

## **AGENDA**

Group Highlights

Business Performance

Financial Summary

Outlook

Appendix







## **GROUP HIGHLIGHTS**

HY 2020

TARGETED FIX COST SAVINGS FULL-YEAR 2020<sup>1</sup>

leted action during

Targeted action plan during closures; fast organizational adaptation and flexible cost structure for reopening

# CHF 1,583.7 million

LIQUIDITY<sup>2</sup>

Strengthened financial structure and operational action plan implemented to secure cash flows

## -60.6%

#### ORGANIC GROWTH

Sales negatively impacted by governmental travel restrictions and landlords' decisions to close operations

# CHF -103.5 million

ADJ. OPERATING CASH FLOW

Immediate cash preservation measures taken, supporting operational performance (adj. operating cash flow as EBITDA proxy)

# CHF -749.1 million

# EQUITY FREE CASH FLOW

Outflow in first half also related to obligations incurred in 2019, with second-half cash flow breakeven at around -60% turnover level year-on-year



<sup>1</sup> Fix cost savings include reductions on personnel and general expenses and reliefs on minimum annual guarantee (MAG); HY 2020 with CHF 469.7 million fix cost savings

<sup>&</sup>lt;sup>2</sup> Pro-forma liquidity as of June 30, 2020 including Covid-19 related government-backed loans granted until July 2020



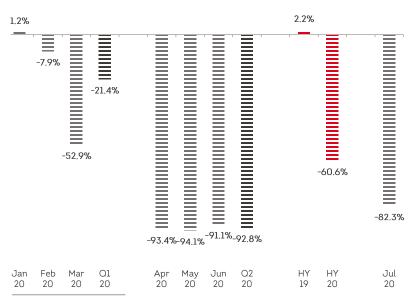
02

BUSINESS PERFORMANCE
HY 2020

## ORGANIC GROWTH EVOLUTION GROUP

HY 2020

#### ORGANIC GROWTH MONTHLY EVOLUTION in %



<sup>\*</sup> Until July 26, 2020

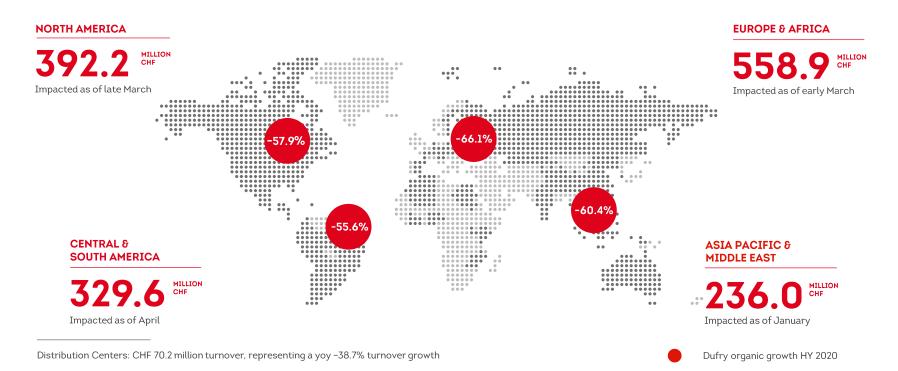
#### **TURNOVER**

1,586.9 MILLION CHF

- Performance in 2020 significantly impacted by the spread of Covid-19 with an unprecedented reduction in passenger flows around the world
- Travel restrictions started to be lifted and flights have resumed since mid-June and performance has been responding and progressing accordingly



## TURNOVER AND ORGANIC GROWTH BY REGION



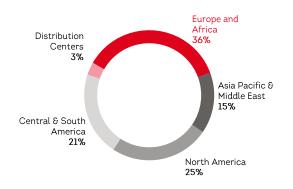


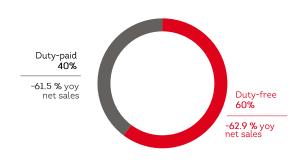
## **NET SALES BY REGION & SECTOR**

HY 2020

#### **DUFRY BY REGION - HY 2020**

#### **DUFRY BY SECTOR - HY 2020**





- Region Europe & Africa lost share due to earlier Covid-19 outbreak
- North America, Central & South America and Distribution Centers gained share due to exposure to domestic travel, later start of Covid-19 impact and contribution of wholesale business respectively
- Sector-split relatively stable as re-openings only started from mid-June on



## **NET SALES & PERFORMANCE BY CATEGORY**

HY 2020

#### **DUFRY BY PRODUCT CATEGORY - HY 2020**

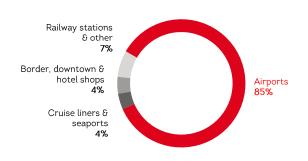


- Product mix relatively stable as re-openings only started from mid-June on
- Based on experiences with previous crises, duty-paid sector and products from perfume & cosmetics, food & confectionary, wine & spirits and tobacco expected to be preferred categories in second-half 2020

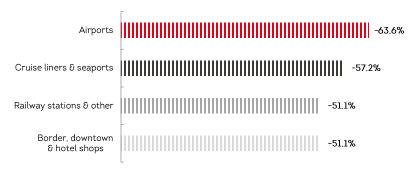
## **NET SALES & PERFORMANCE BY CHANNEL**

HY 2020

#### **DUFRY BY CHANNEL - HY 2020**



#### Net sales 2020 vs 2019



- Airport channel experienced slight decline in share of net sales, whereas other channels have gained importance
- Especially railway stations, border, downtown and hotel shops saw increase as percentage of overall net sales, as operations were less impacted compared to air travel



## RETAIL SPACE DEVELOPMENT

## Highlights HY 2020



Helsinki Airport, Finland



La Guardia Airport, USA



Thessaloniki, Greece



Florianópolis Airport, Brazil

#### **TOTAL RETAIL SPACE**

~470,000

#### **GROSS RETAIL SPACE OPENED**

2,850

**SQM** 0.6% of total retail space

#### **GROSS RETAIL SPACE REFURBISHED**

6,350

#### SQM

1.4% of total retail space





## **INCOME STATEMENT HY 2020**

## Reflecting cost reduction achievements

in CHF million	HY 2020 Reported	%	HY 2019 Reported	%	Δ
Turnover	1,586.9	100.0%	4,180.1	100.0%	-62.0%
Gross Profit	920.5	58.0%	2,515.1	60.2%	-63.4%
Lease Expenses	-75.7	-4.8%	-633.8	-15.2%	-88.1%
Relief of MAG	161.8	10.2%	-	-	-
Personnel Expenses	-423.0	-26.7%	-618.6	-14.8%	-31.6%
D&A (incl. impairment)	-1,185.5	-74.7%	-858.4	-20.5%	38.1%
Other expenses, net	-168.9	-10.6%	-281.2	-6.7%	-39.9%
Operating Profit (EBIT)	-932.6	-58.8%	123.1	2.9%	-1,055.7
Financial Result (excl. lease interest / FX)	-72.3	-4.6%	-62.9	-1.5%	14.9%
Lease Interest	-83.7	-5.3%	-98.9	-2.4%	-15.4%
FX	43.6	2.7%	-12.5	-0.3%	56.1
Profit before Taxes	-1,045.0	-65.9%	-51.1	-1.2%	-993.9
Income Taxes	40.4	2.5%	-35.0	-0.8%	75.4
Net Profit	-1,004.6	-63.3%	-86.1	-2.1%	-918.5
Non-Controlling Interest	101.4	6.4%	-21.2	-0.5%	122.6
Net Profit to equity holders	-903.2	-56.9%	-107.3	-2.6%	-795.9
KPI's1					
Adjusted Operating Profit (adj. EBIT)	-464.6	-29.3%	277.0	6.6%	-741.6
Adjusted Net Profit	-582.2	-36.7%	65.7	1.6%	-647.9
Adjusted EPS	-11.22		1.32		-12.5

- Fix cost savings<sup>3</sup> of CHF 469.7 million compared to HY 19, restructuring-related expenses of CHF ~62.7 million included
- Covid-19-related relief of MAG of CHF 161.8
  million recognized in P&L, following accrual
  principle; additional relief of CHF 137.0 million
  expected to be recognized when rent concessions
  are signed
- Covid-19-related impairments on intangibles

<sup>&</sup>lt;sup>3</sup> Fix cost savings include personnel and general expenses and reliefs of MAG

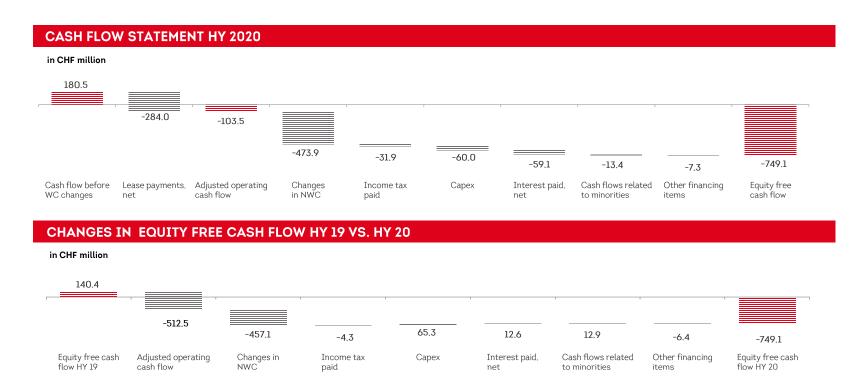


Resilient gross profit margin supported by collaboration with suppliers, with only -60bps decline of retail business<sup>2</sup>

¹ Please find reconciliation on Dufry's adjusted KPIs in appendix and <u>half-year results</u> 2020 financial report

<sup>&</sup>lt;sup>2</sup> Remaining part mainly related to mix effect of wholesale business

## **CASH FLOW STATEMENT**



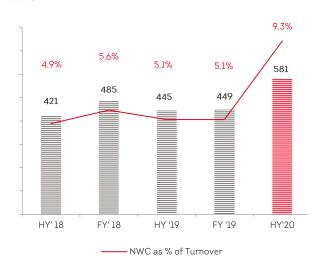


## **NET WORKING CAPITAL AND CAPEX DEVELOPMENT**

HY 2020

#### **CORE\* NET WORKING CAPITAL EVOLUTION**

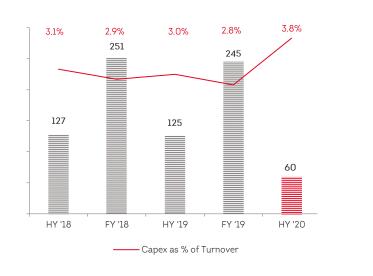
#### in CHF million



<sup>\*</sup>Core NWC: Inventories + Trade and credit card receivables - Trade payables

#### **CAPEX**

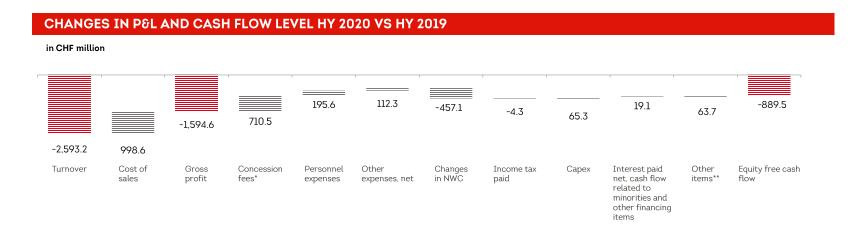
#### in CHF million





## **EXPENSE AND CASH SAVINGS**

HY 2020



 Loss of turnover of CHF 2.6 billion results in change of Equity Free Cash Flow of CHF -889.5 million HY 2020 compared to HY 2019



<sup>\*</sup> Concession fees as lease expenses + lease payments, net (not double-counting MAG relief)

<sup>\*\*</sup> Other items include increase in allowances and provisions, other non-cash items and loss on sale of non-current assets

## FINANCING INITIATIVES EXECUTED IN HY 2020

Strengthening Dufry's financial structure

NEW CREDIT FACILITY & COVID-19-RELATED LOANS<sup>1</sup>

CHF~530 MILLION

PLACEMENT OF 5.5 MILLION SHARES

CHF 151 MILLION

ISSUANCE OF CONVERTIBLE BOND<sup>2</sup>

CHF 350 MILLION

WAIVING OF COVENANTS UNTIL END OF JUNE 2021

Increased threshold of 5x net debt/adj. operating cash flow (LTM/constant FX) for September and December 2021 testing

2020 WAIVING OF DIVIDEND

Cancellation of dividend payment for full-year 2019 to secure liquidity

CREATION OF CONDITIONAL SHARE CAPITAL<sup>3</sup>

Conditional share capital to enable bond conversion amounts to CHF 63.5 million

<sup>&</sup>lt;sup>3</sup> Increase of the conditional share capital by 12.7 million shares approved by Dufry's 2020 Annual General Meeting, on May 2020



<sup>1</sup> CHF 390 million under new 12-months committed credit facility with two 6-months extensions and CHF 142.6 million of Covid-19-related government-backed loans (as of 31 July 2020)

<sup>&</sup>lt;sup>2</sup> Conditionally convertible into shares, with maturity May 4, 2023

#### **DEBT OVERVIEW**

HY 2020

in CHF million

Sep 18

Dec 18

Mar 19

#### **NET DEBT EVOLUTION (as of 30 June 2020)**

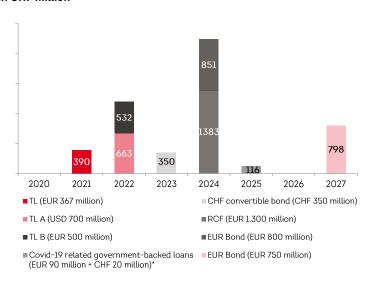
## 3,659 3,537 3,088 3,088 3,088 3,067 3,102

 Net debt as of June 30, 2020 increased by CHF 368 million compared to June 30, 2019

Jun 19

#### **DEBT MATURITY PROFILE (as of 31 July 2020)**

#### in CHF million



<sup>\*</sup>In addition Covid-19-related government-backed loan of EUR 25 million (CHF 26.6 million), maturing in 2022

Sep 19

Mar 20

Jun 20

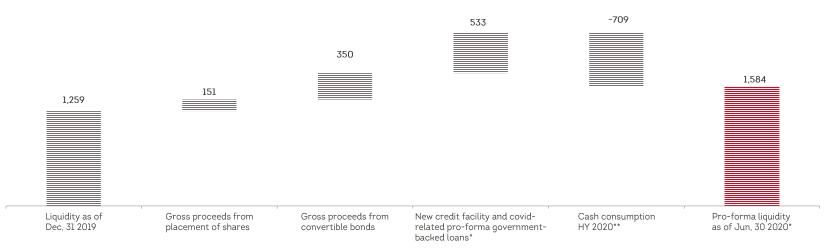
Dec 19



## LIQUIDITY POSITION

HY 2020





Second-half cash flow break-even at around -60% turnover level for H2 2020 year-on-year comparison

<sup>\*\*</sup> Cash consumption as EFCF net of FX impact on net debt of CHF 43.2 million, including arrangement fees amortization and other non-cash items of CHF -2.8 million



<sup>\*</sup> Includes CHF 390 million under new 12-months committed credit facility with two 6-months extensions and CHF 142.6 million of Covid-19-related government-backed loans (as of 31 July 2020)



## PILLARS TO RECOVERY AND GROWTH ACCELERATION

Preparing the organization to re-initiate profitable growth

## 01 IMMEDIATE CRISIS ACTION PLAN

- Liquidity position secured
- Tight cost control and cash management implemented
- Reduction of personnel costs at all levels, incl. Global Executive Committee (GEC) & Board of Directors
- Agreements with landlords to waive MAGs
- Measures to reduce general expenses, net working capital and Capex

## 02 RE-ORGANIZATION AND BUSINESS RE-OPENING

- Introducing a new, reduced GEC to reflect new reality of the business
- Integration of headquarters and divisions, simplifying the first management level for more flexibility and agility
- Detailed re-opening plan based on single-location productivity scenarios

# 03 RE-DEFINING LONG-TERM STRATEGY & RESUMING PROFITABLE GROWTH

- Clear commitment to continue generating synergies in global travel retail
- Focus on strong cash generation and securing profitability
- Dufry risk diversification strategy
- Strengthening both duty-free and duty-paid offer
- Increasing geographical footprint, especially into Asia
- Continued digitalization and strengthening omni-channel approach



## **RE-ORGANIZATION: NEW REGIONAL COMPOSITION**

Segment reporting as of 1 September 2020

#### **NORTH AMERICA** Canada, USA . . . . . . . . . . . . \*\*\*\*\*\*\*\*\*\*\*\* ........................ •••••• . . . . . . . . . . . . . . . . . ..... ....... ..... ....... **CENTRAL AND** . . . . . . . . . . . . . . . . **SOUTH AMERICA** . . . . . . . . . . . . ....... . . . . . . . . . . Argentina, Bolivia, Brazil, ..... ...... Chile. Colombia. Ecuador. .... Peru, Uruquay

#### EUROPE, MIDDLE-EAST & AFRICA

Germany, UK

Italy, Malta, Portugal and Spain

Armenia, Bulgaria, Greece, India, Jordan, Kuwait, Serbia, Sri Lanka, Turkey, UAE

Cabo Verde, Egypt, Finland, France, Ghana, Ivory Coast, Kazakhstan, Kenya, Morocco, Mozambique, Nigeria, Russia, Sweden, Switzerland

#### **ASIA PACIFIC**

Australia, Cambodia, China, Indonesia, Malaysia, Singapore, South Korea



Caribbean, Honduras, Mexico

## **GLOBAL AIR TRAVEL PAX RECOVERY FORECASTS**

Leading associations and data providers with limited visibility for 2021+

		Forecasts			
Data provider	Recovery 2019 level	2020 vs. 2019	2021 vs. 2019	2021 vs. 2020	Date of publication
ACI	not provided	-54%	-	-	05/05/20
IATA	2024	-55%	-27%	62%	28/07/20
ICAO	not provided	-53% to -60%	-	-	29/07/20
Air4cast	2022	-70%	-30%	135%	01/06/20
InterVistas	2022-2023	-44% to -73%*	-	-	24/04/20

<sup>\*</sup>Versus 2020 pre-Covid; 2019: +3.5% in global passenger traffic (ACI); 2020 global passenger growth forecast pre-Covid: +4.6% compared to 2019 (ACI)



Latest forecasts on PAX (number of passengers) provided by industry associations International Air Transport Association (IATA), Airports Council International (ACI), International Civil Aviation Organization (ICAO), and independent data providers Air4Cast, InterVistas

## COST REDUCTION MEASURES BASED ON TURNOVER SCENARIOS

Putting initiatives in place to flexibly manage 2020 challenges

#### **Turnover Scenarios for 2020**

Sensitivity Analysis	-40%	-55%	-70%	
Concession Fees (Pre-IFRS 16)	~33% of turnover	~36% of turnover	~39% of turnover	
Personnel Expenses*	Reduced by ~20% yoy	Reduced by ~30% yoy	Reduced by ~35% yoy	
Other Expenses, net	Reduced by ~30% yoy	Reduced by ~40% yoy	Reduced by ~43% yoy	
Capex	CHF ~-100 million	CHF ~-100 million	CHF ~-100 million	
Average monthly cash flow	CHF ~+60 million	CHF ~+10 million	CHF ~-60 million	

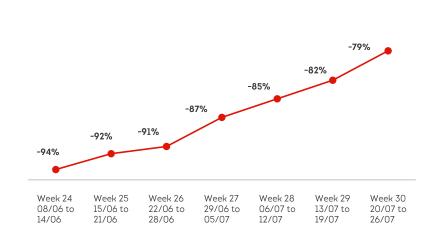


<sup>\*</sup> Including restructuring-related one-off costs of ~CHF 63 million, provisioned in H1 2020

## **RE-OPENINGS WITH POSITIVE SALES TREND**

Sales weekly progress June/July 2020

#### WEEKLY SALES EVOLUTION\* yoy, in %



-82.3 %

- Mid-June: travel restrictions started to be lifted mainly across Europe with flights resuming gradually
- Sales progressing in line with domestic travel uptake in Asia, US, LATAM and increasing intra-European flights

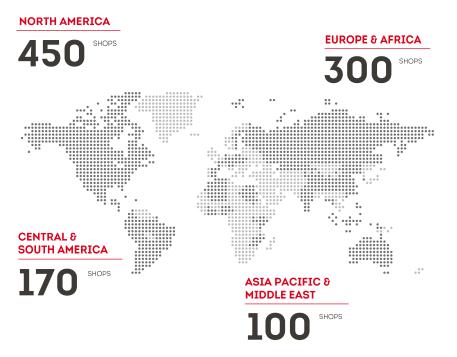


**ORGANIC GROWTH JULY YOY\*** 

<sup>\*</sup>As of July 26, 2020

## HAVING RE-OPENED MORE THAN 1,000 SHOPS GLOBALLY

Re-opening as a location-specific, shop-by-shop decision in line with PAX



- As of end-July, 40% of Dufry stores are open, representing almost 60% of sales capacity, including key locations like UK, Spain, Switzerland, Mexico, US, Turkey, Russia, Hong Kong, India, Cambodia, South Korea, Kuwait
- Opening up of around 50% of shops by end of August, representing 70% of sales capacity
- Re-opening plans for each individual operation based on single-location productivity scenarios and aligning opening hours and staff to passengers, flight schedules, traveller's profiles etc.



## **DUFRY HOLDS STRONG POSITION FOR ATTRACTING CUSTOMERS**

Key pillars for customers' satisfaction

Based on customer perception tracking in Dufry's top 50 locations with more than 25,000 interviews in H2 2019\*

PRICE AND **PROMOTIONS** 

**ASSORTMENT** 

**STAFF** 

- Travel retail offers one of the more successful experiences in airports
- Satisfaction with global experience in Dufry remains high

Note: 0.6% error margin

<sup>ቴ</sup> DUFRY

**HALF YEAR RESULTS 2020** 

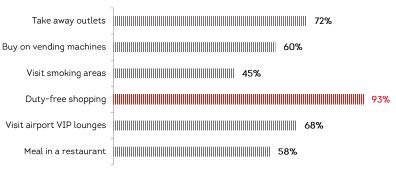
## ENCOURAGING MARKET INSIGHTS FOR ACCELERATING RECOVERY

Dufry's customers to continue duty-free shopping



#### **HOW ARE YOU GOING TO ENGAGE WITH THE FOLLOWING SERVICES?\***

I will engage the same or more...



- Contrary to other airport services, customers do not expect to engage less with duty-free stores
- Customers expected to continue to interact with staff, whereas payment methods and crowded areas, stand out as key factors to care about



<sup>\*</sup>Online survey June 2020, 1,147 contacts from Dufry's costumer data base, predominantly Europe. 2.9% error margin.

## CONCLUSION

- Unprecedented situation was approached with immediate crisis action plan:
  - Comprehensive set of cost reductions and cash flow management measures and strengthened financial structure, resulting in CHF 469.7 million fix cost savings and CHF 1,583.7 million pro-forma liquidity as of June 30
- Alignment of the organization to different full-year 2020 turnover scenarios:
  - CHF 709 million cash consumption in half-year 2020, with drop in Q2 due to strong cash preservation capability
  - Expected average monthly cash flow in second half 2020 of ~CHF +60 million in a -40% scenario, ~CHF +10 million in a -55% scenario, and ~CHF -60 million in a -70% scenario
- Re-organization initiatives are further strengthening travel retail business, thus driving the company's profitability and preparing growth acceleration
- Passenger flows gradually returning, with -82.3% organic growth in July 2020 vs. July 2019
- Limited visibility on mid-term recovery trajectory, with industry forecasts of returning to 2019 levels from 2022 onwards
- Based on immediate crisis response, strong cash generation ability and customer insights Dufry expects to be well positioned for re-opening and business recovery





## **TURNOVER GROWTH COMPONENTS**

	Q1 '19	Q2 '19	Q3 '19	Q4 '19	Q1 '20	Q2 '20	HY '20	HY '19
Like for Like	-1.3%	0.0%	1.3%	2.2%	-20.1%	-88.5%	-57.6%	-0.6%
New concessions, net	3.3%	2.3%	2.8%	0.9%	-1.3%	-4.3%	-3.0%	2.8%
Organic growth	2.0%	2.3%	4.1%	3.1%	-21.4%	-92.8%	-60.6%	2.2%
Changes in scope*	-	-	-	0.4%	0.6%	-0.5%	0.0%	_
Growth in constant FX	2.0%	2.3%	4.1%	3.5%	-20.8%	-93.3%	-60.6%	2.2%
FX impact	1.4%	-1.4%	-2.5%	-1.5%	-2.8%	-0.3%	-1.4%	-0.2%
Reported Growth	3.4%	0.9%	1.6%	2.0%	-23.6%	-93.6%	-62.0%	2.0%



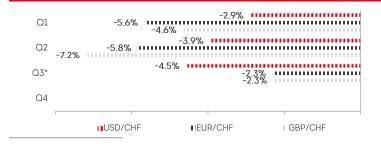
<sup>\*</sup>No changes in overall retail space ("scope") in HY 2020, as positive contribution of the acquisitions of RegStaer Vnukovo (Russia) and the Brookstone airport stores (US), conducted in November and October 2019 respectively, offset by disposals

## **FX** HY 2020

#### **TURNOVER BY CURRENCY HY 2020**

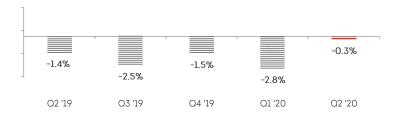


#### MAIN CURRENCIES DEVELOPMENT

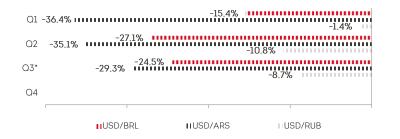


<sup>\*</sup> Until July 27, 2020

#### **FX TRANSLATIONAL IMPACT ON TURNOVER**



#### **DEVALUATION OF LOCAL CURRENCIES**

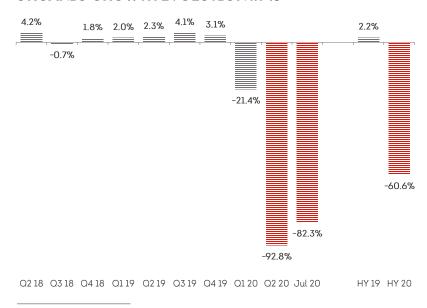




## ORGANIC GROWTH EVOLUTION GROUP

HY 2020

#### **ORGANIC GROWTH EVOLUTION in %**



<sup>\*</sup> Until July 26, 2020

#### **TURNOVER**

1,586.9 MILLION CHF

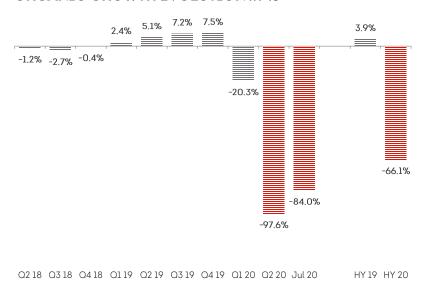
- Performance in 2020 significantly impacted by the spread of Covid-19, with an unprecedented reduction in passenger flows around the world
- Travel restrictions started to be lifted and flights to resume since mid-June and performance has been responding and progressing accordingly



## BUSINESS PERFORMANCE: EUROPE & AFRICA

HY 2020

#### **ORGANIC GROWTH EVOLUTION in %**



558.9 MILLION CHF

- Negative performance across most locations due to travel restrictions
- Performance negative in a lesser extend in Africa due to a later outbreak and lower number of Covid-19 cases
- Travel restrictions lifted or eased from mid-June 2020 onwards for intra-European travel



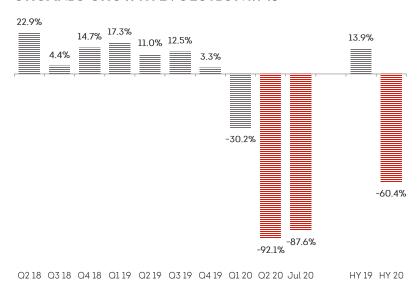
**TURNOVER** 

<sup>\*</sup> Until July 26, 2020

## BUSINESS PERFORMANCE: ASIA PACIFIC & MIDDLE EAST

HY 2020

#### **ORGANIC GROWTH EVOLUTION in %**



**TURNOVER** 

236.0 MILLION CHF

- China and South Korea impacted especially during Q1 2020 but resuming domestic and bilateral travel in Q2
- Other parts of Asia-Pacific and the Middle East region impacted in the second quarter
- Strongest recovery for domestic passengers and flights compared to global levels so far

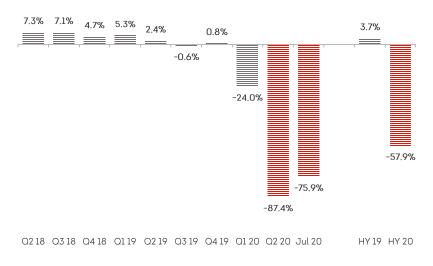


<sup>\*</sup> Until July 26, 2020

## **BUSINESS PERFORMANCE: NORTH AMERICA**

HY 2020

#### **ORGANIC GROWTH EVOLUTION in %**



#### **TURNOVER**

392.2 MILLION CHF

- Slowdown in both sectors duty-free and duty-paid, but especially in duty-free due to its exposure to international flight schedules
- Domestic travel, which accounts for around 85% of the US flight movements, started to resume

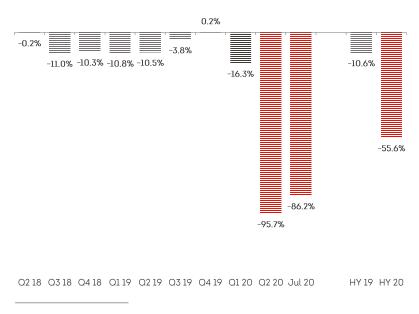


<sup>\*</sup> Until July 26, 2020

## BUSINESS PERFORMANCE: SOUTH & CENTRAL AMERICA

HY 2020

#### **ORGANIC GROWTH EVOLUTION in %**



\* Until July 26, 2020

#### **TURNOVER**

329.6 MILLION CHF

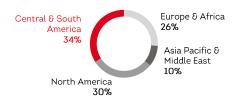
- Least impacted division during the semester, as most restrictions started only in the second quarter
- The cruise & seaport business performed in line with the overall division
- Domestic travel as well as international travel and border shopping remained possible at limited levels



#### RETAIL SPACE DEVELOPMENT

HY 2020

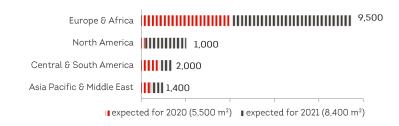
#### 2,850 SQM OF GROSS RETAIL SPACE OPENED



#### 6,350 SQM OF RETAIL SPACE REFURBISHED



#### 13,900 SQM SIGNED SPACE



#### **PROJECT PIPELINE: 29,000 SQM**





## **INCOME STATEMENT ADJUSTED KPIs**

	HY 2020		HY 2019	
in CHF million	Reported	%	Reported	%
Operating Profit (EBIT)	(932.6)	-58.8%	123.1	2.9%
Amortization of concession rights *	141.8	8.9%	153.9	3.7%
Impairment of concession rights *	194.7	12.3%	-	-
Impairment of goodwill *	131.5	8.3%	-	-
Adjusted Operating Profit (adj. EBIT)	(464.6)	-29.3%	277.0	6.6%

	HY 2020		HY 2019	
in CHF million	Reported	%	Reported	%
Net Profit to equity holders	(903.2)	-56.9%	(107.3)	-2.6%
Amortization of concession rights *	141.8	8.9%	153.9	3.7%
Impairment of concession rights *	194.7	12.3%	-	-
Impairment of goodwill *	131.5	8.3%	-	-
Interest on Lease Obligations	83.7	5.3%	98.9	2.4%
Transaction expenses *	-	0.0%	-	-
Income tax on above lines	(181.3)	-11.4%	(49.0)	-1.2%
Minority interest on above lines	(49.4)	-3.1%	(30.8)	-0.7%
Adjusted Net Profit	(582.2)	-36.7%	65.7	1.6%
Weighted average number of ordinary shares outstanding	51.9		49.8	
Adjusted EPS	(11.22)		1.32	



<sup>\*</sup>Related to acquisitions Please see full income statement in <u>Half-Year 2020 Financial Report</u>

## **BALANCE SHEET - OVERVIEW\***

in CHF million	30 Jun 2020	31 Dec 2019	Δ
Right of use assets	4,991.2	4,328.1	663
Concession right finite life	2,343.8	2,859.3	-516
Goodwill, Brands, Conc. rights indef. life	2,649.5	2,878.7	-229
Other intangible assets	92.5	109.4	-17
Other non current assets	301.7	338.2	-37
Core Net Working Capital	580.5	448.6	132
Other current assets	455.1	448.1	7
PP&E	564.6	627.1	-63
Total	11,979	12,038	-59
Lease obligations	5,148.9	4,404.7	744
Equity	2,100.3	3,108.0	-1,008
Net Debt	3,659.4	3,101.9	558
Non current liabilities	157.2	176.8	-20
Deferred tax liabilities, net	217.4	274.7	-57
Other current liabilities	695.7	971.6	-276
Total	11,979	12,038	-59

<sup>\*</sup>Please see full balance sheet in <u>Half-Year 2020 Financial Report</u>



## **CASH FLOW STATEMENT - OVERVIEW\***

in CHF million	HY 2020	HY 2019	Δ
Cash flow before working capital changes	180.5	1,007.2	-82.1%
Lease payments, net	-284.0	-598.2	-52.5%
Adjusted Operating Cash Flow	-103.5	409.0	-512.5
Changes in NWC	-473.9	-16.8	-457.1
Income tax paid	-31.9	-27.6	15.6%
Capex	-60.0	-125.3	-52.1%
Interest received	10.9	15.2	-28.3%
Free Cash Flow	-658.4	254.5	-912.9
Interest paid	-70.0	-86.9	-19.4%
Cash flows related to minorities	-13.4	-26.3	-49.0%
Other financing items	-7.3	-0.9	-6.4
Equity Free Cash Flow	-749.1	140.4	-889.5
Purchase of treasury shares	13.7	-	-
Foreign exchange adjustments	43.2	57.5	-24.8%
Arrangement fees amortization and other non cash items	-2.8	-3.3	-15.5%
Dividends to Group shareholders / Issuance of shares	137.5	-199.7	337.2
Decrease/ (Increase) in net debt	-557.5	-5.1	-552.4

<sup>\*</sup>Please see full balance sheet in <u>Half-Year 2020 Financial Report</u>



# SIGNIFICANT PROGRESS ACROSS THE ENVIRONMENT, SOCIAL AND GOVERNANCE ENGAGEMENT

**MAJOR HIGHLIGHTS INCLUDE:** 

- Reduced use of plastic bags as of 2020 by switching to paper bags
- Improved energy efficiency of supply chain through deployment of One Order

SOCIAL

**ENVIROMENTAL** 

**GOVERNANCE** 

- Supplier Code of Conduct updated and disclosed on website
- IT and Data Security added to materiality matrix to foster customer privacy
- Signatory member of UN Global Compact
- Lead Independent Director function installed
- Board of Directors' independence and diversity further increased



## **UPCOMING EVENTS**

2020/2021

**End-Aug 2020** Virtual Roadshows USA & UK (date & broker tbc)

**End-Aug 2020** Roadshow Zurich (date & broker tbc)

**03 Sep 2020** Bank of America Merrill Lynch European Infrastructure Field Trip (virtual)

17 Sep 2020 UBS Best of Switzerland Conference (virtual)

**21 Sep 2020** Baader Helvea Investment Conference (Munich)

**23 Sep 2020** Bernstein 17th Annual Strategic Decisions Conference (virtual)

**Sep 2020** Roadshow Scandinavia (date & broker tbc)

03 Nov 2020 Trading Statement Third Quarter 2020

09 Mar 2021 2020 Annual Results

Subject to changes



## IR CONTACT DETAILS



**DR. KRISTIN KÖHLER**Global Head Investor Relations

F + 41 61 266 44 22

M + 41 79 563 18 09

M kristin.koehler@dufry.com



NATALIA BARCELLOS
Investor Relations

F +55 21 2157 9927

M natalia.barcellos@br.dufry.com



AMANDA LIMA
Investor Relations

F +55 21 2157 9610

M amanda.Lima@br.dufry.com





## LEGAL DISCLAIMER

Information in this presentation may involve guidance, expectations, beliefs, plans, intentions or strategies regarding the future. These forward-looking statements involve risks and uncertainties. All forward-looking statements included in this release are based on information available to Dufry AG (the "Company") as of the date of this release, and we assume no duty to update any such forward-looking statements. Factors that could affect the Company's forward-looking statements include, among other things: global GDP trends, competition in the markets in which the Company operates, unfavorable changes in taxation and restrictions on the duty-free sale in countries where the company operates.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy securities, and shall not constitute an offer, solicitation or sale in any jurisdiction in which such an offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of that jurisdiction. There can be no assurance that any transaction will be pursued or consummated.

#### Alternative Performance Measures:

This Presentation contains information regarding alternative performance measures. Definitions of these measures and reconciliations between such measures and their IFRS counterparts if not defined in the Presentation may be found on pages I to II of the Dufry AG Six Month 2020 Report available on our <u>website</u>.

