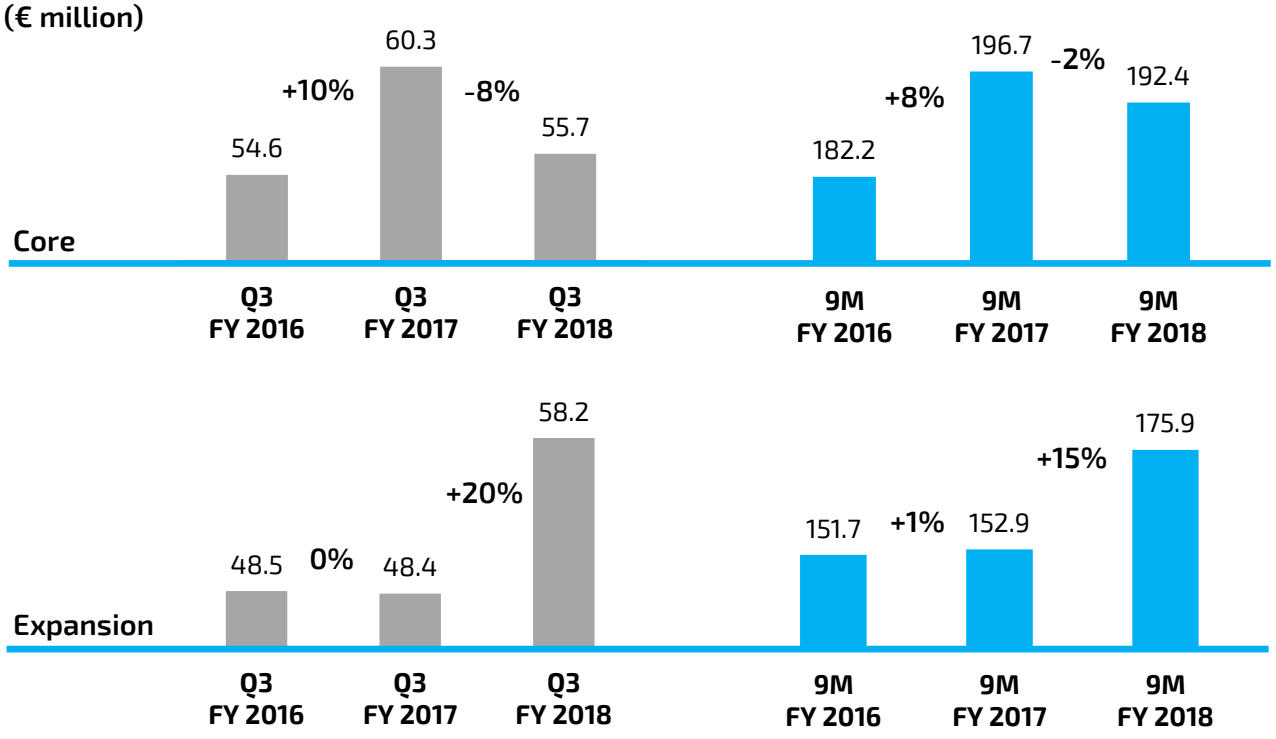


Review by Geography

Bookings ('000) (*)



Revenue Margin (€ million)



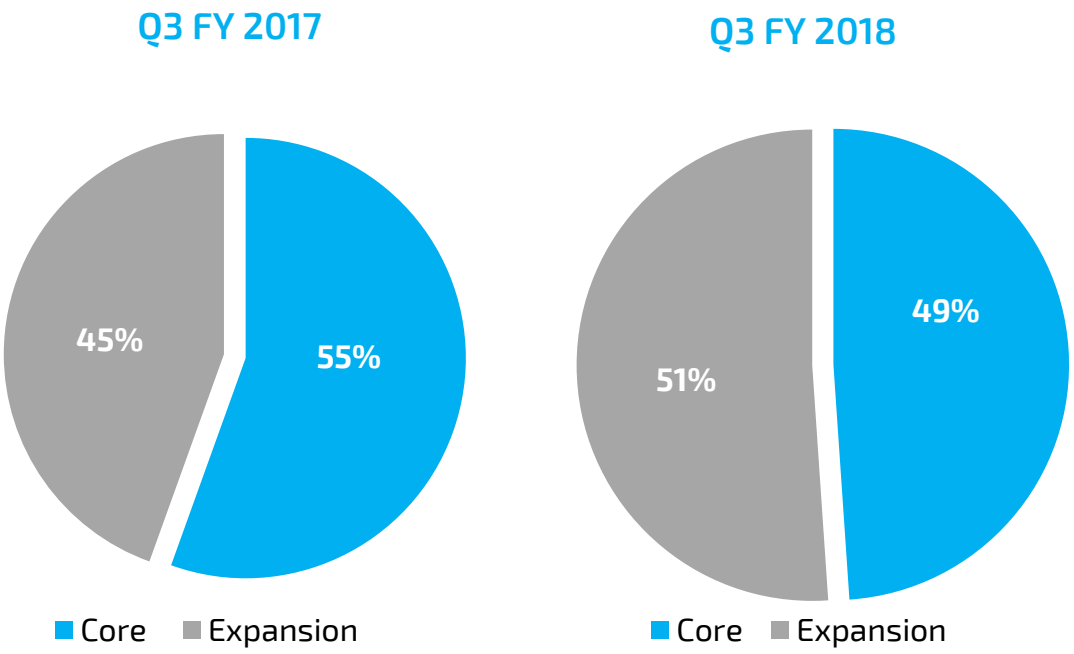
(*) Not adjusted for the sale of corporate travel and packaged tours business

Booking and revenue margin in our Core markets (Spain, Italy and France) were down in the first 9M FY 2018 (-6% -2% respectively) in the prior year strong performance (+11% booking, +7% revenue margin in 9M FY2017). Change in bookings was driven by investments in the change of our revenue model and the sale of non-core businesses. Despite this, revenue margin stood at €192.4 million, due to a 4% increase in revenue margin per booking reflecting results from operational execution and leveraging scale, and more favourable terms in a number of suppliers' contracts.

Expansion markets bookings were up 3%, as a result of investments made in the business and revenue diversification, and despite the adverse impacts mentioned. Adjusting for the sale of the Corporate Travel business, bookings grew by 9% in 9M FY 2018.

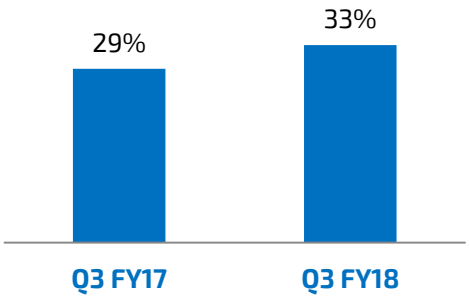
Expansion markets revenue margin grew very strongly up 15% to €175.9 million in 9M FY 2018. This growth was driven by bookings growth, and improvements in revenue margin per booking of 11% in 9M FY 2018. Revenue margin per booking performance in Q3 FY 2018 of 18% reflected continues improvement through the year to date.

Revenue Margin Breakdown

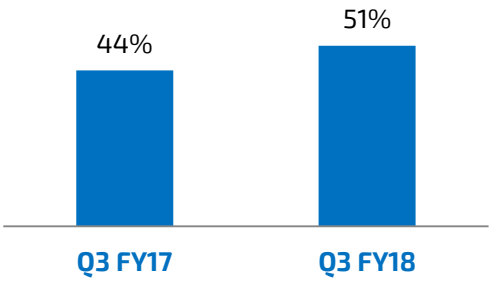


KPIs – Full definition and GAAP reconciliation at the glossary in page 45-53

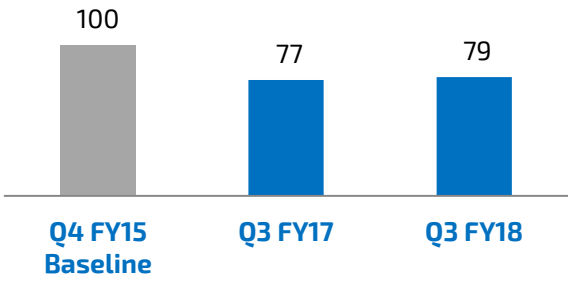
Revenue Diversification ratio



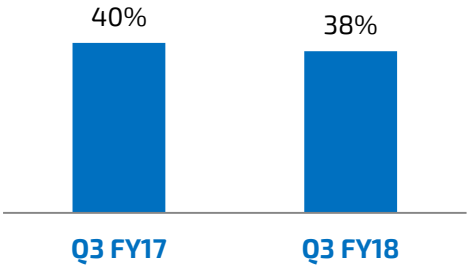
Product Diversification ratio



Acquisition spend per booking index

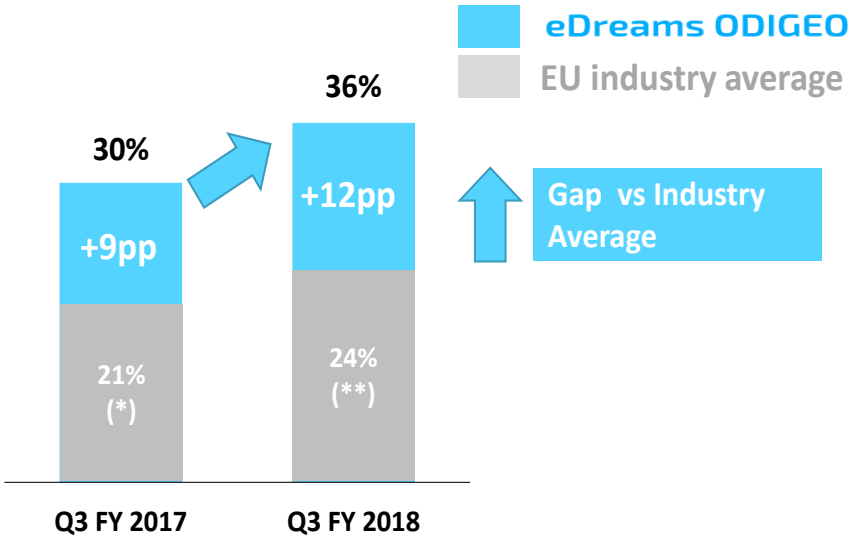


Customer Repeat booking rate



Bookings from mobile channels

Share of flight Mobile bookings; as a percentage of flight bookings



Source: Phocuswright European Online Travel Overview Twelfth Edition
(*) 2016 Estimate (**) 2017 Estimate

Financial Review

Income Statement – Full P&L on page 20

(in € million)	3M Dec 2016	3M Dec 2017	Var	9M Dec 2016	9M Dec 2017	Var
Revenue margin	**108.7**	**113.9**	**5%**	**349.7**	**368.3**	**5%**
Variable costs	-64.9	-64.8	0%	-214.6	-218.1	2%
Fixed costs	-22.0	-19.0	-14%	-59.3	-61.5	4%
Adjusted EBITDA	**21.7**	**30.1**	**38%**	**75.9**	**88.7**	**17%**
Non recurring items	-2.7	-2.3	-17%	-6.9	-18.0	161%
EBITDA	**19.0**	**27.8**	**46%**	**69.0**	**70.7**	**3%**
D&A incl. Impairment	-4.4	-8.2	85%	-14.5	-18.3	26%
EBIT	**14.6**	**19.6**	**35%**	**54.4**	**52.5**	**-4%**
Financial result	-30.6	-11.6	-62%	-51.3	-32.4	-37%
Income tax	1.0	8.8	734%	-6.2	3.2	-152%
Net income	**-14.9**	**16.8**	**n.a.**	**-3.0**	**23.3**	**n.a.**
Adjusted net income	**2.8**	**9.6**	**239%**	**19.4**	**26.7**	**37%**

Revenue Margin increased by 5%, to €368.3 million, principally due to Bookings performance and an increase in revenue margin per booking of 7%. Adjusting for the effects that partly impacted 9M FY 2018 results, already explained in detail, bookings grew by 1%.

Variable costs grew 2%, mostly due to discounts to customers, which were classified in 9M of FY17 as negative revenue margin (€15.1 million). If discounts to customers had been applied this fiscal year same treatment as last year, Revenue Margin would have been €353.2 million (+1% YoY) and Variable Costs would have been €203 million (-5% YoY).

Fixed costs increased mainly due to higher personnel costs, although they remain stable since Q4 of FY17, and 8% below on a per booking basis in Q3 FY18 vs the same period of last year.

Adjusted EBITDA for fiscal year 2018 amounted to €88.7 million, up 17% year-on-year, as a result of very strong performance in Q2 and Q3, up 26% and 38%, respectively.

Non-recurring items increased by €11.1 million, mainly due to the cost related to the social plan in France and Italy.

EBITDA growth was also positive, up 3% year-on-year, despite the increase in non-recurring items.

Financial loss was lower than 9M FY17 due to the extraordinary interest expense linked to the refinancing which was booked last year.

Income Tax is higher than 9M FY17 due to a reduction in Deferred tax liabilities as the US Tax rate has been updated from 35% to 21%, resulting in a tax credit of €9.7 million, with no impact on cash taxes.

Balance sheet – Full Balance Sheet on page 22

(in € million)	Dec 2016	Dec 2017
Total fixed assets	**1,033.5**	**1,045.9**
Total working capital	**-252.0**	**-231.4**
Deferred tax	**-42.6**	**-22.3**
Provisions	**-10.5**	**-16.8**
Other non current assets / (liabilities)	**3.1**	**3.0**
Other current assets / (liabilities)	**0.0**	**0.0**
Financial debt	-435.1	-439.8
Cash and cash equivalents	77.0	76.7
Net financial debt	**-358.1**	**-363.1**
Net assets	**373.3**	**415.2**

Compared to last year, main changes relate to:

- Increase in **total fixed assets**, due to:
  - An increase of software internally developed
  - An increase in goodwill with the acquisition of Budgetplaces.com
- Increase of **provisions** due to
  - A new provision for the restructuring in France and Italy
- Decrease of **deferred tax** due to
  - Change in the US tax rate from 35% to 21%
- Decrease of negative **working capital** due to the change in payment terms in France, from monthly to fortnightly payments, starting from April 2017, as well as lower trading volumes as the company has prioritized profit over working capital .
- Increase of **net financial debt**, due to:
  - Increase of interest payable as in December 2016 the interest corresponded only to the last 3 months since the refinancing date.
  - Increase of the balance of the RCF in December 2017 by €5 million
  - Partially offset by the prepayment of 2021 Notes of €10 million

Analysis of Cash Flow– Full Cash Flow Statement on page 24

(in € million)	3M Dec 2016	3M Dec 2017	Var	9M Dec 2016	9M Dec 2017	Var
Adjusted EBITDA	**21.7**	**30.1**	**8.3**	**75.9**	**88.7**	**12.9**
Non recurring items	-2.7	-2.3	0.5	-6.9	-18.0	-11.1
Non cash items	0.3	-5.0	-5.3	-0.5	13.2	13.7
Change in working capital	-14.8	-32.9	-18.1	-21.0	-99.4	-78.4
Income tax paid	-3.0	-3.8	-0.8	-6.0	-5.4	0.6
Cash flow from operating activities	**1.5**	**-13.9**	**-15.4**	**41.5**	**-20.8**	**-62.3**
Cash flow from investing activities	**-1.4**	**-6.6**	**-5.2**	**-13.9**	**-21.3**	**-7.3**
Cash flow before financing	**0.1**	**-20.5**	**-20.6**	**27.5**	**-42.1**	**-69.6**
Shares Issuance	-1.0	0.0	1.0	-1.0	0.0	1.0
Repurchase of 2018 Notes	0.0	0.0	0.0	-29.1	0.0	29.1
Other debt issuance/ (repayment)	-1.5	-5.1	-3.6	-1.8	-5.6	-3.8
Bond call premium and other refinancing flows	-20.5	0.0	20.5	-21.7	0.0	21.7
Financial expenses (net)	-10.6	-1.2	9.4	-28.8	-21.0	7.8
Cash flow from financing	**-33.6**	**-6.3**	**27.3**	**-82.3**	**-26.6**	**55.8**
Net increase / (decrease) in cash and cash equivalents	**-33.5**	**-26.8**	**6.7**	**-54.8**	**-68.7**	**-13.9**
Cash and cash equivalents at end of period (net of bank overdrafts)	**76.9**	**76.2**	**-0.7**	**76.9**	**76.2**	**-0.7**

Cash flow evolution for Q3 FY 2018 is as follows:

Net cash from operating activities decreased by €15.4 million, mainly reflecting:

- Increase adjusted EBITDA by €8.3m
- Lower non-recurring items
- Higher non cash items due to payments related to the social plan in France and Italy
- Higher outflow in working capital of €18.1m. The change in working capital was due to a reduction in volumes, mostly driven by investments in the change of our revenue model and focus on profitability

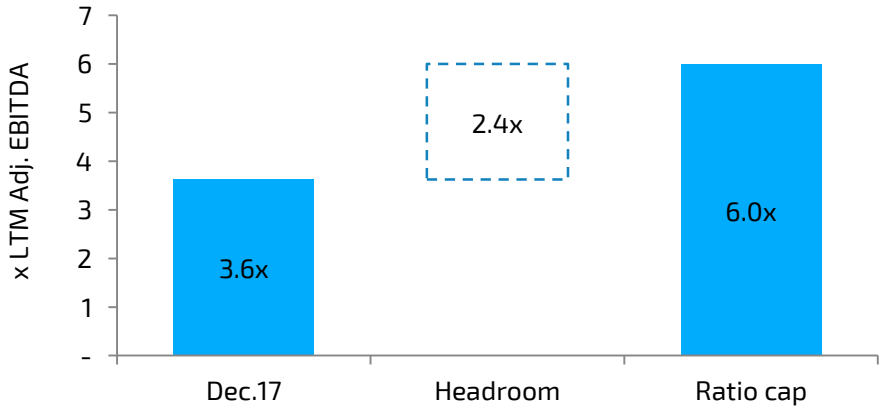
We **have used cash for investments of €6.6 million** compared to €1.4 million in the same period of last year. The increase in investing activities mainly relates to upgraded IT infrastructure.

Cash used in financing decreased by €27.3 million euros. Lower cash flow used in financing due to the repurchase and cancellation of 2021 Notes (€10.3 million), which was partially offset by €5 million of borrowings drawdown, payments related to the bond call premium and debt issuance fees for 19.2 million and the reduction of 10.6 million in interest paid due to the change in payment periods. Interests on the 2021 Notes is paid in January and July, while on the 2018 Notes it was paid in October.

Debt

Gross Leverage ratio was down to 3.61x in December 2017 vs 4.00x in December 2016, which gives us ample headroom versus our covenant ratio.

Despite cash outflow from working capital, **Net leverage ratio was down from 3.28x in December 2016 to 2.99x in December 2017.**



We **prepaid €10 million of the outstanding 2021 bonds,** reducing the principal amount from €435 to €425 million.

Other information

Shareholder information

The subscribed share capital of eDreams ODIGEO at December 2017 is €10,866 thousand divided into 108,656,998 shares with a par value of ten euros cents (€0.10) each, all of which are fully paid.

Branches of the Company

The Company has no direct branches.

Important events that have occurred since September 30, 2017

See a description of the Subsequent events in Note 19 of the Notes to the Consolidated Financial Statements attached hereafter.

OUR PURPOSE

“To help people discover their world through travel”



Condensed Consolidated Interim Financial Statements and Notes for the nine-months period ended

December 31, 2017

eDreams ODIGEO

and Subsidiaries

Registered office:

1, Boulevard de la Foire

L-1528 Luxembourg

R.C.S. Luxembourg B N° 159 036

Condensed Consolidated Interim Income Statement

(Thousand of euros)

	Notes	Unaudited 9 months ended December 31, 2017	Unaudited 9 months ended December 31, 2016
Revenue	6	370,503	360,126
Supplies		(2,176)	(10,441)
Revenue Margin	**6**	**368,327**	**349,685**
Personnel expenses	7	(66,257)	(58,076)
Depreciation and amortization	8	(15,079)	(12,089)
Impairment loss	8	(2,902)	(2,424)
Gain / (loss) arising from assets disposals		(270)	-
Other operating income / (expenses)	9	(231,341)	(222,655)
Operating profit/(loss)		**52,478**	**54,441**
Financial and similar income and expenses			
Interest expense on debt	10	(32,053)	(39,773)
Other financial income / (expenses)	10	(307)	(11,498)
Profit/(loss) before taxes		**20,118**	**3,170**
Income tax		3,187	(6,169)
Profit/(loss) for the year from continuing operations		**23,305**	**(2,999)**
Profit for the year from discontinued operations net of taxes		-	-
Consolidated profit/(loss) for the year		**23,305**	**(2,999)**
Non controlling interest - Result		-	-
Profit and loss attributable to the parent company		**23,305**	**(2,999)**
Basic earnings per share (Euro)	**5**	**0.217**	**(0.029)**
Basic earnings per share (Euro) - fully diluted basis	**5**	**0.205**	**(0.027)**

The notes on pages 25 to 53 are an integral part of these Condensed Consolidated Interim Financial Statements.

Condensed Consolidated Interim Statement of Other Comprehensive Income

(Thousand of euros)

	Unaudited 9 months ended December 31,2017	*Unaudited* 9 months ended December 31,2016
Consolidated profit/(loss) for the year (from the income statement)	**23,305**	**(2,999)**
Income and expenses recorded directly in equity		
Exchange differences	(2,087)	(2,224)
For actuarial gains and losses (pensions)	-	-
Other income and expenses recorded directly in equity	-	-
Tax effect	-	-
	(2,087)	**(2,224)**
Total recognized income and expenses	**21,218**	**(5,223)**
a) Attributable to the parent company	21,218	(5,223)
b) Attributable to minority interest	-	-

The notes on pages 25 to 53 are an integral part of these Condensed Consolidated Interim Financial Statements.

Condensed Consolidated Interim Balance Sheet Statement

(Thousand of euros)

ASSETS	Notes	Unaudited December 31, 2017	Audited March 31, 2017
Non-current assets			
Goodwill	11	722,898	724,293
Other intangible assets	12	309,823	306,496
Tangible assets		9,058	9,036
Non-current financial assets		6,683	8,068
Deferred tax assets		145	1,365
Other non-current assets		359	-
		1,048,966	**1,049,258**
Current assets			
Trade and other receivables		70,599	63,276
Current tax assets		13,889	9,807
Cash and cash equivalents	13	76,658	143,584
		161,146	**216,667**
TOTAL ASSETS		**1,210,112**	**1,265,925**

EQUITY AND LIABILITIES	Notes	Unaudited December 31, 2017	Audited March 31, 2017
Shareholders' Equity			
Share Capital		10,866	10,678
Share Premium		974,512	974,512
Other Reserves		(588,582)	(602,300)
Profit and Loss for the period		23,305	10,474
Foreign currency translation reserve		(4,907)	(2,820)
		415,194	**390,544**
Non controlling interest		-	-
	14	**415,194**	**390,544**
Non-current liabilities			
Non-current financial liabilities	16	413,940	421,565
Non current provisions	17	3,973	3,783
Deferred revenue		19,637	20,942
Deferred tax liabilities		22,442	42,437
		459,992	**488,727**
Current liabilities			
Trade and other payables		277,352	362,878
Current provisions	17	12,783	5,093
Current taxes payable		18,942	6,567
Current financial liabilities	16	25,849	12,116
		334,926	**386,654**
TOTAL EQUITY AND LIABILITIES		**1,210,112**	**1,265,925**

The notes on pages 25 to 53 are an integral part of these Condensed Consolidated Interim Financial Statements.

Condensed Consolidated Interim Statement of Changes in Equity

(Thousand of euros)

	Share Capital	Share premium	Other Reserves	Profit & Loss for the period	Treasury shares	Foreign currency translation reserve	Total Equity
Closing balance at March 31, 2017 ***(Audited)***	10,678	974,512	(602,300)	10,474	-	(2,820)	390,544
Total recognized income / (expenses)	-	-	-	23,305.00	-	(2,087)	21,218
Capital Increases / (Decreases)	188	-	(188)	-	-	-	-
Operations with members or owners	188	-	(188)	-	-	-	-
Payments based on equity instruments	-	-	3,432	-	-	-	3,432
Transfer between equity items	-	-	10,474	(10,474)	-	-	-
Other changes	-	-	-	-	-	-	-
Other changes in equity	-	-	13,906	(10,474)	-	-	3,432
Closing balance at December 31, 2017 ***(Unaudited)***	10,866	974,512	(588,582)	23,305	-	(4,907)	415,194

	Share Capital	Share premium	Other Reserves	Profit & Loss for the period	Treasury shares	Foreign currency translation reserve	Total Equity
Closing balance at March 31, 2016 ***(Audited)***	10,488	974,512	(622,543)	12,427	-	(738)	374,146
Total recognized income / (expenses)	-	-	-	(2,999)	-	(2,224)	(5,223)
Capital Increases / (Decreases)	96	-	(96)	-	-	-	-
Dealings with own shares or equity instruments (n	-	-	-	-	(1,000)	-	(1,000)
Operations with members or owners	96	-	(96)	-	(1,000)	-	(1,000)
Payments based on equity instruments	-	-	5,431	-	-	-	5,431
Transfer between equity items	-	-	12,427	(12,427)	-	-	-
Other changes	-	-	(1)	-	-	-	(1)
Other changes in equity	-	-	17,857	(12,427)	-	-	5,430
Closing balance at December 31, 2016 ***(Unaudited)***	10,584	974,512	(604,782)	(2,999)	(1,000)	(2,962)	373,353

The notes on pages 25 to 53 are an integral part of these Condensed Consolidated Interim Financial Statements.

Condensed Consolidated Interim Cash Flow Statement

(Thousand of euros)

	Notes	Unaudited 9 months ended December 31, 2017	Unaudited 9 months ended December 31, 2016
Net Profit / (Loss)		**23,305**	**(2,999)**
Depreciation and amortization	8	15,079	12,089
Impairment and results on disposal of non-current assets (net)	8	2,902	2,424
Other provisions		12,634	(2,951)
Income tax		(3,187)	6,169
Gain or loss on disposal of assets		271	-
Finance (Income) / Loss	10	32,360	51,271
Expenses related to share based payments	15	3,430	5,431
Other non cash items		(2,820)	(2,940)
Changes in working capital		(99,443)	(21,023)
Income tax paid		(5,373)	(6,011)
Net cash from operating activities		**(20,842)**	**41,460**
Acquisitions of intangible and tangible assets		(21,518)	(19,421)
Proceeds on disposal of tangible and intangible assets		-	5,155
Acquisitions of financial assets		(128)	(4)
Payments/ Proceeds from disposals of financial assets		384	349
Net cash flow from / (used) in investing activities		**(21,262)**	**(13,921)**
Acquisition of Treasury Shares	14	-	(1,000)
Borrowings drawdown	16	5,000	422,553
Reimbursement of borrowings	16	(10,577)	(453,405)
Interest paid		(18,731)	(28,844)
Bond call premium and other financial expenses paid		(2,269)	(21,677)
Interest received		15	31
Net cash flow from / (used) in financing activities		**(26,562)**	**(82,342)**
Net increase / (decrease) in cash and cash equivalents		**(68,666)**	**(54,803)**
Cash and cash equivalents at beginning of period		143,501	132,038
Changes in the perimeter			0
Effect of foreign exchange rate changes		1,361	(325)
Cash and cash equivalents at end of period		**76,196**	**76,910**
Cash at the closing:			
Cash	13	76,658	77,018
Bank facilities and overdrafts	16	(462)	(108)
Cash and cash equivalents at end of period		**76,196**	**76,910**

The notes on pages 25 to 53 are an integral part of these Condensed Consolidated Interim Financial Statements.

Notes to the Condensed Consolidated Interim Financial Statements

1. GENERAL INFORMATION

eDreams ODIGEO (formerly LuxGEO Parent S.à r.l.) was set up as a limited liability company (société à responsabilité limitée) formed under the Laws of Luxembourg on Commercial Companies on February 14, 2011, for an unlimited period, with its registered office located at 1, Boulevard de la Foire, L-1528 Luxembourg (the "Company" and, together with its subsidiaries, the "Group"). In January 2014, the denomination of the Company was changed to eDreams ODIGEO and its corporate form from a S.à r.l. to an S.A. ("Société Anonyme").

eDreams ODIGEO and its direct and indirect subsidiaries (collectively the "Group") headed by eDreams ODIGEO, as detailed in Note 20 is a leading online travel company that uses innovative technology and builds on relationships with suppliers, product know-how and marketing expertise to attract and enable customers to search, plan and book a broad range of travel products and services.

2. SIGNIFICANT EVENTS

2.1 Significant events during the nine-month period ended December, 2017

2.1.1 Increase of SSRCF

On May 2017, The Group obtained the modification of the SSRCF from October 4, 2016 (see Note 16.1), increasing the commitment in €10 million to a total of €157 million.

2.1.2 Reorganization of operational structure of the Group

The Group announced on June 1, 2017 the move to a new operational structure aiming at continuing to build leading edge products and services and strengthening its position as one of the world's largest OTAs. Based on this proposal core business functions which previously operated mainly in France and Italy shall be terminated locally and carried out at a group level by resources staffed by the company at its operational headquarters in Barcelona, while certain roles focusing on customer experience shall continue to be carried out in local markets. Roles opened in Barcelona as a result of this process have been available for suitable candidates to transfer.

The company announced as well the decision to further strengthen its focus on the leisure travel market by closing its remaining corporate travel business.

2.1.3 Share Capital Increase

On June 20, 2017 the Board of Directors resolved to issue share capital of €60,086.10, represented by 600,861 ordinary shares, of €0.10 each.

On August 22, 2017 the Board of Directors resolved to issue share capital of €58,399.40, represented by 583,994 ordinary shares, of €0.10 each.

On November 23, 2017 the Board of Directors resolved to issue share capital of €69,231.80. represented by 692,318 ordinary shares, of €0.10 each.

These shares have been delivered to management employees as a partial share-based-payment retribution (LTI) (see note 15.1).

As a result of the new shares' issuance, the Company's share capital amounts to €10,865,699.80 and is represented by 108,656,998 shares with a face value of €0.10 per share.

2.1.4 Change in composition of Board of Directors

On June 20, 2017, the Board of Directors accepted Mr. Carlos Mallo's resignation as Proprietary Director. For the replacement of Mr. Mallo, the Board of Directors of the Company has proposed the appointment of Mr. Pedro López, which has been approved by the General Shareholder's Meeting on July 28, 2017 in accordance with the Articles of Association of the Company.

2.1.5 Change in key management

Jerome Laurent, who previously served as Chief Marketing Officer has left the business after 9 years. This management change is effective from September 30, 2017.

Juan Jose Duran has been appointed as Chief Marketing Officer on September 2017. Mr Duran has a very strong career in Marketing, Brand Management and Operations, with former employers such as Procter & Gamble, easyJet and Mars Wrigley, so is familiar with the travel industry and will strengthen our senior management team.

Blandine Kouyate, who previously served as Chief People Officer has left the business after 4.5 years. This management change was effective from August 31, 2017. Elena Koefman, previously Group HR Business Partner, and a strong contributor to the transformation of our HR department and other company-wide projects, has been promoted to Chief People Officer as of September 20, 2017.

2.1.6 Merger of eDreams ODIGEO

On July 28th, 2017 the Board of Directors of eDreams Odigeo (as absorbing entity) approved the merger project for the absorption of its Luxembourg subsidiaries:

- GEO Debt GP
- LuxGEO GP
- GEO Travel Finance, S.C.A.
- LuxGEO S.a.r.l
- Geo Debt Finance S.C.A.

These operations were planned in order to simplify the group's corporate structure and they have been carried out through the simplified merger procedure provided for in articles 278 to 280 of the law of 10 August 1915 on Commercial Companies. For accounting purposes these mergers have been treated as being carried out on behalf of the absorbing entity as from April 1, 2017.

2.1.7 Strategic review process for eDreams ODIGEO

The Group announced on November 2, 2017 the evaluation of various strategic options for eDreams ODIGEO, including a potential M&A transaction involving the Company shares, with the ultimate aim of maximizing value creation for the benefit of all its stakeholders.
The decision to review its options was prompted by unsolicited indications of interest from potential investors. The process is ongoing and the Board of Directors has appointed Morgan Stanley & Co. International plc as its financial advisor for the strategic review process. There is no expected impact to the day/to/day running of the company and business continues as normal.

2.1.8 Settlement of legal contingency

On October 19, 2017 Ryanair, Google and eDreams reached a settlement to end legal proceedings between the three parties, which have been ongoing since 2015 and which will benefit consumers across Europe. Ryanair's Irish High Court proceedings against both Google and eDreams concerned eDreams' online adverts on Google's AdWords platform.

2.1.9 Change in the registered office of the Spanish subsidiaries to Madrid

On October 10, 2017 eDreams ODIGEO decided to move the registered Barcelona legal entities of its Spanish subsidiaries to the company's Madrid office, located at 35 López de Hoyos Street.

The decision aims to protect the interest of eDreams ODIGEO's customers, shareholders and employees due to the current legal uncertainty in Catalonia.

2.1.10 €10 Million redemption of 2021 Notes

On October 4, 2017 the Group repaid €10 million of its 8.50% 2021 Notes (See Note 16) at a price equal to 103% of the principal amount, plus accrued and unpaid interest.

The redemption has been made as part of the Group's broader programme to deleverage and manage its overall level of debt, which started in FY 2016 with the successful repurchase of €30 million principal amount of its former 2018 Notes.

2.2 Significant events during the period ended March 31, 2017

2.2.1 Repurchase of 2018 Notes

The Group, through its subsidiary Geo Debt Finance S.C.A., repurchased €30 million of the 2018 Notes on April 14, 2016 at a clearing price of 97% (€29.1 million). All the repurchased Notes were cancelled.

The tender offer was made as part of eDreams' liability management, to decrease its overall level of debt and was financed out of the company's cash flows.

2.2.2 Debt Refinancing

On September 20, 2016, the Group successfully priced an offering of €435,000,000 Senior Secured Notes ("the 2021 Notes") due on 2021 at a coupon of 8.50%. The debt offering was oversubscribed, and increased from the originally announced amount of €425,000,000, which reflects the bond market's support for the company, its strategy and performance under the new leadership.

This transaction allowed the Group to extend the maturity of its debt from less than two years to five years and, in addition, gain significant flexibility versus its previous financing. In particular, the terms of the new Bond allows the company to execute on its strategy to continue to reduce its debt in the future, with contractual options to repurchase 10% of the nominal amount every year at a price of 103.

In addition, the Group refinanced its Super Senior Revolving Credit Facility, increasing the commitment from €130,000,000 to €147,000,000, under more favourable conditions versus the previous Facility.

eDreams ODIGEO and certain of its subsidiaries guarantee the 2021 Notes, and the 2021 Notes are secured by certain assets of eDreams ODIGEO. As explained in the Note 16 the settlement date for the offering was October 4, 2016.

2.2.3 Modification of existing Long Term Incentive Plan

On May 10, 2016, the Group approved a modification of the existing Long Term Incentive Plan ("LTIP") for Managers. The new scheme was based on operational performance, measured with stringent financial and strategic objectives. It will have the benefit of generating long-term company value, being simple to administer and align management and shareholder interest.

When the plan was modified, its accounting value increased by €6.8 million to €13.1 million, which will be amortized over the lifetime of the plan.

This LTIP is designed to vest around financial results publications between November 2016 and November 2017 (see Note 15.1).

On November 2016 and February 2017 the First two Tranches – First Instalment shares have been delivered to the Participants of the Plan (see Note 15).

2.2.4 New Long Term Incentive Plan

On September 12, 2016, the Extraordinary Shareholders Meeting, upon proposal from the Board of Directors, approved amendments to the Articles of Incorporation of the Company, necessary to execute a new LTIP for Managers, to ensure that it continues to attract and retain high quality management and better align the interest of management and shareholders. (see Note 15).

The new LTIP is split in half performance shares and half restricted stock units subject to continued service. Based on operational performance, the new scheme will be linked to stringent financial and strategic objectives.

Total maximum dilution of the performance stock rights ("PSRs") and restricted stock units ("RSUs") would represent, if fully vested, 6.32% of the total issued share capital of the Group, over a period of 4 years, and therefore 1.58% yearly average on a fully diluted basis.

Expected dilution (which takes into account attrition and actual expected achievement of stringent financial and strategic objectives) for all PSRs and RSUs since the IPO (Plan 1 and 2) is a 1.1% yearly average over an 8 year period.

The new LTIP will last for four years and is designed to vest based on financial results publications between August 2018 and February 2022 (see Note 15.2).

2.2.5 Sale of Corporate Travel Business

During December 2016, the Group transferred the corporate travel business of the Travellink brand in Germany, Sweden, Finland, Norway, and Denmark to the Australian group Flight Centre Travel.

The line of business transferred is not a significant part of the Group's business. As the Corporate Travel Business of Travellink brand does not represent a separate major line of business or geographical area of operations, it does not meet the criteria to be considered as discontinued operation.

The value of the assets linked to this business was impaired before the sale was finalized for an amount of €1.5 million.
The Group has reclassified the proportionate share of the cumulative amount of the exchange differences recognized in other comprehensive income to Profit and Loss for an amount of €0.4 million.

The sale price of this transaction was €5 million.

2.2.6 Change in management

Effective from August 1, 2016, Carsten Bernhard was appointed as Chief Technology Officer and Gerrit Goedkoop as Chief Operating Officer, strengthening our senior management team.

Gerrit Goedkoop, who previously served as Chief Customer Officer for eDreams Odigeo took up position as Chief Operating Officer. Gerrit has been with eDreams since 2014.

Philippe Vimard, who previously served as Chief Technology Officer and Chief Operating Officer left the business after 6 years.

2.2.7 Acquisition of Budgetplaces.com

On January 16, 2017 the Group acquired the Barcelona-based business Budgetplaces.com, a hotel booking site that provides customers with access to accommodation around the world.

The acquisition has given eDreams ODIGEO and its travel brands access to innovative technology and will improve product diversification, in line with the company's business strategy.

2.2.8 Travellink business reorganization

On January 31, 2017, the Group announced the reorganization of its operations in the Nordic region; where it operates through the brand Travellink.

The reorganization centralized the business functions currently performed in Stockholm to Barcelona. Roles opened in Barcelona as a result of this process have been available for suitable candidates to transfer. The company outsourced the Nordics Customer Service department to a third company in May 2017.

3 BASIS OF PRESENTATION

3.1 Accounting principles

These Condensed Interim Consolidated Financial Statements and Notes for the nine months ended December 31, 2017 of eDreams ODIGEO and its subsidiaries ("the Group") have been prepared in accordance with the International Financial Reporting Standards IAS 34 – Interim Financial Reporting as adopted in the European Union and the figures are expressed in thousands of euros.

As these are condensed consolidated interim financial statements, they do not include all the information required by IFRS for the preparation of the annual financial statements and must therefore be read in conjunction with the Group consolidated financial statements prepared in accordance with IFRS as adopted in the European Union for the year ended at March 31, 2017.

The accounting policies used in the preparation of these Condensed Interim Consolidated Financial Statements as of and for the nine months period ended December 31, 2017 are the same as those applied in the Group's consolidated annual accounts for the year ended March 31, 2017, except for the following:

- New IFRS or IFRIC issued, or amendments to existing ones that came into effect as of April 1, 2017, the adoption of which did not had a significant impact on the Group's financial situation in the period of application;

- Income tax which, in accordance with IAS 34, is recorded in interim periods on a best estimate basis.

- The Impairment test performed at March 31, 2017 has not been updated as of December 31, 2017, as no impairment indicator has been identified, and therefore the Condensed Consolidated Interim Financial Statements have not reflected any adjustment related to the impairment analysis, as at December 2017.

There is no accounting principle or policy which would have a significant effect and has not been applied in drawing up these financial statements.

3.2 New and revised International Financial Reporting Standards

The new IFRS and interpretations published as of March 31, 2017 and effective from April 1, 2017, had no material impact on the Group interim Condensed Interim Consolidated Financial Statements at December 31, 2017.

The Group has not early adopted standards and interpretations that are not yet mandatorily effective at April 1, 2017.

3.3 Use of estimates and judgements

In the application of the Group's accounting policies, the Board of Directors is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

These estimates and assumptions mainly concern the measurement of intangible assets other than goodwill, the measurement of the useful life of fixed assets, and measurement of internally-generated assets, purchase price allocation and allocation of goodwill, impairment testing of the recoverable amount, accounting for income tax, analysis of recoverability of deferred tax assets, and accounting for provisions and contingent liabilities.

3.4 Changes in consolidation perimeter

On May 23, 2017 the company GeoTravel Ventures S.A. changed its name to Traveltising S.A. and its object to "Create audiences for optimizing online advertising campaigns".

On September 5, 2017 the company eDreams do Brasil Viagens e Turismo Ltda was dissolved.

On October 24, 2017 the company Online Travel Portal Limited was dissolved. This company had had no business activity during both periods.

As explained in note 2.1.6, eDreams ODIGEO merged as absorbing entity with GEO Debt GP, LuxGEO GP and GEO Travel Finance, S.C.A., LuxGEO S.a.r.l and Geo Debt Finance S.C.A.

3.5 Comparative information

The Directors present, for comparative purposes, together with the figures for the nine months period ended December 31, 2017, the previous periods' figures for each of the items on the annual consolidated statement of financial position (March 31, 2017), condensed consolidated interim income statement, condensed consolidated interim statement of other comprehensive income, condensed consolidated interim statement of changes in equity, condensed consolidated interim cash flow statement (December 31, 2016) and the quantitative information required to be disclosed in the condensed consolidated interim financial statements.

3.6 Working capital

The Group had negative working capital as of December 31, 2017 and March 31, 2017, which is a common circumstance in the business in which the Group operates, and in its financial structure, and it does not present any impediment to its normal business.

The Group's Super Senior Revolving Credit Facility is available to fund its working capital needs and IATA Guarantees (see Note 16.1).

4 SEASONALITY OF BUSINESS

We experience seasonal fluctuations in the demand for travel services and products offered by us. Because we generate the largest portion of our revenue margin from flight bookings, and most of that revenue for flight is recognized at the time of booking, we tend to experience higher revenues in the periods during which travelers book their vacations, i.e., during the first and second calendar quarters of the year, corresponding to bookings for the busy spring and summer travel seasons. Consequently, comparisons between subsequent quarters may not be meaningful.

5 EARNINGS PER SHARE

The basic earnings per share are calculated by dividing the profit attributable to equity holders of the company by the average number of shares.

In the earning per share calculation as of December 31, 2017 and 2016 dilutive instruments are considered for the Incentive Shares granted (see Note 15).

The calculation of basic earnings per share and fully diluted earnings per share (rounded to two digits) for the nine-months period ended December 31, 2017 and 2016, is as follows:

	Unaudited			*Unaudited*		
	9 months ended December 31, 2017			9 months ended December 31, 2016		
	Profit attributable to the owners of the parent (€ thousand)	Average Number of shares	Basic Earnings per Share (€)	Profit attributable to the owners of the parent (€ thousand)	Average Number of shares	Basic Earnings per Share (€)
Basic Earnings per Share	23,305	107,577,564	0.217	(2,999)	104,656,796	(0.029)
Basic Earnings per Share - fully diluted basis	23,305	113,515,413	0.205	(2,999)	109,763,039	(0.027)

6 SEGMENT INFORMATION

The Group reports its results in four geographical segments based on how the Chief Operating Decision Maker (CODM) manages the business, makes operating decisions and evaluates operating performance. For each reportable segment, the Group's Leadership Team comprising of Chief Executive Officer and Chief Financial Officer, reviews internal management reports. Accordingly, the Leadership Team is construed to be the Chief Operating Decision Maker (CODM).

As it is stated in the IFRS 8, paragraph 23 an entity shall report a measure of total assets and liabilities for each reportable segment if such amounts are regularly provided to the chief operating decision maker. As this information is not regularly provided, information regarding assets and liabilities by segments has not been disclosed in these financial statements.

The following is an analysis of the Group's Profit & loss and bookings by segment:

	9 months ended December 31, 2017		
	Core	Expansion	TOTAL
Gross Bookings	**1,583,350**	**1,764,683**	**3,348,032**
Number of bookings	**4,146,383**	**4,246,757**	**8,393,140**
Revenue	**194,547**	**175,956**	**370,503**
Revenue Margin	**192,443**	**175,884**	**368,327**
Variable costs	(108,791)	(109,330)	(218,121)
Marginal Profit	**83,652**	**66,554**	**150,206**
Fixed costs			(61,493)
Depreciation and amortization			(15,079)
Impairment and results on disposal of non-current assets			(3,172)
Others			(17,984)
Operating profit/(loss)			**52,478**
Financial result			(32,360)
Profit before tax			**20,118**

	9 months ended December 31, 2016		
	Core	Expansion	TOTAL
Gross Bookings	**1,686,507**	**1,632,204**	**3,318,711**
Number of bookings	**4,388,524**	**4,115,504**	**8,504,029**
Revenue	**201,747**	**158,378**	**360,126**
Revenue Margin	**196,736**	**152,949**	**349,685**
Variable costs	(114,652)	(99,901)	(214,553)
Marginal Profit	**82,084**	**53,048**	**135,132**
Fixed costs			(59,277)
Depreciation and amortization			(12,089)
Impairment and results on disposal of non-current assets			(2,424)
Others			(6,902)
Operating profit/(loss)			**54,441**
Financial result			(51,271)
Profit before tax			**3,170**

See definitions of Alternative Performance Measures in the "Glossary of definitions" annex.

7 PERSONNEL EXPENSES

7.1 Personnel expenses

	Unaudited 9 months ended December 31, 2017	*Unaudited* 9 months ended December 31, 2016
Wages and salaries	39,668	39,824
Social security costs	11,490	10,706
Pensions costs (or employees welfare expenses)	549	1,122
Share-based compensation	3,429	5,412
Non-recurring personnel expenses	11,121	1,012
Total personnel expenses	**66,257**	**58,076**

The increase in Non-recurring personnel expenses is related to the provision booked for the restructuring explained before in Note 2.1.2

7.2 Number of employees

The number of employees (including Executive Directors) by category of the Group is as follows:

	9 months ended December 31, 2017	9 months ended December 31, 2016
Management	9	15
Administrative Staff	1,073	971
Operational Staff	543	622
Total	**1,625**	**1,608**

8 DEPRECIATION, AMORTIZATION AND IMPAIRMENT

	Unaudited 9 months ended December 31, 2017	*Unaudited* 9 months ended December 31, 2016
Depreciation of tangible assets	2,247	1,771
Amortization of intangible assets	12,832	10,318
Total Depreciation and amortization	**15,079**	**12,089**
Impairment of tangible assets	107	80
Impairment of intangible assets and goodwill	2,795	2,344
Impairment of investments	-	-
Impairment	**2,902**	**2,424**

Amortization of intangible assets primarily related to the capitalized IT projects as well as the intangible assets identified through the purchase price allocation.

For the closing of December 2017, the Company did not update the impairment test performed at March 31 2017. As per management understanding since that date, there have been no events which could impact significantly and change the conclusions reached as per the impairment test performed as of March 31, 2017. Therefore these consolidated financial statements as of December 31, 2017 do not reflect any adjustment related to the impairment analysis. An impairment test will be performed before year-end once the financial projections will be updated and approved by management.

9 OTHER OPERATING INCOME/(EXPENSES)

	Unaudited 9 months ended December 31, 2017	*Unaudited* 9 months ended December 31, 2016
Marketing and other operating expenses	209,564	204,121
Professional fees	6,174	9,536
IT expenses	6,717	4,916
Rent charges	3,209	2,774
Taxes	693	925
Foreign exchange losses/(gains)	1,551	(95)
Non-recurring expenses	3,433	478
Total other operating income and expenses	**231,341**	**222,655**

Other operating expenses primarily consist of marketing expenses, credit card processing costs (incurred only under the merchant model), chargebacks on fraudulent transactions, IT costs relating to the development and maintenance of our technology, GDS search costs and fees paid to our outsourcing service providers, such as call centers or IT services.

The marketing expenses comprise customer acquisition costs (such as paid search costs, metasearch costs and other promotional campaigns) and commissions due to agents and white label partners. A large portion of the other operating expenses are variable costs, because they are directly related to the number of transactions processed through us.

The non-recurring expenses of the period are related mainly to the restructuring (see Note 2.1.2) and the strategic review process (see Note 2.1.7)

10 FINANCIAL INCOME AND EXPENSE

	Unaudited 9 months ended December 31, 2017	*Unaudited* 9 months ended December 31, 2016
Interest expense on 2019 Notes	-	(7,176)
Interest expense on 2018 Notes	-	(11,950)
Interest expense on 2021 Notes	(28,032)	(9,243)
Interest expense on Revolving Credit Facilities	(905)	(372)
Effective interest rate impact on debt	(3,116)	(11,032)
Interest expense on debt	**(32,053)**	**(39,773)**
Foreign exchange differences	1,928	756
Other financial expense	(2,298)	(13,184)
Other financial income	63	930
Other financial income / (expense)	**(307)**	**(11,498)**
TOTAL FINANCIAL RESULT	**(32,360)**	**(51,271)**

As explained in Note 2.1.10, On October 4, 2017 the Group repaid €10 million of its 8.50% 2021 Notes at a price equal to 103% of the principal amount, plus accrued and unpaid interest. The negative impact of €0.3 million has been classified as other financial expenses.

As detailed in Note 2.2.1, on April 14, 2016 the Group repurchased €30 million of the 2018 Senior Notes at a clearing price of 97% (€29.1 million). The clearing price lower than 100% had a positive impact of €0.9 million classified as other financial income.

Additionally, as detailed in Note 2.2.2, on October 4, 2016 the Group refinanced its debt repaying the 2018 and 2019 Notes, and obtaining the new 2021 Notes.

11 GOODWILL

A detail of the goodwill movement by markets for the nine-months periods ended December 31, 2017 and 2016 is set out below:

Balance at March 31, 2017 (audited)	**724,293**
Exchange rate diferences	(1,395)
Balance at December 31, 2017 (un-audited)	**722,898**
Balance at March 31, 2016 (audited)	**728,377**
Exchange rate diferences	(1,818)
Impairment	(1,472)
Disposals	(3,360)
Balance at December 31, 2016 (un-audited)	**721,726**

As at December 31, 2017, the amount of the goodwill corresponding to the Nordic markets has decreased due to the evolution of the euro compared to the functional currency of these countries, with a balancing entry under "Foreign currency translation reserve".

The goodwill allocation by markets at December 31, 2017 was as follows:

	Unaudited December 31, 2017
Markets	
France	326,522
Spain	49,073
UK	39,033
Italy	44,087
Germany	155,718
Nordics	42,673
Metasearch	8,608
Other	54,710
BudgetPlaces	2,474
Total	**722,898**

12 OTHER INTANGIBLE ASSETS

The other intangible assets at December 31, 2017 and 2016 break down as follows:

Balance at March 31, 2017 *(Audited)*	**306,496**
Acquisitions	19,202
Amortization (see note 8)	(12,832)
Impairment	(2,795)
Disposal of intangible assets	(248)
Exchange rate diferences	1
Balance at December 31, 2017 *(Unaudited)*	**309,823**

Balance at March 31, 2016 *(Audited)*	**294,616**
Acquisitions	18,174
Amortization (see note 8)	(10,318)
Impairment	(872)
Disposal of intangible assets	(2,598)
Exchange rate diferences	(429)
Balance at December 31, 2016 *(Unaudited)*	**298,573**

"Acquisitions" mainly correspond to the capitalization of the technology internally developed by the Group which, due to its functional benefits, contributes towards attracting new customers and retaining the existing ones.

13 CASH AND CASH EQUIVALENTS

A detail of the cash and cash equivalents for the nine-month period ended December 31, 2017 is set out below:

	Unaudited December 31, 2017	*Audited* March 31, 2017
Marketable securities	-	8
Cash and other cash equivalents	76,658	143,576
Cash and cash equivalents	**76,658**	**143,584**

14 EQUITY

A detail of the equity for the nine-month period ended December 31, 2017 is set out below:

	Unaudited December 31, 2017	*Audited* March 31, 2017
Share capital	10,866	10,678
Share premium	974,512	974,512
Equity-settled share based payments	12,610	12,611
Retained earnings & others	(601,192)	(614,911)
Profit & Loss atributable to the parent company	23,305	10,474
Foreign currency translation reserve	(4,907)	(2,820)
Equity	**415,194**	**390,544**

14.1 Share capital

As it is stated in the Note 2.1.3, on June 20, 2017 the Board of Directors resolved to issue share capital of €60,086.10, represented by 600,861 ordinary shares, of €0.10 each.

On August 22, 2017 the Board of Directors resolved to issue share capital of €58,399.40, represented by 583,994 ordinary shares, of €0.10 each.

On November 23, 2017 the Board of Directors resolved to issue share capital of €69,231.80. represented by 692,318 ordinary shares, of €0.10 each.

These shares have been delivered to management employees as a partial share-based-payment retribution disclosed in the Note 15.1.

As a result of the new shares' issuance, the Company's share capital amounts to €10,865,699.80 and is represented by 108,656,998 shares with a face value of €0.10 per share.

14.2 Share premium

The share premium account may be used to provide for the payment of any shares, which the Company may repurchase from its shareholders, to offset any net realized losses, to make distributions to the shareholders in the form of a dividend or to allocate funds to the legal reserve.

14.3 Equity-settled share-based payments

The amount recognized under "equity-settled share based payments" in the consolidated balance sheet at December, 2017 and March 31, 2017 arose as a result of the Long Term Incentive plans given to the employees during the current year (see Note 15).

14.4 Foreign currency translation reserve

The foreign currency translation reserve corresponds to the net amount of the exchange differences arising from the translation of the financial statements of eDreams LLC, eDreams Ltd., Liligo Hungary Kft, Findworks Technologies Bt and Travellink since they are expressed in currencies other than the euro.

15 SHARE-BASED COMPENSATION

15.1 2014 Long term Incentive Plan

A Long Term Incentive Plan ("LTIP") in which certain employees of the Company or any subsidiaries (the "Participants") may participate was granted on September 26, 2014 (The "2014 LTIP"). The purpose of this Incentive Plan was to enable the Participants to participate in the possible increase in value of the Company.

The Incentive Plan basically concerns the granting of the right to receive a certain number of shares in the Company (called Incentive Shares) to the Participants, provided that certain conditions are met:

- Service condition: the Participants must be employed by the Company or any subsidiary during a certain period of time i.e. he must hold an active employment or services relationship until a certain future date.
- Market–performance condition: the target increase in value of the Company's shares must be reached.

The LTIP refers to the ordinary shares issued by eDreams ODIGEO, S.A. As at March 31, 2016 4,525,591 Incentives Shares were granted under the LTIP.

On May 10, 2016, the Group approved a modification of the 2014 LTIP. (The "Modified 2014 LTIP") will be based on operational performance, measured with stringent financial and strategic objectives. It will have the benefit of generating long-term company value, being simple to administer and align management and shareholder interest.

All currently employed managers that were eligible for the change have been granted the new plan as an alternative to the existing plan on September 2016.

964,459 Incentives Shares granted under the 2014 LTIP were not transitioned to the Modified 2014 LTIP as they corresponded to past employees that had already vested part of the old LTIP or current employees that had served notice of resignation.

When the 2014 LTIP was modified, its accounting value increased by €6.8 million to €13.1 million, which will be amortized over the lifetime of the plan.

The Modified 2014 LTIP will last for 2 years and will vest between November 2016 and November 2017 based on financial results.

As at December 31, 2017 4,197,143 Incentives shares were granted under the Modified 2014 LTIP, of which 957,249 shares (the First Tranche – First Delivery), 944,527 shares (the First Tranche – Second Delivery), 600,861 shares (the First Tranche – Third Delivery), 583,994 shares (Second Tranche – First Delivery) and 692,318 shares (Second Tranche – Second Delivery) have already been delivered as shares respectively in November 2016, February 2017, June 2017, August 2017 and November 2017.

The additional cost of the 2014 LTIP has been recorded in the Income Statement (Personnel expenses) (see Note 7.1) and amounting €1.3M and €5.4M against Equity (see Note 14), in December 31, 2017 and 2016 respectively.

15.2 2016 Long term Incentive Plan

On September 12, 2016, the Extraordinary Shareholders Meeting, upon proposal from the Board of Directors, approved amendments to the Articles of Incorporation of the Company, necessary to execute a new LTIP (the 2016 LTIP) for Managers, to ensure that it continues to attract and retain high quality management and better align the interest of management and shareholders.

The new LTIP is split in half performance shares and half restricted stock units subject to continued service. Based on operational performance, the new scheme will be linked to stringent financial and strategic objectives.

The new LTIP will last for four years and will vest between August 2018 and February 2022 based on financial results. As at December, 2017 4,425,558 Incentives shares were granted under the 2016 LTIP.

The cost of the 2016 LTIP has been recorded in the Income Statement (Personnel expenses) (see Note 7.1) and against Equity (see Note 14), amounting to €2,1M in December 31, 2017.

16. FINANCIAL LIABILITIES

The Group debt and other Financial Liabilities at December 31, 2017 and March 31, 2017 are as follows:

	Unaudited December 31, 2017			*Audited* March 31, 2017		
	Current	Non Current	Total	Current	Non Current	Total
2021 Notes	-	413,193	**413,193**	-	420,791	**420,791**
Total Principal	-	**413,193**	**413,193**	-	**420,791**	**420,791**
Accrued interest - 2021 Notes	15,458	-	**15,458**	6,060	-	**6,060**
Total Interest	**15,458**	-	**15,458**	**6,060**	-	**6,060**
Total Borrowing	**15,458**	**413,193**	**428,651**	**6,060**	**420,791**	**426,851**
Other Financial Liabilities						
Bank facilities and bank overdrafts	463	-	**463**	83	-	**83**
Revolving Credit Facility	5,000	-	**5,000**	-	-	-
Finance Lease Liabilities	260	747	**1,007**	857	774	**1,631**
Other Financial Liabilities	4,668	-	**4,668**	5,116	-	**5,116**
Total other Financial liabilities	**10,391**	**747**	**11,138**	**6,056**	**774**	**6,830**
Total financial liabilities	**25,849**	**413,940**	**439,789**	**12,116**	**421,565**	**433,681**

Senior Notes – 2021 Notes

On October 4, 2016, eDreams ODIGEO issued €435 million 8.50% Senior Secured Notes with a maturity date of August 1st 2021 ("the 2021 Notes"). See Note 2.2.2.

On October 4, 2017 the Group repaid €10 million of its 8.50% 2021 Notes (See Note 2.1.10) at a price equal to 103% of the principal amount, plus accrued and unpaid interest.

Interest on the 2021 Notes is payable semi-annually in arrears each February 1st and August 1st.

Senior Notes – 2019 Notes

On April 21, 2011 Geo Travel Finance S.C.A. issued €175 million 10.375% Senior Notes with maturity date of May 5, 2019 ("the 2019 Notes"). Interest on the 2019 Notes was payable semi-annually in arrears each May 1st and November 1st.

Senior notes – 2018 Notes

On January 31, 2013 Geo Debt Finance S.C.A. issued €325 million aggregate principal amount of 7.5% Senior Secured Notes with maturity date of August 1st, 2018 ("the 2018 Notes"). Interest on the 2018 Notes was payable semi-annually in arrears each February 1st and August 1st.

As explained in Note 2.2.1, on April 14th 2016, the Group repurchased 30M€ of the 2018 Notes.

As explained in Note 2.2.2, the Group finalized the process of refinancing its debt on October 4, 2016, and used the proceeds from the new 2021 Notes, along with existing cash on balance sheet, to repay the 2019 and 2018 Notes.

16.1 Credit lines

As explained in Note 2.2.2, the Group also refinanced its Super Senior Revolving Credit Facility ("the SSRCF"), increasing the size to €147,000,000 from the previous €130,000,000, and gaining significant flexibility as well versus the previous terms. The interest rate of the SSRCF is the benchmark rate (such as EURIBOR for euro transactions) plus a margin of 3.75%. But at any time after June 30, 2017, and subject to certain conditions, the margin may decrease to be between 3.75% and 3.00%.

On May 2017, the Group obtained the modification of the SSRCF from October 4, 2016 increasing the commitment in €10 million to a total of €157,000,000.

At the end of December 2017 the Group had drawn €5 million under the SSRCF.

17 PROVISIONS

The Group provisions at December 31, 2017 and March 31, 2017 are as follows:

	Unaudited December 31, 2017	*Audited* March 31, 2017
Non-current provision		
Provisions for tax risks	2,773	2,396
Provision for pensions and other post employment benefits	1,200	1,387
Total Non-current provision	**3,973**	**3,783**
Current provision		
Provisions for litigation risks	2,433	3,267
Provision for pensions and other post employment benefits	56	62
Provision for other employee benefits	8,124	247
Provisions for operating risks and others	2,170	1,517
Total Current provision	**12,783**	**5,093**

As at December 31, 2017 "Provisions for other employee benefits" mainly includes the provision for the restructuring in France and Italy amounting to 8 million euros (See Note 2.1.2).

18 CONTINGENCIES

18.1 Insurance premium tax

The Group considers that there is a possible risk of reassessment of insurance premium tax in certain jurisdictions where the Group renders mediation services to its customers regarding the supply of travel insurance by insurers. This risk is relating to the possible view of local tax authorities that part of the remuneration received by the Group for the mediation of the travel insurance to its customers in certain countries should be considered basis for the levy of insurance premium tax. This risk is estimated at €1.3 million. The Group takes the view that it has sufficient grounds to successfully defend its position in case of an assessment by local tax authorities. As this

risk is considered unlikely to result in a cash outflow, no liability has been recognized in the balance sheet.

18.2 Dispute with UK tax authorities

The Group has been assessed by the UK tax authorities for an amount of €0.4 million. This concerns a dispute re the qualification for VAT purposes of the contractual relationship between the UK entity and a UK bed bank. The Group disputes the UK tax authorities' view that the UK entity should have paid UK VAT on the margin which it has generated in respect of this contractual relationship relating to hotel accommodation which is located outside the UK. The Group has appealed against the assessment with the UK First tier Tribunal, which has decided in our favour. Since the UK tax authorities may appeal against this decision, this contingency remains. As the risk is considered only possible, no liability has been recognized in the balance sheet.

18.3 License fees

The group considers that there is a possible risk of reassessment by tax authorities in respect of license fees charged between entities of the Group for the use of certain self-developed software. Tax authorities may take the view that there was an undercharge of license fees to the users. This risk is estimated at a maximum amount of €2.6 million. The group takes the view that it has sufficient arguments to defend its position in case of an assessment by tax authorities. As the risk is considered only possible, no liability has been recognized in the balance sheet.

18.4 Litigation with Ryanair

In December, 2015, Ryanair launched a legal action before the Irish High Court related to the Search Engine Marketing activities performed by Vacaciones eDreams via the Google Adwords service. While travel agencies are entitled to use the trademarks and logos of the airlines offered for sale on their websites, such use must not create confusion between the official activities of the airlines and the distribution activity of the OTAs.

On October 19, 2017 Ryanair, Google and eDreams reached a settlement to end legal proceedings between the three parties (see note 2.1.8). The provision that eDreams had for this litigation (€0.8 million), has been paid on November 2017.

18.5 Tax contingencies

The Group companies may be subject to audit by the tax authorities in respect of the taxes applicable to them for the years that are not statute-barred.

As a result of different interpretations of ruling tax legislation, additional liabilities may arise as a result of a tax audit. However, the Group considers that any such liabilities (if any) would not materially affect the consolidated financial statements

18.6 Investigation by the Italian consumer protection authority (AGCM)

On July 7, 2017 and August 1, 2017, the Italian consumer protection authority (AGCM) notified Go Voyages SAS, eDreams Srl and Opodo Italia Srl the launching of investigations in relation to alleged unfair commercial practices based on the three following grounds (i) Lack of transparency, (ii) surcharging practice, and (iii) non-authorized use of premium-rate numbers. A provision for this has been booked on the balance sheet for €1.6 million based on the decision of the Italian Authority, which is not final and could be appealed.

19 SUBSEQUENT EVENTS

On 16 January 2018, the AGCM fined eDreams Italia, Opodo Italia and Go Voyages SAS for 690K€, 104K€ and 780K€ respectively. The AGCM decisions are part of a global investigation launched by the Italian Authority for the protection of consumers' rights on the Air distribution market. Other OTAs including Volagratis, Lastminute.com and Gotogate have been involved in the investigation and also fined by the Italian Authority. The alleged grievances of the AGCM relate to a lack of transparency and surcharging practices prohibited by Italian law. We have decided to appeal against the judgments of the AGCM before the TAR Lazio, in particular, because our practices were based on the implementation of a previous decision of the AGCM and because the fines do not seem justified and proportionate.

20 CONSOLIDATION SCOPE

As at December 31, 2017, the companies included in the consolidation are as follows:

Consolidated entities at December 31, 2017

Name	Location / Registered Office	Line of business	% interest	% control
eDreams ODIGEO S.A.	1, Boulevard de la Foire, L-1528 (Luxembourg)	Holding Parent company	100%	100%
Opodo Limited	26-28 Hammersmith Grove, W6 7BA (London)	On-line Travel agency	100%	100%
eDreams, Ltd.	Mortimer street 73-75 (London)	Administration services	100%	100%
Opodo GmbH	Büschstraße 12 20354 (Hamburg)	Marketing services	100%	100%
Travellink AB	113 79 Rehnsgatan 11 (Stockholm)	On-line Travel agency	100%	100%
Opodo Italia SRL	Via Boscovich 14, 20124 (Milan)	On-line Travel agency	100%	100%
Opodo SL	Calle Conde de Peñalver 5, 1 Ext. Izq. 28006 (Madrid)	On-line Travel agency	100%	100%
eDreams Inc.	1209 Orange Street, city of Wilmington, County of New Castle, 19801 (State of Delaware)	Holding company	100%	100%
Vacaciones eDreams, S.L.U	Calle Conde de Peñalver 5, 1 Ext. Izq. 28006 (Madrid)	On-line Travel agency	100%	100%
eDreams International Network, S.L.U	Calle López de Hoyos 35, 2. 28002 (Madrid)	Admin and IT consulting services	100%	100%
eDreams, S.r.L	Via Boscovich 14, 20124 (Milan)	On-line Travel agency	100%	100%
Viagens eDreams Portugal LDA	Largo Rafael Bordalo Pinheiro, 16 (Lisbon)	On-line Travel agency	100%	100%
eDreams LLC	160 Greentree Drive Suite 101 (City of Dover) Delaware	On-line Travel agency	100%	100%
eDreams Corporate Travel, S.R.L	Via Boscovich 14, 20124 (Milan)	On-line Travel agency	100%	100%
eDreams Business Travel, S.L.	Carrer Bailén, 67-69, 08009 (Barcelona)	On-line Travel agency	100%	100%
Traveltising, S.A.	Calle López de Hoyos 35, 2. 28002 (Madrid)	Creating audiences for optimizing online advertising campaigns	100%	100%
Geo Travel Pacific Pty Ltd	Level 5, Plaza Building, Australia Square, 95 Pitt Street (Sydney)	On-line Travel agency	100%	100%
Go Voyages SAS	9, Rue Rougemont, 75009 (Paris)	On-line Travel agency	100%	100%
Go Voyages Trade	9, Rue Rougemont, 75009 (Paris)	On-line Travel agency	100%	100%
Liligo Metasearch Technologies	9, Rue Rougemont, 75009 (Paris)	Metasearch	100%	100%
ODIGEO Hungary Kft	Weiner Leó utca 16. 6. em, 1066 (Budapest)	Admin and IT consulting services	100%	100%
Findworks Technologies Bt	Sashegyi út 9, 1124 (Budapest)	On-line Travel agency	100%	100%
Tierrabella Invest, S.L.	Calle López de Hoyos 35, 2. 28002 (Madrid)	Holding company	100%	100%
Engrande S.L.U.	Calle Conde de Peñalver 5, 1 Ext. Izq. 28006 (Madrid)	On-line Travel agency	100%	100%

Glossary of definitions

Alternative Performance Measure

Non-reconcilable to GAAP measures

"Acquisition Cost per Booking Index" refers to the most relevant marketing expenses incurred to acquire new customers (encompassing Paid search, Metasearch and Affiliates), divided by the total number of Bookings. For any given period, the ratio is expressed as an index 100, in which 100 is the value of Acquisition Cost per Booking for the 3 months ended on December 2015. The acquisition cost per booking index provides to the reader a view of the trend of one of the main variable cost (marketing cost) of the business.

"Gross Bookings" refers to the total amount paid by our customers for travel products and services booked through or with us (including the part that is passed on to, or transacted by, the travel supplier), including taxes, service fees and other charges and excluding VAT. Gross Bookings include the gross value of transactions booked under both agency and principal models as well as transactions made under white label arrangements and transactions where we act as a "pure" intermediary whereby we serve as a click-through and pass the reservations made by the customer to the relevant travel supplier. Gross Bookings provide to the reader a view about the economic value of the services that the Group mediates.

Reconcilable to GAAP measure

"Adjusted EBITDA" means operating profit/loss before depreciation and amortization, impairment and profit/(loss) on disposals of non-current assets, certain share-based compensation, restructuring expenses and other income and expense items which are considered by management to not be reflective of our ongoing operations. Adjusted EBITDA provide to the reader a better view about the ongoing EBITDA generated by the Group.

"Adjusted Net Income" means our IFRS net income less certain share-based compensation, restructuring expenses and other income and expense items which are considered by management to not be reflective of our ongoing operations. Adjusted Net Income provides to the reader a better view about the ongoing results generated by the Group.

"Revenue Diversification Ratio" is a ratio representing the amount of Diversification Revenue earned in a twelve-month period as a percentage of our total revenue. Our management believes that the presentation of the Revenue Diversification Ratio measure may be useful to readers to help understand the results of our revenue diversification strategy.

"EBIT" means operating profit/loss. This measure, although it is not specifically defined in IFRS, is generally used in the financial markets and is intended to facilitate analysis and comparability.

"EBITDA" means operating profit/loss before depreciation and amortization, impairment and profit/loss on disposals of non-current assets. This measure, although it is not specifically defined in IFRS, is generally used in the financial markets and is intended to facilitate analysis and comparability.

"(Free) Cash Flow before financing" means cash flow from operating activities plus cash flow from investing activities.

"Gross Financial Debt" means total financial liabilities considering financing cost capitalized plus accrued interests and overdraft. It includes both non-current and current financial liabilities. This measure offers to the reader a global view of the Financial Debt without considering the payment terms.

"Gross Leverage Ratio" means the total amount of outstanding Gross Financial Debt on a consolidated basis divided by "Adjusted EBITDA". This measure offers to the reader a view about the capacity of the Group to generate enough resources to repay the Gross Financial Debt.

"Net Financial Debt" means "Gross Financial Debt" less "cash and cash equivalents". This measure offers to the reader a global view of the Financial Debt without considering the payment terms and reduced by the effects of the available cash and cash equivalents to face these future payments.

"Net Leverage Ratio" means the total amount of outstanding Net Financial Debt on a consolidated basis divided by "Adjusted EBITDA". This measure offers to the reader a view about the capacity of the Group to generate enough resources to repay the Gross Financial Debt, also considering the available cash in the Group.

"Net Income" means Consolidated profit/loss for the year.

"Revenue Margin" means our IFRS revenue less cost of supplies. Our management uses Revenue Margin to provide a measure of our revenue after reflecting the deduction of amounts we pay to our suppliers in connection with the revenue recognition criteria used for products sold under the principal model (gross value basis). Accordingly, Revenue Margin provides a comparable revenue measure for products, whether sold under the agency or principal model.

Glossary of definitions

Other Defined Terms

"Bookings" refers to the number of transactions under the agency model and the principal model as well as transactions made under white label arrangements. One Booking can encompass one or more products and one or more passengers.

"Customer Repeat Booking Rate" (%) refers to the ratio, expressed on a percentage basis, of Bookings made in a quarter by customers who made a prior Booking in the 12 months prior to that quarter divided by the total number of Bookings. The ratio is annualized, multiplying by four and by the ratio of the quarter over the average of last 4 quarters, to eliminate seasonality effects.

"Product Diversification Ratio" (%) is a ratio expressed on a percentage basis and calculated by dividing the number of flight ancillary products and non-flight products linked to Bookings (such as insurance, additional check-in luggage, reserved seats, certain additional service options, Dynamic Packages and car rental) by the total number of Bookings for a given period.

"Core Markets" and **"Core Segment"** refers to our operations in France, Spain and Italy.

"Expansion Markets" and "Expansion segment" refers to our operations in Germany, the United Kingdom and the other countries in which we operate, including, among others, the Nordics and countries outside Europe.

"Flight Business" refers to our operations relating to the supply of flight mediation services.

"Fixed Costs" includes IT expenses net of capitalization write-off, personnel expenses which are not Variable Costs, external fees, building rentals and other expenses of fixed nature. Our management believes the presentation of Fixed Costs may be useful to readers to help understand our cost structure and the magnitude of certain costs we have the ability to reduce in response to changes affecting the number of transactions processed.

"Fixed Costs per Booking" means fixed costs divided by the number of bookings. See definitions of "Fixed costs" and "Bookings".

"Non-flight Business" refers to our operations relating to the supply of non-flight mediation services, as well as other non-travel activities such as advertising on our websites, incentives we receive from payment processors, charges on toll calls and Liligo's metasearch activity.

"Non-recurring Items" refers to share-based compensation, restructuring expenses and other income and expense items which are considered by management to not be reflective of our ongoing operations.

"Variable Costs" includes all expenses which depend on the number of transactions processed. These include acquisition costs, merchant costs and other costs of a variable nature, as well as personnel costs related to call centers as well as corporate sales personnel. Our management believes the presentation of Variable Costs may be useful to readers to help understand our cost structure and the magnitude of certain costs. We have the ability to reduce certain costs in response to changes affecting the number of transactions processed.

"Variable Costs per Booking" means variable costs divided by the number of bookings. See definitions of "Variable costs" and "Bookings".

"Customer Relationship Management (CRM)" represents the set of activities that will encourage our customers to repeat business with us: visit our site again and make another booking. To be successful we need to understand our customers' behaviours and needs: we collect, analyse and use data to make each of those interactions with customers as personalised and relevant as possible.

"Classic Customer Revenue" represents customer revenue other than Diversification Revenues earned through flight service fees, cancellation and modification fees, tax refunds and mobile application revenue. Our management believes that the presentation of the Classic Customer Revenues measure may be useful to readers to help understand the results of our revenue diversification strategy.

"Classic Supplier Revenue" represents supplier revenue earned through GDS incentives for Bookings mediated by us through GDSs and incentives received from payment service providers. Our management believes that the presentation of the Classic Supplier Revenues measure may be useful to readers to help understand the results of our revenue diversification strategy.

"Diversification Revenue" represents revenue other than Classic Customer Revenue, Classic Supplier Revenues or Advertising and Metasearch Revenue, earned through vacation products (including car rentals, hotels and Dynamic Packages), flight ancillaries (including reserved seats, additional check-in luggage, travel insurance and additional service options), travel insurance, as well as certain commissions, over-commissions and incentives directly received from airlines. Our management believes that the presentation of the Diversification Revenues measure may be useful to readers to help understand the results of our revenue diversification strategy.

"Advertising and Metasearch Revenue" represents revenue from other ancillary sources, such as advertising on our websites and revenue from our metasearch activities. Our management believes that the presentation of the Advertising and Metasearch Revenue measure may be useful to readers to help understand the results of our revenue diversification strategy.

RECONCILIATIONS

APM & Other Defined Terms

(Thousands of euros, figures for the period ended on December 2017 and December 2016 unless otherwise stated)

"EBIT", "EBITDA", "Adjusted EBITDA"

	9 months ended December 31, 2017	9 months ended December 31, 2016
Operating profit = EBIT	52,478	54,441
Depreciation and amortization	(15,079)	(12,089)
Impairment loss	(2,902)	(2,424)
Gain or loss arising from assets disposals	(270)	-
EBITDA	70,729	68,954
Long term incentives expenses	(3,432)	(5,431)
Termination cost	(614)	(415)
Restructuring cost	(12,426)	-
Strategic Review Process (*note 2.1.7*)	(1,462)	-
Other	(49)	(1,056)
Non-recurring items	(17,983)	(6,901)
Adjusted EBITDA	88,712	75,855

"Revenue Margin", "Revenue Margin per booking", "Flight business", "Non-flight business", "Diversification revenue"

	9 months ended December 31, 2017	9 months ended December 31, 2016
By Nature:		
Revenue	370,503	360,126
Supplies	(2,176)	(10,441)
Revenue Margin	368,327	349,685
By Segments:		
Core	192,443	196,736
Expansion	175,884	152,949
Revenue Margin	368,327	349,685
By Products:		
Flight	294,635	274,281
Non-flight	73,692	75,404
Revenue Margin	368,327	349,685
Number of bookings	8,393,140	8,504,029
Revenue Margin per booking (euros)	44	41
By Source:		
	LTM December 31, 2017	LTM December 31, 2016
Classic customer revenue	238,760	238,094
Diversification revenue	166,760	138,107
Advertising & Metasearch	25,670	34,924
Supplier revenue	74,020	67,943
Revenue Margin LTM	505,210	479,068
Revenue Margin from January 2017 to March 2017	136,883	129,383
Revenue Margin from April 2017 to December 2017	368,327	349,685

"Gross Financial Debt", "Net Financial Debt"

	December 31, 2017	December 31, 2016
Non-current financial liabilities	413,940	420,901
Current financial liabilities	25,849	14,241
Gross Financial Debt	439,789	435,142
(-) Cash and cash equivalents	(76,658)	(77,018)
Net Financial Debt	363,131	358,124

"Fixed Cost", "Variable Cost", "Non-recurring items"

	9 months ended December 31, 2017	9 months ended December 31, 2016
Fixed cost	(61,493)	(59,277)
Variable cost	(218,122)	(214,553)
Non-recurring items	(17,983)	(6,901)
Operating cost	(297,598)	(280,731)
Personnel expenses	(66,257)	(58,076)
Other operating income / (expenses)	(231,341)	(222,655)
Operating cost	(297,598)	(280,731)

"(Free) Cash Flow before Financing"

	9 months ended December 31, 2017	9 months ended December 31, 2016
Net cash from operating activities	(20,842)	41,460
Net cash flow from / (used) in investing activities	(21,262)	(13,921)
Free Cash Flow before financing activities	(42,104)	27,539

"Adjusted Net Income"

	9 months ended December 31, 2017	9 months ended December 31, 2016
Net Income	23,305	(2,999)
Non-recurring items (included in EBITDA)	17,983	6,901
Tax effect of the non recurring items	(5,572)	(3,569)
2021 Senior Notes 10M Repayment [1]	596	-
US income tax rate regularization [2]	(9,658)	-
One-off financial expenses related to the refinancing [3]	-	18,197
Cumulative exchange rate difference related to Corporate Travel [4]	-	374
Impairment of Corporate Travel assets [5]	-	1,472
Impairment of software and licences related to the Nordics leisure activity [5]	-	872
Expenses related to 2018 Notes repurchase [6]	-	204
UK income tax rate regularization [7]	-	(1,000)
Tax treatment of LTI	-	(1,029)
Adjusted net income	26,654	19,423
Adjusted net income per share (€)	0.25	0.19

1. Expenses linked to the repurchased €10 million of the 2021 Senior Notes (See Note 2.1.10).

2. In the US, the Corporation Tax rate has been updated from 35% to 21%. This has generated a revenue in €9,658 thousand due to the update of the Deferred taxes linked to the US.

3. Financial expenses related to the refinancing correspond to:
- the capitalized financing fees of the 2018 and 2019 Senior Notes written off to financial expenses due to the refinancing (€6,451 thousand)
- the capitalized financing fees of the previous Revolving Credit Facility written off to financial expenses due to the refinancing (€1,429 thousand)
- One-off redemption expenses (€8,878 thousand)
- Expenses related to the obtention of the new Revolving Credit Facility for Guarantees that have not been capitalized and have been recognised as financial expenses of the period (€1,439 thousand)

4. The Group has reclassified the proportionate share of the cumulative amount of the exchange differences linked to Corporate Travel recognised in other comprehensive income to Profit and Loss for an amount of €0.4 million (see Note 2.1.5).

5. See Notes 2.2.5, 2.2.8 and 8 of the Condensed Consolidated Interim Financial Statements and Notes.

6. Transaction cost charged by external advisors linked to the repurchased €30 million of the 2018 Senior Notes (See Note 2.2.1).

7. In the UK, the Corporation Tax rate for the years starting the 1 April 2020 has changed from 18% to 17% at in FY17. This generated a revenue of €1,000 thousand due to the update of the Deferred taxes linked to the UK.