



WIZZ AIR HOLDINGS PLC

Q1 F22 RESULTS

28 JULY 2021

Q1 F22 | HIGHLIGHTS

- ➔ Progressive recovery through the quarter as we ramped up for summer**
- ➔ Cash positive quarter; liquidity at EUR 1.7bn end June 2021**
- ➔ Investment-grade credit rating with Fitch and Moody's maintained**
- ➔ Moved to 90% of 2019 capacity during July and 100% during August**
- ➔ Cautious on making predictions of the Half 2 of F22 – given new variants**
- ➔ Confident we remain best positioned to accelerate profitable growth in the next 5 years**

Q1 F22 | KEY BUSINESS METRICS

vs Q1 F21

Passengers 3.0m (+318%)

Aircraft* 141 (+27)

Airports 167 (+3)

Bases 44 (+11)

Countries 48 (+2)

 **2020 Airline of the Year**

 **1st airline with EASA AoC**

 **Most sustainable company in the airline industry 2021**

Q1 F22 | FINANCIAL PERFORMANCE

	Q1 F22	Q1 F21	Change
Revenue (€m)	199.0	90.8	119.2%
Underlying EBITDA (€m)*	(22.1)	8.9	n.m.
<i>Underlying EBITDA margin (%)</i>	<i>(11.1)</i>	9.8	(20.9)ppts
Statutory net profit/(loss) (€m)	(114.4)	(108.0)	5.9%
<i>Statutory net profit/(loss) margin (%)</i>	<i>(57.5)</i>	(119.0)	61.5ppts
Underlying net profit/(loss) (€m)*	(118.7)	(56.7)	n.m.
Underlying net profit/(loss) margin (%)	(59.6)	(56.7)	(2.9)ppts
Total Cash (€m)**	1,662.6	1,587.9	4.7%

* Excluding the impact of exceptional items - underlying net profit excludes the impact of hedge gains and losses classified as discontinued.

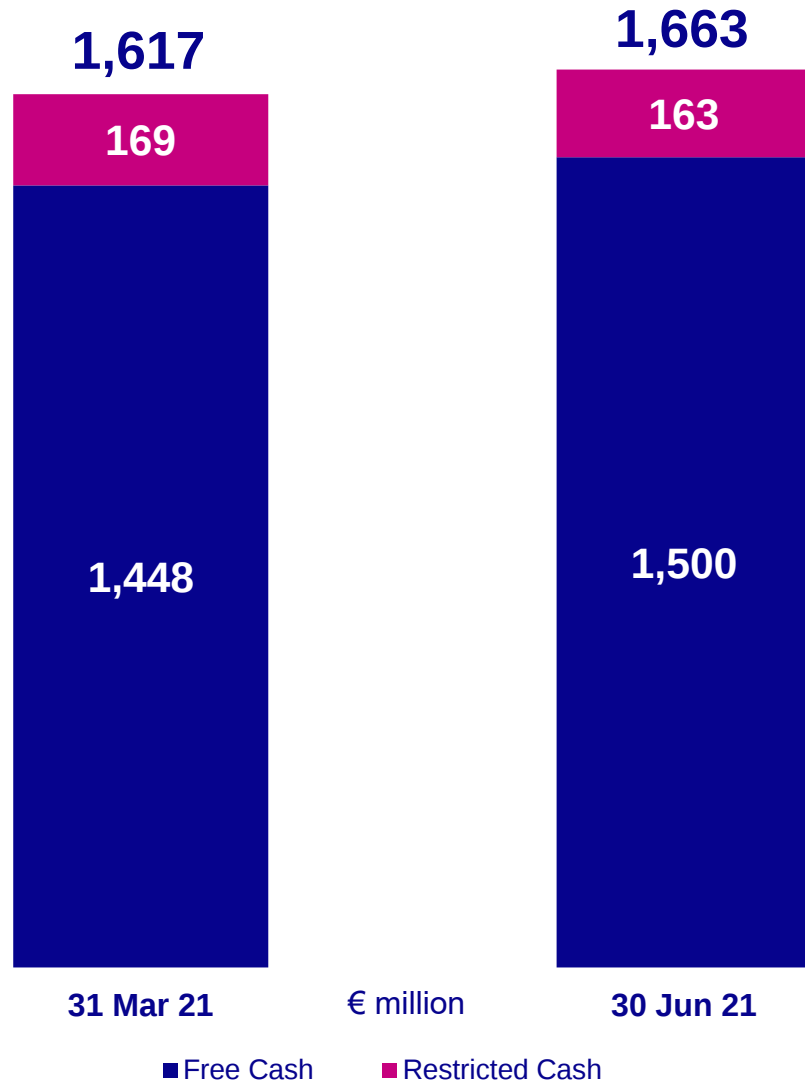
** Total cash comprises cash and cash equivalents, cash deposits > 3 month and restricted cash.

Q1 F22 | CONTINUED ULCC FOCUS

	CASK (€ cent)			Quarterly Cost (€m)		
	<u>Q1 F22</u>	<u>Q1 F21</u>	<u>Q1 F20</u>	<u>Q1 F22</u>	<u>Q1 F21</u>	<u>Change</u>
Fuel	0.86	3.30	1.12	63.5	68.7	-7.6%
Staff costs	0.47	1.41	0.32	34.5	29.3	17.7%
Distribution & marketing	0.10	0.21	0.07	7.3	4.4	65.9%
Maintenance, materials & repairs	0.56	0.98	0.24	41.6	20.5	102.9%
Airport, handling & en-route	0.95	1.01	0.94	69.9	21	232.9%
Depreciation & amortization	1.23	3.07	0.52	90.8	64	41.9%
Other expense/(income)	0.00	-0.51	0.11	0.1	-10.7	n.m.
Net financing expense/(income)*	0.27	0.63	0.07	19.9	13.2	50.8%
Total	4.43	10.1	3.39	327.6	210.4	55.7%
Ex-Fuel	3.57	6.81	2.27	264.1	141.7	86.4%

* Excluding net FX gain of 14.9m in Q1 F22 and 12.1m in Q1 F21.

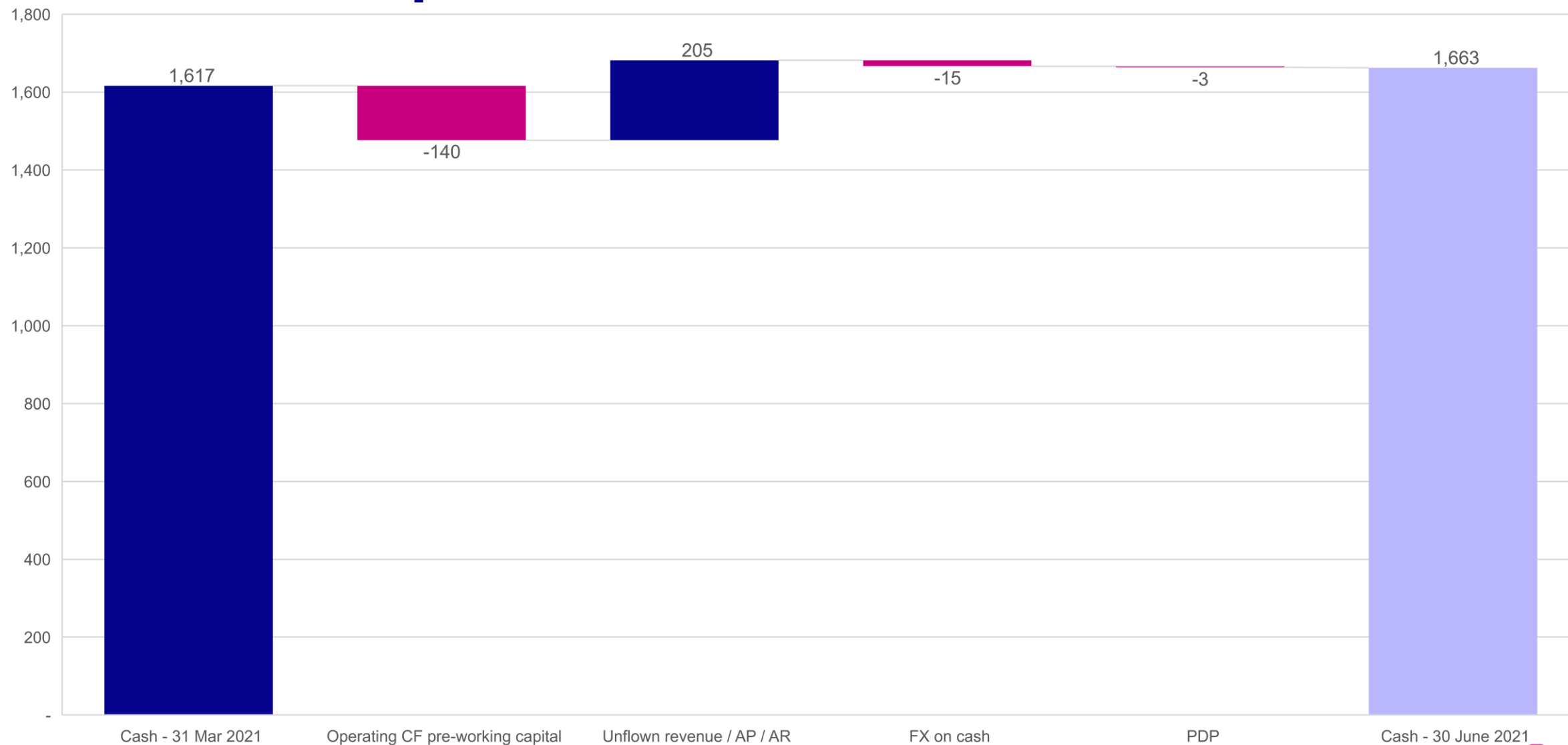
Q1 F22 | STRONG CASH POSITION



- ➡ Cash positive quarter
- ➡ Continuous focus on cost and contribution positive flying
- ➡ Growing unflown revenue although higher cash costs as capacity ramped up
- ➡ Investment grade balance sheet maintained

F21 | CASH POSITIVE QUARTER

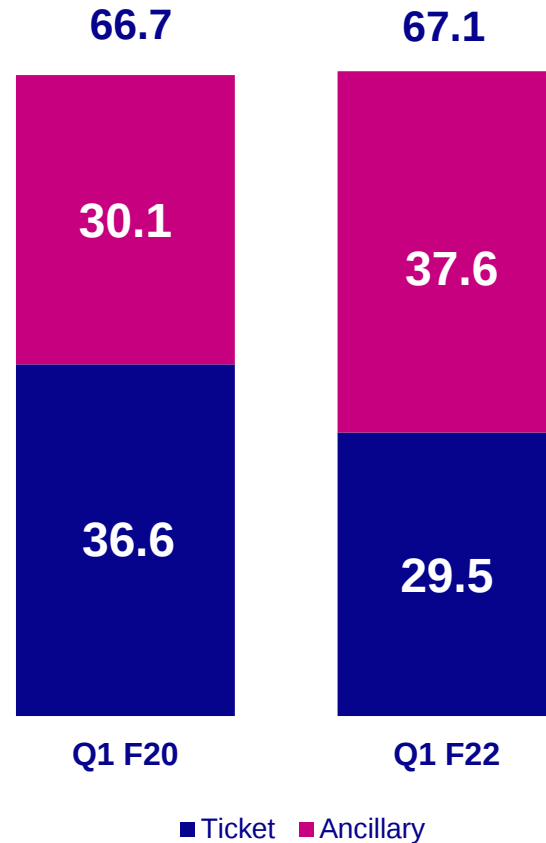
€ million



Cash refers to total cash and comprises cash and cash equivalents, cash deposits > 3 month and restricted cash.

Q1 F22 | ANCILLARY PERFORMANCE

Ticket Revenue/PAX -7.1 EUR
Ancillary Revenue/PAX +7.5 EUR



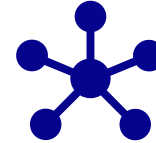
- Ancillary **56% of total revenue**
- **Ancillary / pax +25%** versus 2019
- UX research and digital merchandising drives more conversion of core products (boarding, seats, bags)
- Continued strong 'Covid-19'-product uptake
- Leveraging dynamic pricing
- Continued innovation on products/features

LOOKING AHEAD: FOCUS AREAS



**FOCUSED
ULTRA-LOW
COST MODEL**

**STRONGER
MORE DIVERSE
NETWORK**



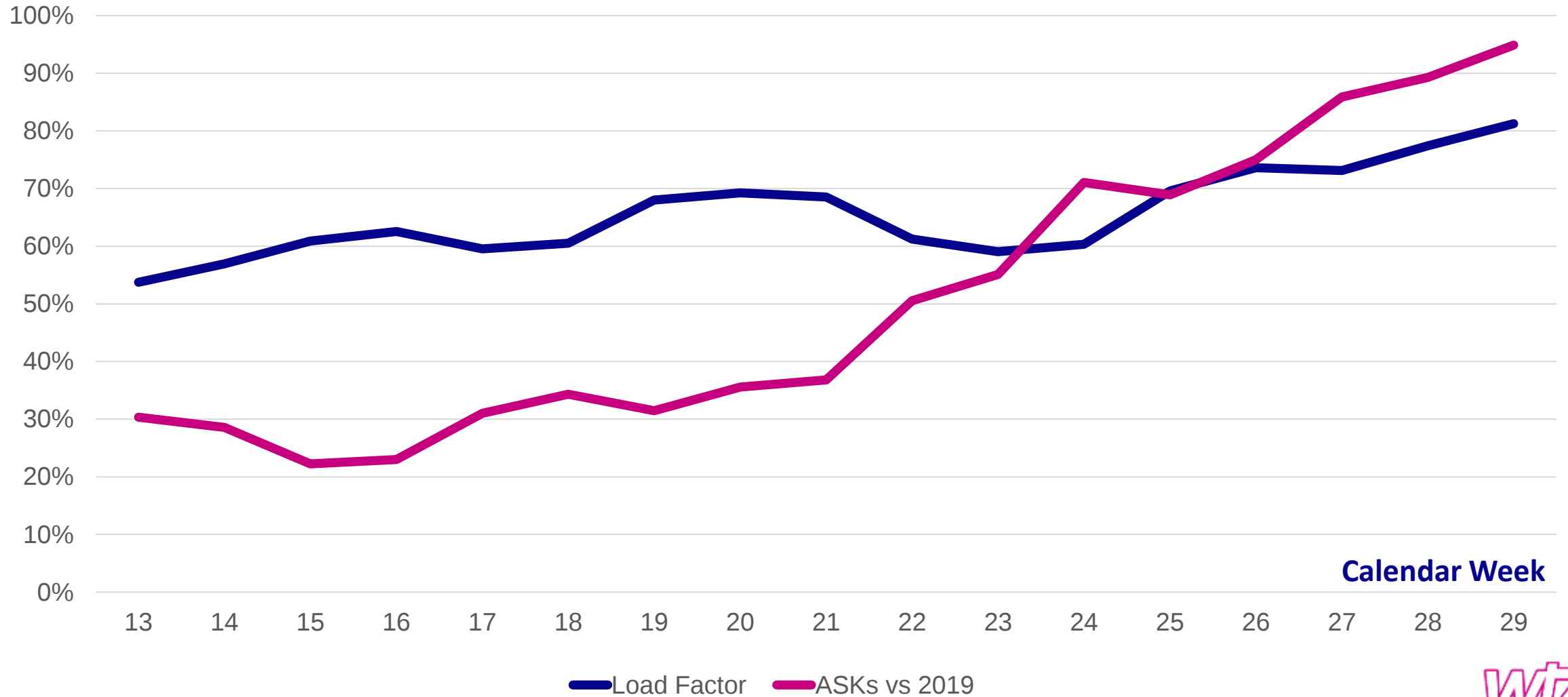
**DRIVING
SUSTAINABILITY
LEADERSHIP**



**A LEADING
DIGITAL
PLATFORM**

GRADUAL RETURN TO ULCC MODEL

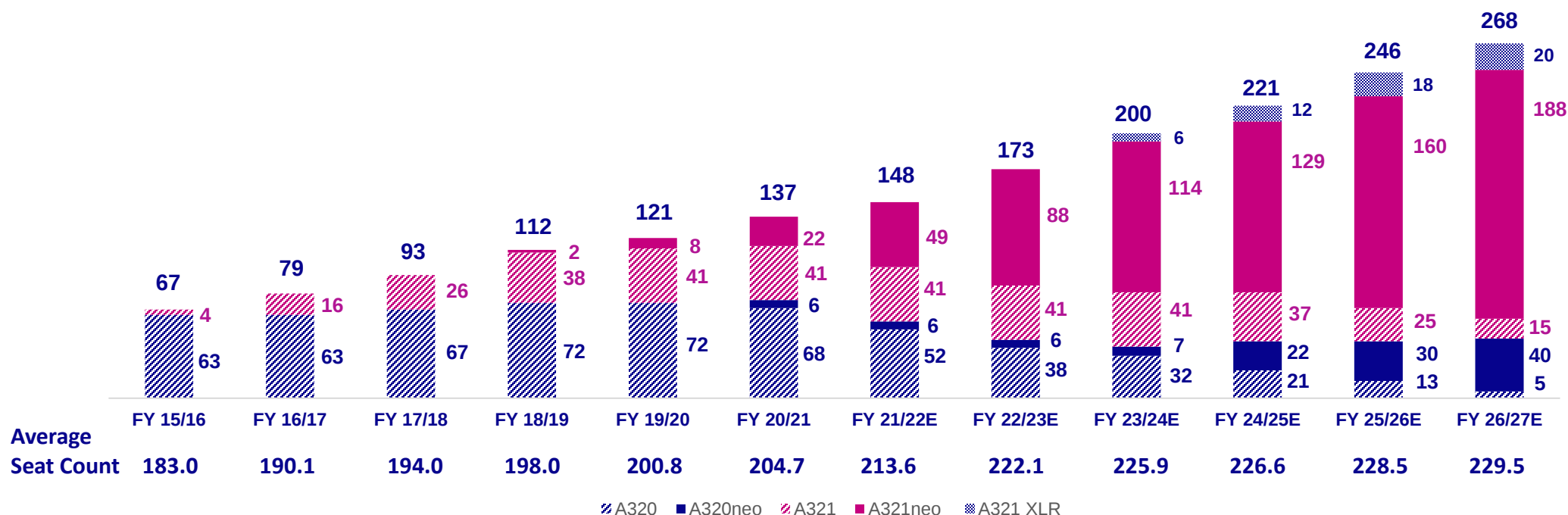
Ramping up: Weekly ASK as % of 2019 ASK (same week); Booked Load Factor



FOCUSED ULTRA-LOW COST MODEL - FLEET

Fleet development F23

- Advanced 10 x A321neo to summer 2022
- Accelerate growth & capture new opportunities
- Seat average per aircraft moving to 210 – 215 next summer




242
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER

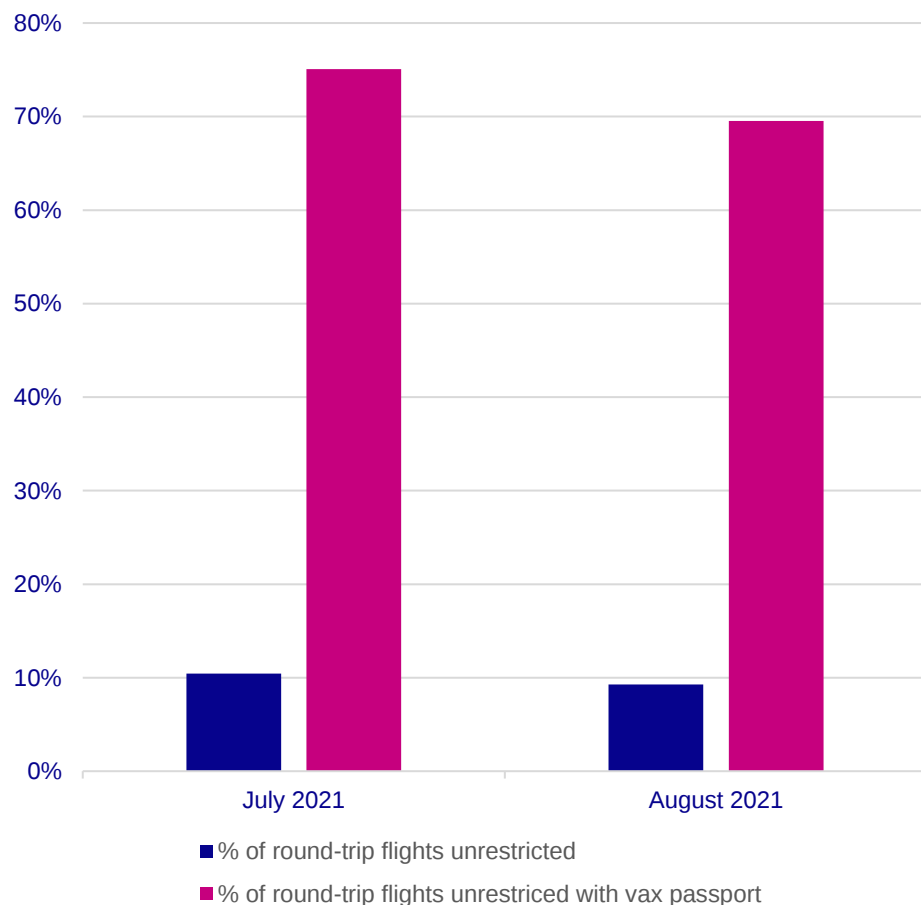

INDUSTRY
LEADING
PRICING


LOWER
OPERATING
COST

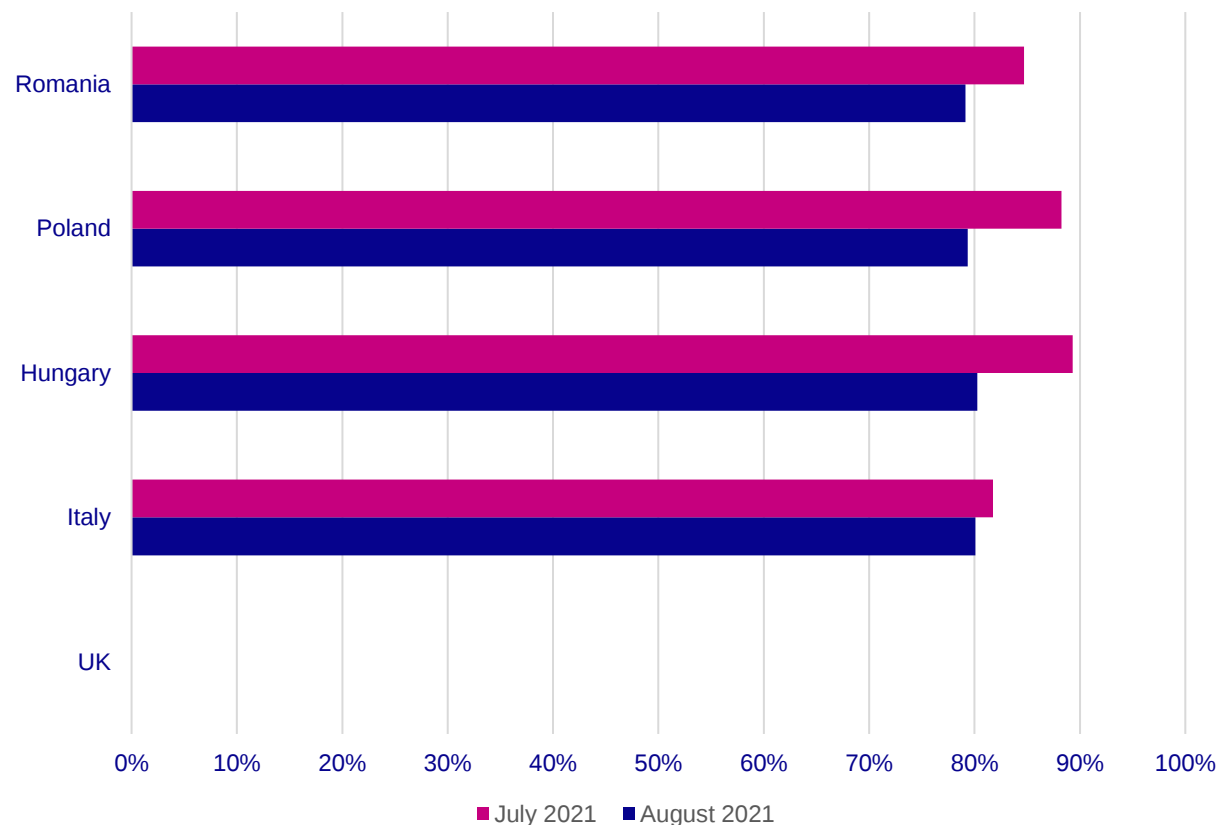
A STRONGER MORE DIVERSE NETWORK

Diversification remains key as restrictions still impacting across the network

% of unrestricted flights network-wide*



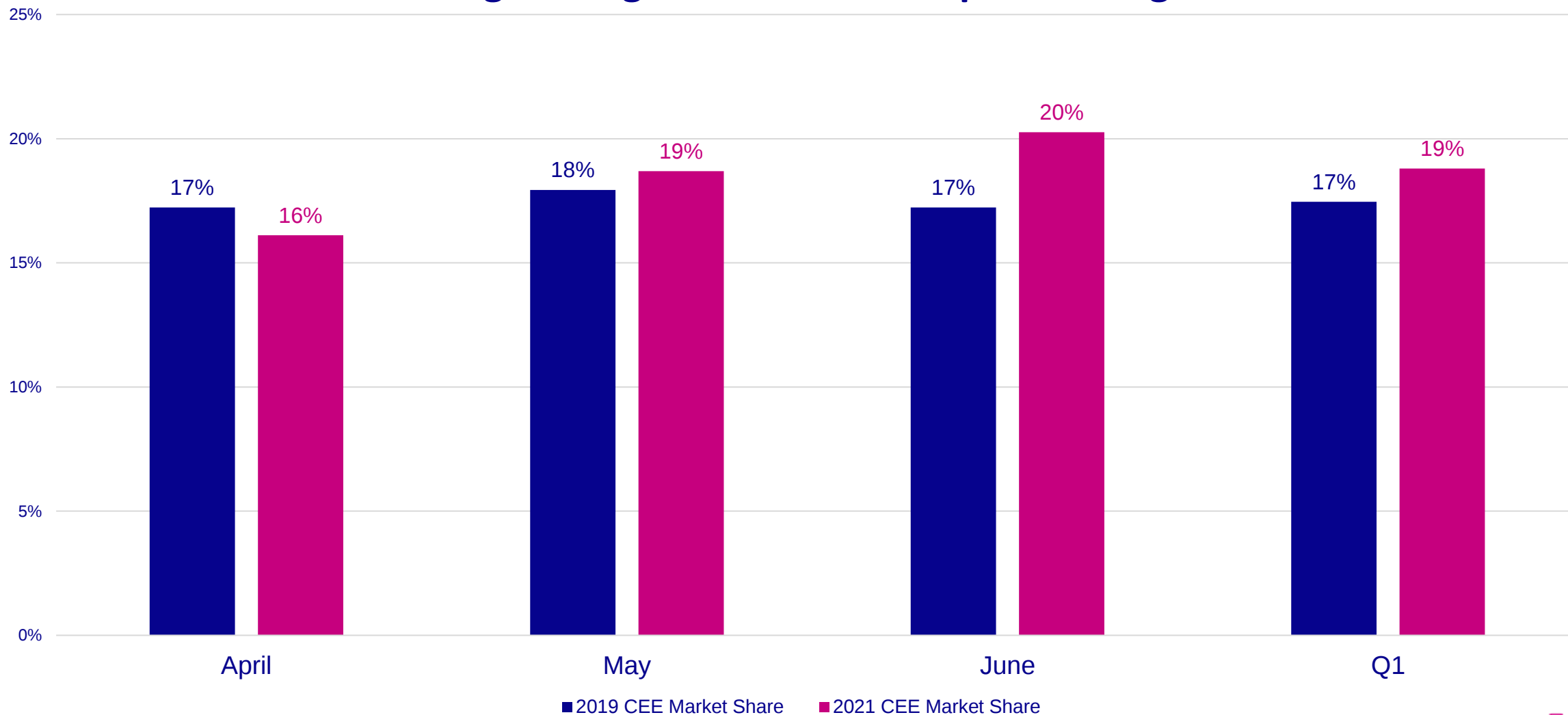
% of unrestricted flights in key markets if vaccinated*



*July 21, 2021 status

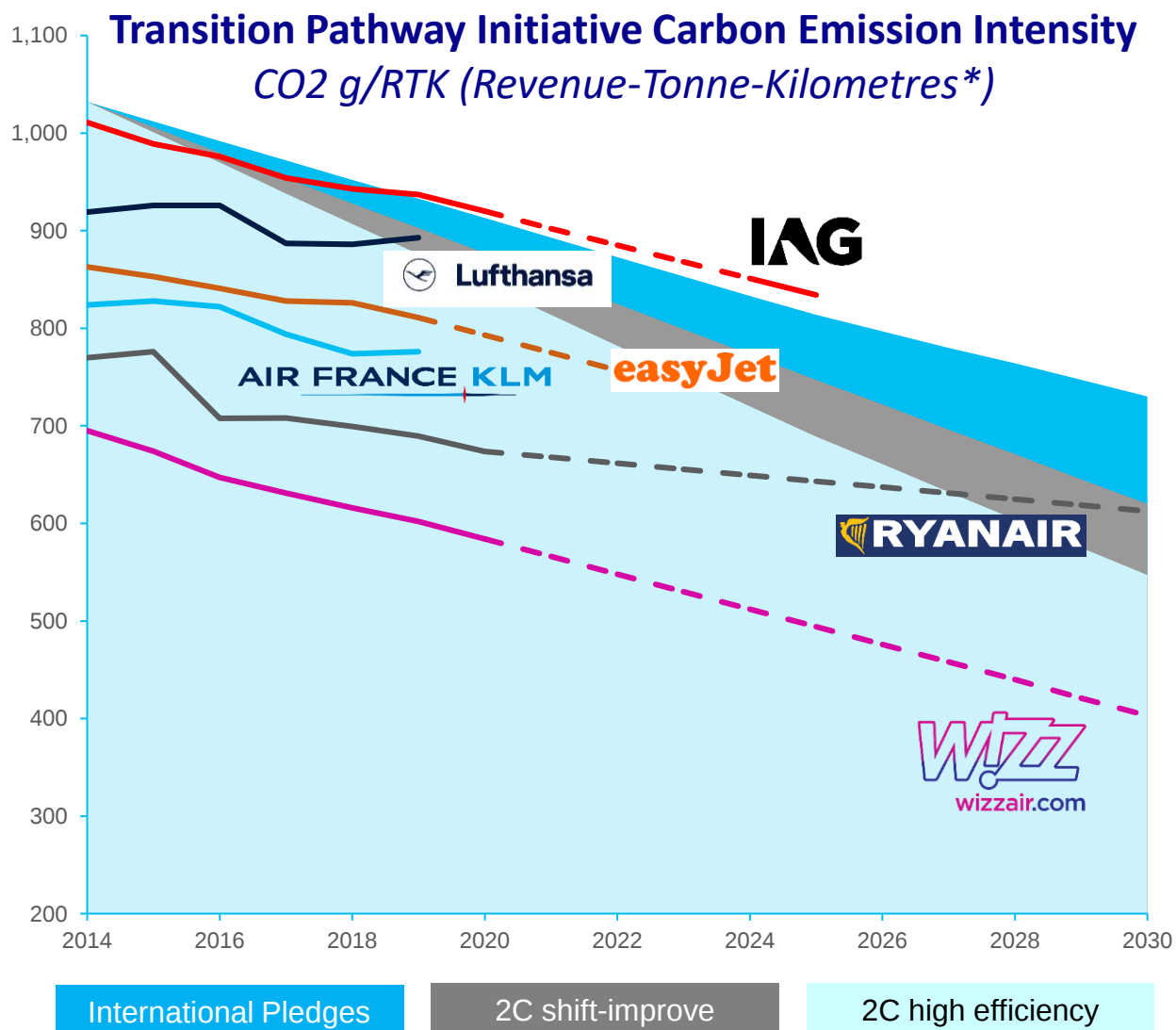
A STRONGER MORE DIVERSE NETWORK

Strengthening market leadership in CEE region





DRIVING SUSTAINABILITY LEADERSHIP



Source: Transition Pathway Initiative (TPI) July 2021, Ryanair Annual Disclosures.
RTK is the metric TPI has chosen to compare (although we would favor RPK given nature of our service).

Sustainalytics ESG score

Score (lower = better)	
Lufthansa	24.3
Wizz Air	25.5 (7 th of 70 global airlines)
IAG	26.7
AF-KLM	26.9
Ryanair	29.8
Easyjet	34.6

Source: Sustainalytics July 2021



DRIVING SUSTAINABILITY LEADERSHIP

‘Fit for 55’

- Wizz Air does not support the Fit for 55 proposal. It distorts the market further in favor of subsidized legacy carriers.
 1. It excludes cargo-only flights. Cargo flights drive around 15% of global emissions
 2. It excludes long haul extra-EEA flights, which cause more than 50% of global emissions
- Kerosene tax is a double taxation with the current airport-level taxation, introduced to offset the kerosene tax exemption as a result of the 1944 Chicago convention.

We need the EU and its Member States to stop putting their national (share) interests ahead of the interest of the planet and its communities.

IN SUMMARY

- ➔ Cash positive quarter, investment grade balance sheet
- ➔ During summer we will operate close to our 2019 capacity levels
- ➔ Near full vaccinations important to continue recovery through H2
- ➔ Strongly improved competitive position behind extended market footprint and continued fleet renewal
- ➔ Whereas F22 is a transition year, we are well on track to return to our proven ULCC model in F23, delivering our profitable growth ambitions

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