

Q1 FY19 RESULTS

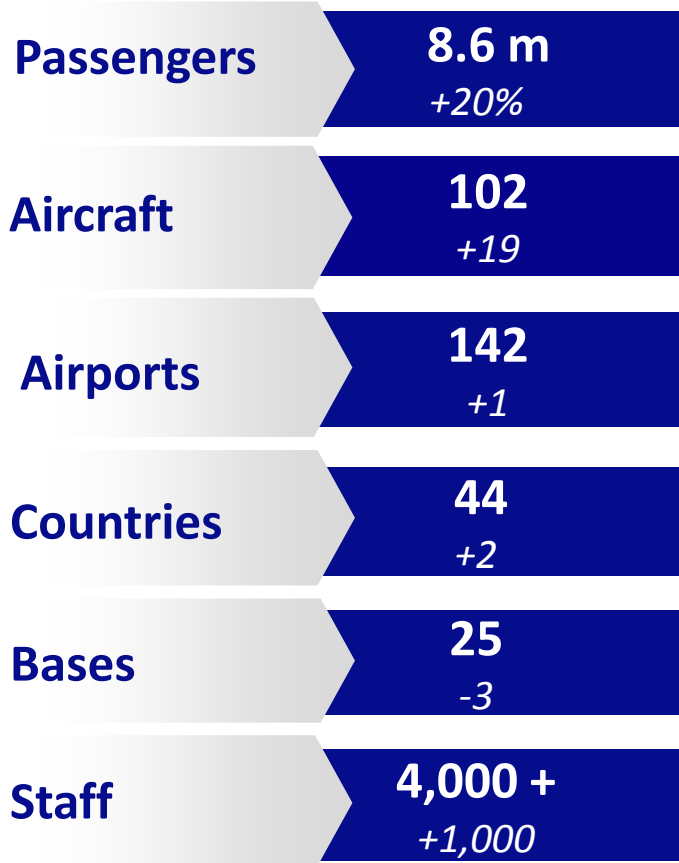


Q1 FY19 | PROFITABLE GROWTH CONTINUES

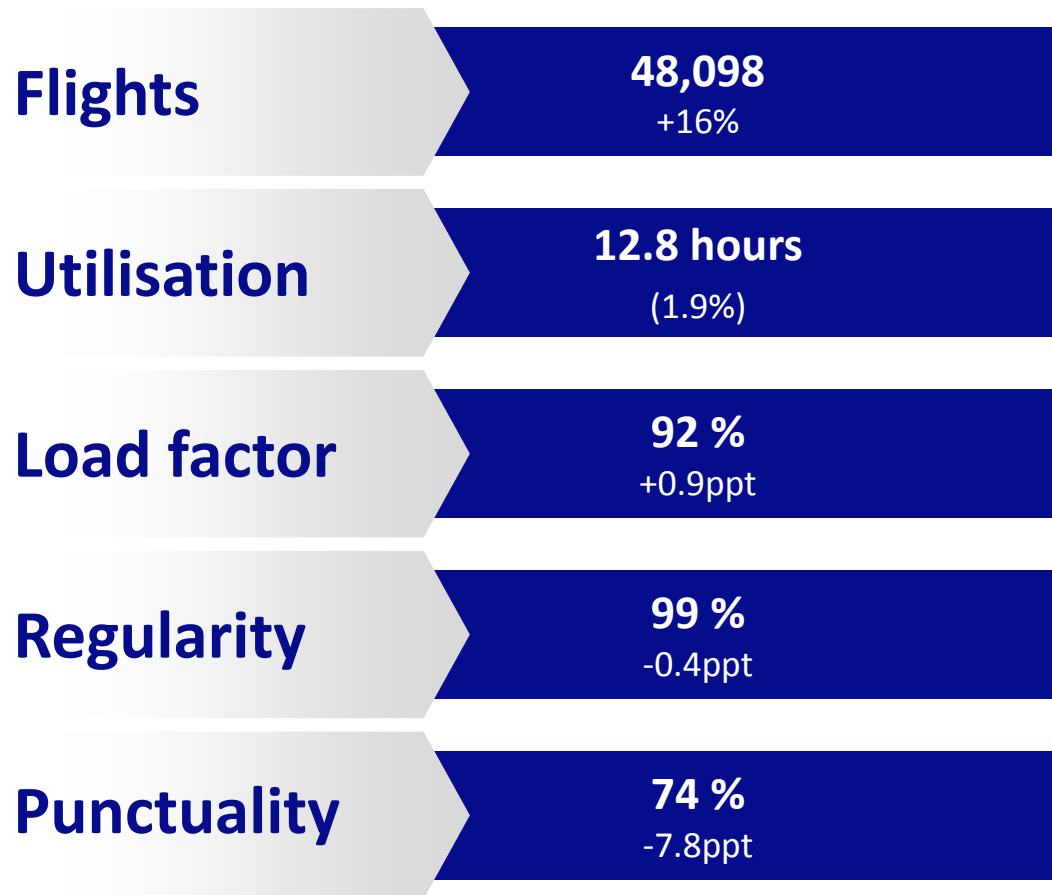
- 1 Record passengers 8.6m, record revenues €553m
- 2 20% passenger growth in Q1
- 3 Net profit of €50m (despite lack of Easter and disruptions)
- 4 Disciplined cost management
- 5 Major expansion in Vienna & London, UK AOC in operation
- 6 Fleet passed 100 aircraft milestone
- 7 Profit guidance unchanged

Q1 FY19 | Strengthening Position as #1 LCC in CEE

Growth Metrics



Performance Metrics



Q1 FY19 | Unprecedented Industry Disruptions

Cancellations

145
+426%

Punctuality

74 %
-7.8ppt

Delays 3+ hours

306
+95%

Effected PAX

2.2 m

**Compensation and disruption costs tripled
to €9m in Q1**

Q1 FY19 | Network Development

1	Increasing Frequencies	49%	On 79 routes
2	Joining Existing Airports	39%	11 new airport pairs
3	New Airports	9%	5 new destinations
4	New Countries	3%	Austria, Estonia

Balanced & Diversified Growth Strategy

New route allocation

CEE – Western Europe 72%
CEE – Intra 15%
CEE – Other 11%
WE – Other 2%

New airports added

Athens, Greece
Tromso, Norway
Kharkiv, Ukraine
Vienna, Austria
Tallinn, Estonia

Q1 FY19 | Record Revenue on 20% Pax Growth

Seat Growth + 19 %	Group Results	Q1 FY19	Q1 FY18	Change
	Revenue	€ 553m	€ 469m	+17.9%
Stage Length + 1 %	EBITDAR	€ 151m	€ 156m	(2.8)%
ASK Growth + 20 %	EBITDAR margin	27.4%	33.2%	(5.9)ppt
Load Factors + 0.9ppt	Net profit	€ 50m	€ 58m	(14.0)%
Passenger Growth + 20 %	Net profit margin	9.0%	12.4%	(3.3)ppt
	Free cash	€ 1,117m	€ 912m	+22.5%

Ever lower fares
continue to simulate
passenger demand

RASK
(1.4)%

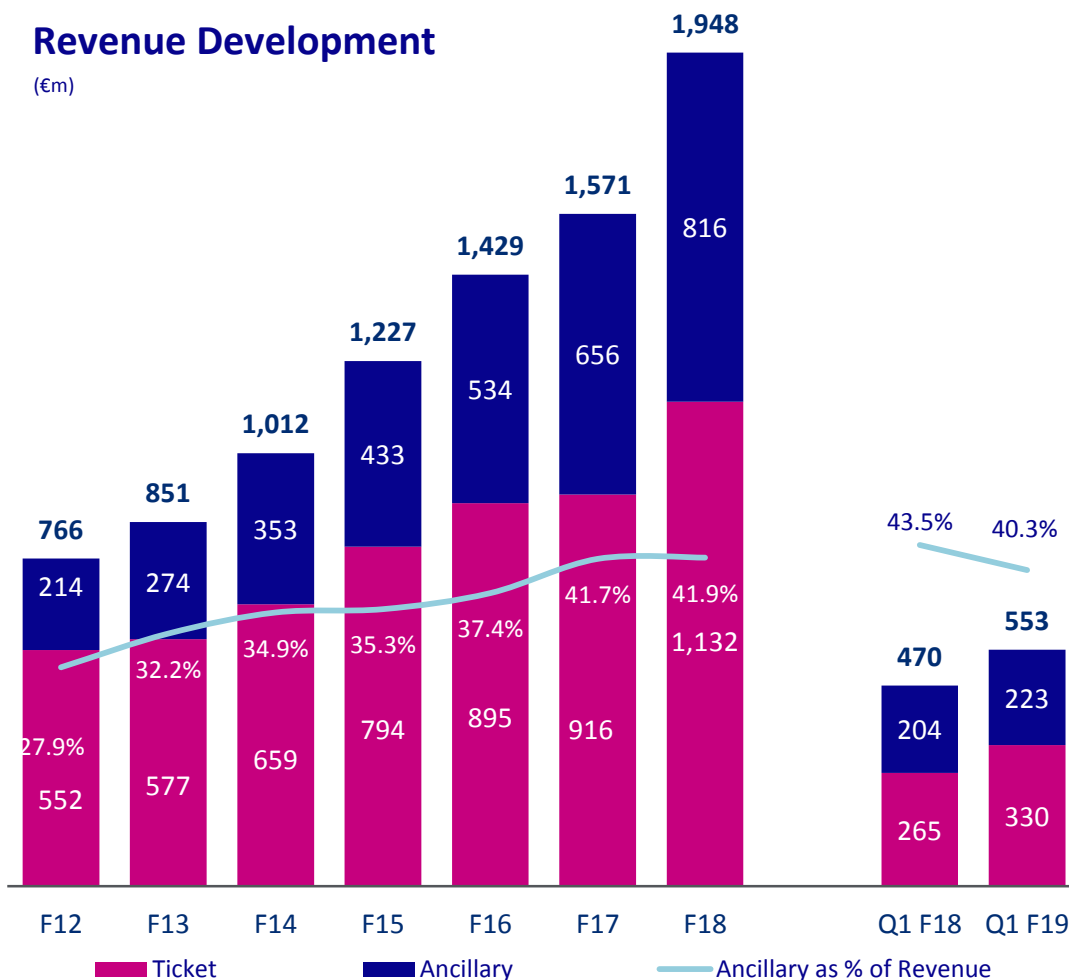


Ex-fuel CASK
(1.1)%

Q1 FY19 | Record Revenues

Revenue Development

(€m)



RPS

+ 4.0 %

Ancillary per pax

- 8.6 %

Drivers



20% passenger growth



Higher load factors



Larger aircraft



Flying further



Disruptions /
Cancellations

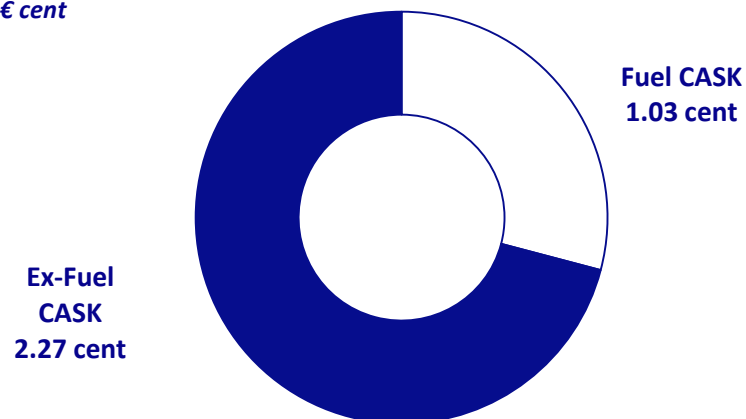


Bag unit revenue decline
to continue into Q2

Q1 FY19 | Ultra Low Cost Carrier

Q1 FY19 CASK ¹

€ cent



Q1 FY19 Q1 FY18 Change

	Q1 FY19	Q1 FY18	Change
Total CASK (cent)	3.30	3.23	2.2%
Fuel CASK	1.03	0.93	10.2%
Ex-Fuel CASK	2.27	2.29	(1.1)%

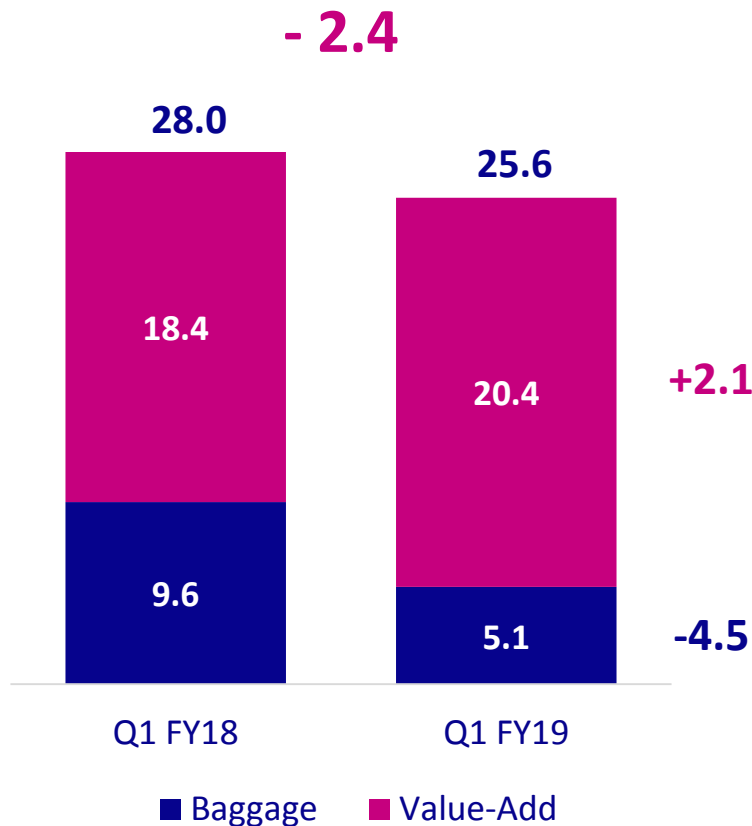
CASK € cent	Q1 FY19	Q1 FY18	Change
Fuel	1.03	0.93	0.10
Staff costs	0.31	0.27	0.04
Distribution & marketing	0.07	0.07	0.00
Maintenance, materials and repairs	0.19	0.21	(0.02)
Aircraft rentals	0.49	0.56	(0.07)
Airport, handling and en-route charges	0.92	0.90	0.02
Depreciation & amortization	0.15	0.19	(0.03)
Other expenses	0.14	0.09	0.04
Total CASK	3.30	3.23	0.07

Airline CASK for three months ended 30 June, 2018

Source: Company information
Note 1: Relating to Airline performance and rounded to two decimals

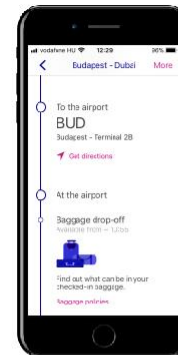
Q1 FY19 | Ancillary Update

Ancillary Revenue €/pax



➔ Negative effect of change in bag policy to persist in Q2

➔ Strong value add performance continues



NEW MOBILE APP

More than doubled
user base

Ancillary upsell
in booking flow
and timeline

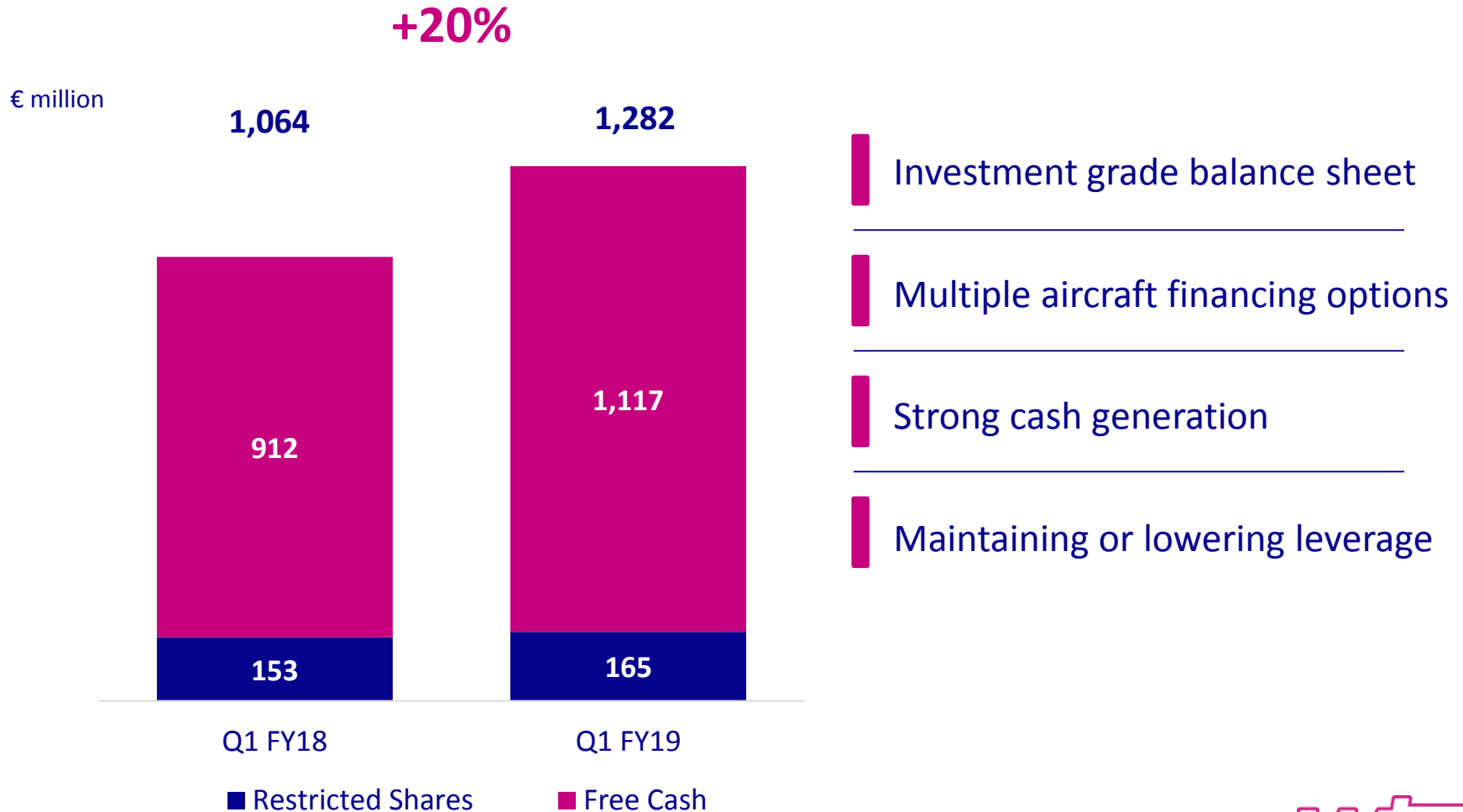


SEAT SELECTION



FAMILY
BUNDLE

Q1 FY19 | Higher Cash Generation



FY19 Guidance | Delivering Profitable Growth

Capacity growth (ASKs)

Average stage length

Load Factor

Fuel CASK

Ex-fuel CASK

Total CASK

Revenue per ASK

Effective tax rate

Net profit

Guidance

+18%

Moderate increase

+1ppt

+15%

-1%

+3%

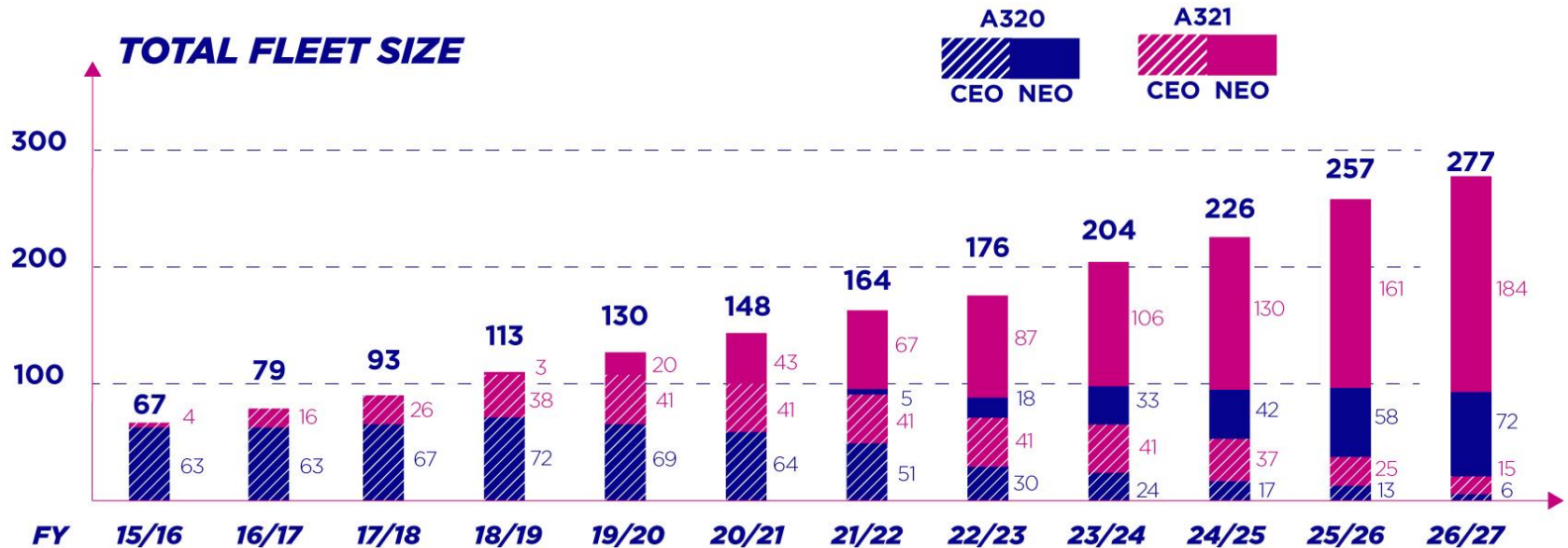
+3%

6%

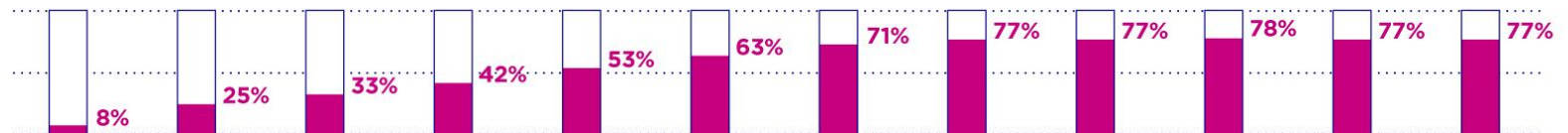
€310 – €340 million



WIZZ | Fleet Delivery Plan



PROPORTION OF SEATS ON A321



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