

CRUISE

Sally Gunnell on gearing up for the Games, p14

INTELLIGENCE

Convince customers to be smarter shoppers, p18

FEATURES

City highlights in Seoul & wildlife in Canada, p37

TOOLKIT

Learn to ski with Inghams and TTG Knowledge! p28



26.07.2012

ttgdigital.com £3.00

TTG

THE BUSINESS OF SELLING TRAVEL

Going for gold

Terry Fisher to sue ex-employer
Gold Medal for £700,000, p4

Greetings from Greece

New tourism minister on restoring
confidence in the UK market, p8

Tweet elite

Our pick of travel's finest, p10-11



Let the Games begin

As Olympic fever hits the capital, the UK's agents tell TTG how it has impacted bookings and why one has had to open a new shop to protect his business **p5**



UBM

City & Finance

Keep up to date with the travel industry's financial news and results at ttgdigital.com/city

Share Watch Prices on July 23 and weekly percentage change

FTSE 100 INDEX -2.3% 5,534	IAG (BRITISH AIRWAYS) -7.1% £1.49	TUI 1.9% £1.73	THOMAS COOK 14% £0.16	CARNIVAL -0.6% £21.00	IHG 1.7% £15.33
--------------------------------------	---	--------------------------	---------------------------------	---------------------------------	---------------------------

With some of the UK's biggest travel companies about to release financial updates, we look at how they have fared recently and what lies ahead for them later this year. By *Patrick Whyte*

Counting down to the summer results

Thomas Cook



All eyes will be on new chief executive Harriet Green when Thomas Cook makes its interim management statement at the start of August. Green starts at the company at the end of July and Nick Batram of Peel Hunt said her hiring as well as that of new chief financial officer, Michael Healy, was a step in the right direction. "If I was a Cook shareholder I'd be a lot more positive now than I was 12 months ago," said Batram. Douglas McNeill of Charles Stanley Securities has been encouraged by no profit warnings being issued this summer: "No news is good news," he said.



Tui Travel

Things look slightly better for Tui and analysts are expecting a

more robust set of results. The rain has helped drive the lates market, which Batram believes will particularly benefit Tui: "You would expect to see a positive update from Tui," he said, "it had more stock to sell than Cook and the lates demand has been good."



IAG

According to McNeill, International Airlines Group is a tale of two companies: "British Airways is doing well," he said, "but Iberia is finding life tough." Airline consultant John

Strickland agreed: "London and the BA side is performing well, the Iberia side has been affected by the macroeconomic climate of Spain and they've had ongoing industrial relations issues with their pilots about Iberia Express." He added: "The fact that it is still getting quite solid growth from premium in a challenging environment is a positive thing. They will probably get some benefits from the lower price of fuel at the moment."



Flybe

In June Flybe reported a loss for 2011-12 and McNeill said the airline has "certainly fared less well than the bigger players". Strickland said the company's upcoming results could be "tainted by the state of the UK economy" as that is where the majority of its business comes from.



All Leisure Group

All Leisure recently completed the acquisition of the Page & Moy Travel Group for £4.2m and McNeill is looking for an update on how the integration of the two businesses is going. He said: "[It is] a big deal for them, if they can make it work it will be great."

DIARY UPDATES



All Leisure Group: Half-year results - July 27

Thomas Cook Group: Interim Management Statement - August 2

IAG: Half-year results - August 3

Tui Travel: Interim Management Statement - August 9

Flybe: First-quarter results - August 10

Other results: RCL Q2 (July 26); Air France-KLM H1 (July 30); Ryanair Q1 (July 30); Millennium & Copthorne interim results (August 2); Lufthansa interim report (August 2) and IHG interim results (August 7)

AIRLINE FINANCES

Profit turnaround for AMR despite bankruptcy worries

AMR CORPORATION, the parent company of American Airlines, has reported its first second-quarter profit in five years as it ploughs on with its restructuring process.

AMR has been in Chapter 11 bankruptcy protection since November 2011. However, it posted

a net profit of \$95m, excluding reorganisation and special items - a \$381m improvement over the same period in 2011.

The results, including \$336m in restructuring costs, translated to a net loss of \$241m.

Tom Horton, AMR's chairman and

chief executive, said: "Our revenue performance has topped the industry for several months, leading to our first second quarter-profit in five years, excluding reorganisation and special items.

"And this improvement reflects only a fraction of our restructuring progress. While there is still much to be done, we expect this momentum to build quickly as the new American re-emerges as an industry leader."

The news came as speculation continued about a merger. Airline

consultant John Strickland believes US Airways is the most likely suitor.

"US Airways has not been shy in saying it would like to have a shot to put forward proposals for a merger," Strickland said.

"It has got an advantage in as much as it has won the support of quite a number of American Airlines' unions. The fact that IAG (AA's fellow oneworld alliance member) has spoken warmly of the possibility that it could be a good thing would probably also embolden them."