

WIZZ AIR HOLDINGS PLC

H1 F24 RESULTS

9 November 2023



H1 F24 | HIGHLIGHTS

- ➔ Record profit of +€401m vs -€384m H1 F23, Q2 profit 5x higher vs Q2 F23;
- ➔ Cash balance increased to €1.8bn with strong Free Cash Flow generation;
- ➔ Traffic up +25% vs H1 F23 and +49% vs H1 F20 to a record setting 33m pax;
- ➔ Summer ops improved vs H1 F23; completion rate 99.2% (vs 98.1% H1 F23); reflecting investment in operational improvements and management action;
- ➔ ASKs up +27% vs H1 F23 (+63% vs H1 F20) and revenue up +39% vs H1 F23 (+83% vs H1 F20);
- ➔ RASK +10% vs H1 F23 and Ticket RASK +18%;
- ➔ CASK -12% vs H1 F23 (Fuel CASK -26%); Ex-Fuel CASK -1% vs F23;
- ➔ Phase #1 GTF engine inspections had limited capacity impact during the period;
- ➔ Commenced capacity mitigation by pursuing lease extensions, driving higher utilization and protecting new deliveries.

H1 F24 | KEY BUSINESS METRICS

RECORD CAPACITY AND PASSENGERS IN SUMMER '23

versus
(H1 F23)

versus pre-
pandemic
(H1 F20)

Seats 35.6m (+17%) (+53%)

Passengers 33.0m (+25%) (+49%)

Aircraft* 187 (+19) (+68)

Airports 196 (-4) (+45)

Bases** 34 (-4) (+9)

Countries 54 (+1) (+10)

Employees 8,065 (+1,295) (+3,254)

**CO2/ RPK
emissions***** 51.6g (-10%) (-10%)

*end Sept 2023
**includes UA bases
***end Sept 2023; rolling 12-month basis

UPDATE ON ENGINE INSPECTIONS

NEO GTF ENGINE LONG-TERM PROGRAM UNAFFECTED

Powder metal inspections

- Service bulletin received and grounding plan being finalized
- Key areas now known:
 - An average 45 aircraft grounded due to engine issues from mid-January
 - Bespoke commercial and operational support agreed with OEM

GTF hot section durability

- Interim fleet for Middle East a mix of A321ceo and A321neo aircraft
- Agreed competitive maintenance rates and OEM operational support
- Design and manufacturing improvements to GTF hot section
- Durability packages by 2025/2026
- GTF Advantage technologies into base engines 2025+

- **Safe operation secure**
- **Customized support plan and compensation framework agreed and contracted**
- **Long term growth unaffected**
- **Short term actions taken to mitigate network impact – no base closures expected**
 - Continued new deliveries (36x A321neos)
 - Lease extensions (13x)
 - Increased utilization
 - Increased sector count

H1 F24 | FINANCIAL PERFORMANCE

HIGHEST EVER H1 NET PROFIT

			H1 F24	H1 F23	Change
ASK growth	+27.0%	Revenue (€m)	3,052.3	2,193.8	39.1%
		Fuel costs (€m)	(966.4)	(1,032.7)	(6.4%)
Load factor	+5.7pp	Non-fuel costs (€m)	(1,563.0)	(1,224.9)	27.6%
		EBITDA (€m)	878.1	217.8	303.2%
Passenger growth	+24.6%	Operating profit (€m)	522.9	(63.8)	n.m.
		Net financing gain / (loss) (€m)*	(53.0)	(56.7)	(6.5)%
Stage length	+8.6%	Reported profit / (loss) (€m)	400.7	(384.3)	n.m.
		Total Cash (€m)**	1,837.9	1,529.0	20.2%

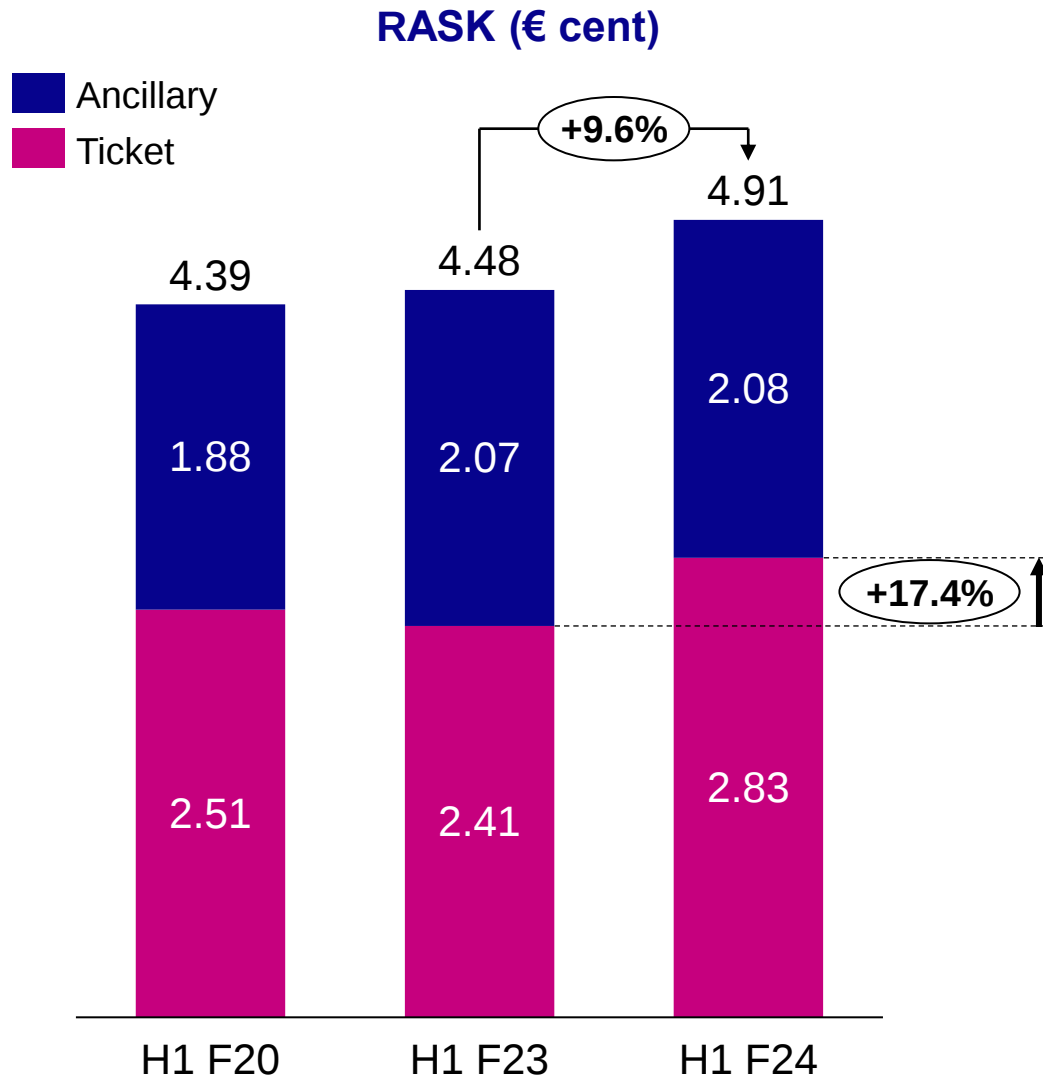
*Excluding FX gains or losses;

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**Total Cash balance as at March 31, 2023. Total cash comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash

H1 F24 | REVENUE PERFORMANCE

PRICING GROWTH AS DEMAND REMAINS STRONG



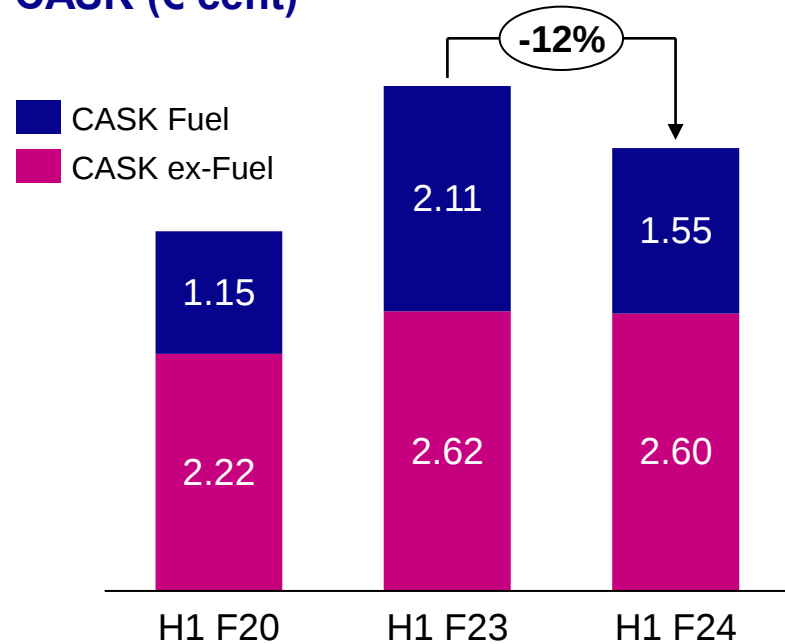
	H1 F24	vs H1 F23	vs H1 F20
ASKs	62,193m	+27.0%	+63.3%
RASK	4.91c	+9.6%	+11.9%
RASK Ticket	2.83c	+17.4%	+12.8%
RASK Ancillary	2.08c	+0.4%	+10.6%
Load factor	92.6%	+5.7pp	-2.0pp

- ✓ Ticket revenue at 58% of total revenue
- ✓ Peak loads recovering (July 94.9%, Aug 94.1%)
- ✓ Booking curve slightly longer due to more leisure
- ✓ Advanced data pricing excels in peaks
- ✓ New ancillary products (including WIZZ MultiPass and WIZZ Discount Club Light)

H1 F24 | UNIT COST PERFORMANCE

FUEL & EFFICIENCY TAILWINDS; STAFF COSTS & AIRPORT DELAYS A HEADWIND

CASK (€ cent)

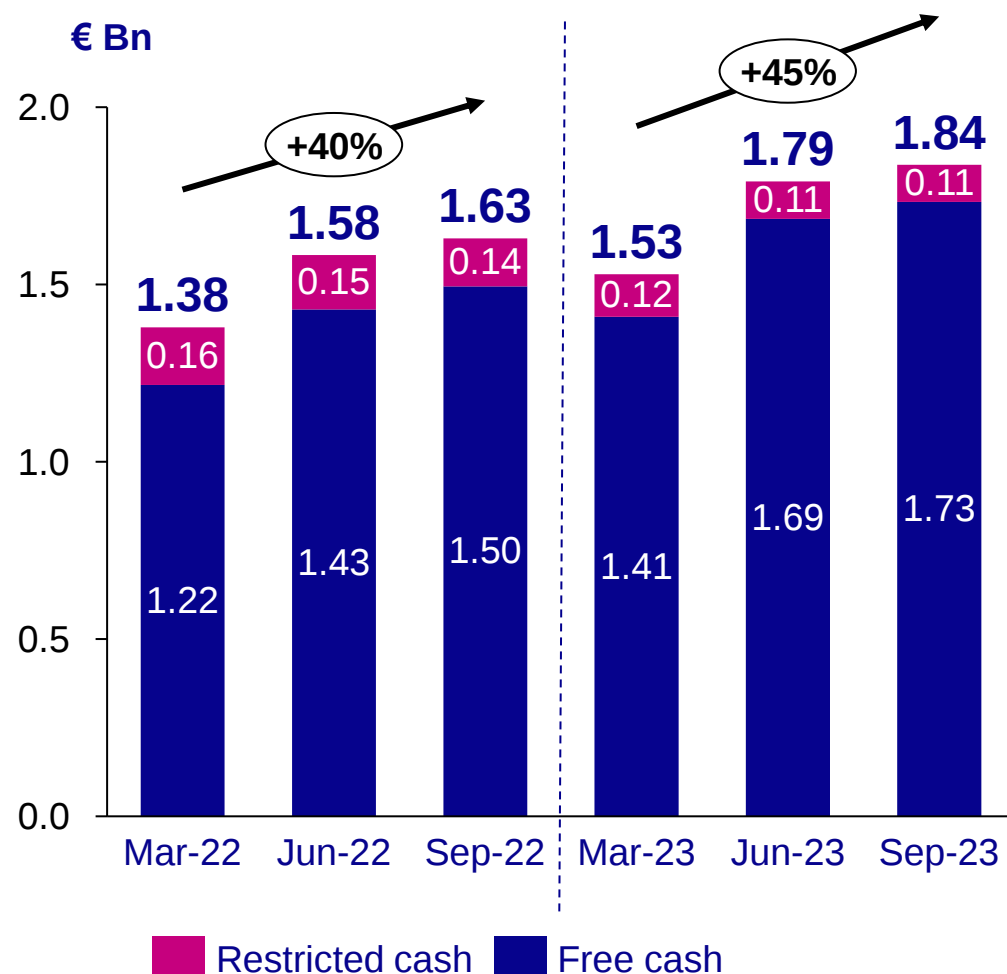


- Fuel prices down YoY, although increasing in H2
- Systematic fuel hedging and ETS policy
- Fuel saving initiatives deliver c.1% savings YoY
- **Improved utilization and crew productivity**
- Staff +0.03c vs LY (post-S'22 crew salary adjustments)
- Flight disruption +0.01c vs LY (airport delays & past claims)
- 57% NEO fleet; 223 average seat count

CASK € cent	H1F20	H1F23	H1F24	Change vs F23	Change vs F20
Fuel	(1.15)	(2.11)	(1.55)	(26%)	36%
Staff costs	(0.31)	(0.37)	(0.40)	8%	29%
Maintenance, materials & repairs	(0.23)	(0.24)	(0.24)	0%	4%
Airport, handling & en-route	(0.94)	(1.03)	(1.02)	(1%)	8%
Depreciation & amortization	(0.51)	(0.57)	(0.57)	(1%)	12%
Distribution & marketing	(0.06)	(0.09)	(0.10)	11%	63%
Other	(0.10)	(0.20)	(0.18)	(10%)	80%
Net financing charge*	(0.06)	(0.12)	(0.09)	(25%)	36%
Total	(3.37)	(4.73)	(4.15)	(12%)	23%
Ex-fuel CASK	(2.22)	(2.62)	(2.60)	(1%)	17%
Utilization (hh:mm)	13:22	11:49	12:18	4%	(8%)

H1 F24 | CASH & FINANCIAL POSITION

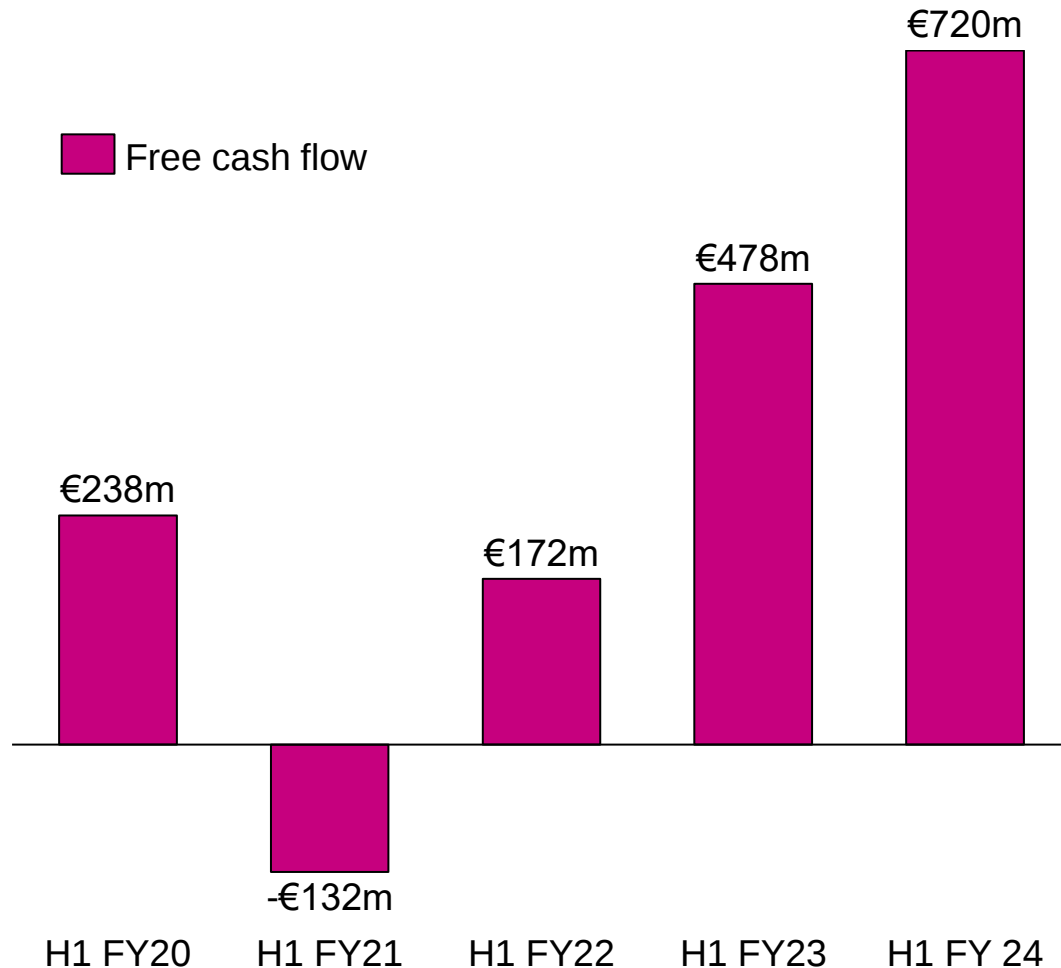
IMPROVED TRADING UNDERPINS STRONGER LIQUIDITY



- ➔ Liquidity accelerating to record levels after strong summer trading
- ➔ PDP financing facility balance at €118m and available for redraw
- ➔ Net debt flat at €3.9b vs March '23
- ➔ Leverage ratio at 5.0x and reducing
- ➔ Fitch affirms investment grade rating at BBB-

FREE CASH FLOW DEVELOPMENT

RECORD FREE CASH CONTRIBUTION FROM H1 TRADING



- ➔ Strong EBITDA to free cash conversion
- ➔ Positive contribution from working capital as growth accelerates
- ➔ Funding repayment of debt and deleveraging after the pandemic
- ➔ Disciplined capex spending and accretive investing in our fleet

Note: Free cash flow is the free cash we generate after interest, tax, movements in working capital and capex, but before investing and financing activities.

DELIVERING A MORE RESILIENT WIZZ AIR

PROACTIVE MANAGEMENT OF ONGOING EXTERNAL CHALLENGES

Headwinds continue to persist...



GTF engine inspection programme

Process ongoing; OEM shortages



Ongoing geopolitical disruption

Israel suspended at least until end of Nov



Fuel costs

Jet fuel prices rising, albeit slower than 2022



Persistent macro uncertainty

Pressures on disposable income



Industry challenges

Supply chain shortages, industry labour actions, weather



...but Wizz mitigating the impact and getting stronger

- **Compensation and support package** agreed with OEM
- **Self-help initiatives** to offset ASK reduction, reduced capacity benefits RASK
- **NEOs deployed to longer sectors**



- Continuous review of the situation and **right sizing of future capacity**
- **Re-deployment of capacity** to other routes



- **Fuel hedging** in place to mitigate impact
- Benefit of **fuel-efficient fleet**



- **Demand trends remain robust**
- **Diversified network** providing resilience against regional trends



- **Decentralized** group airlines
- **Eliminating network and crew complexity**
- **Added spare aircraft and schedule resilience**

H1 F24 TRADING UPDATE

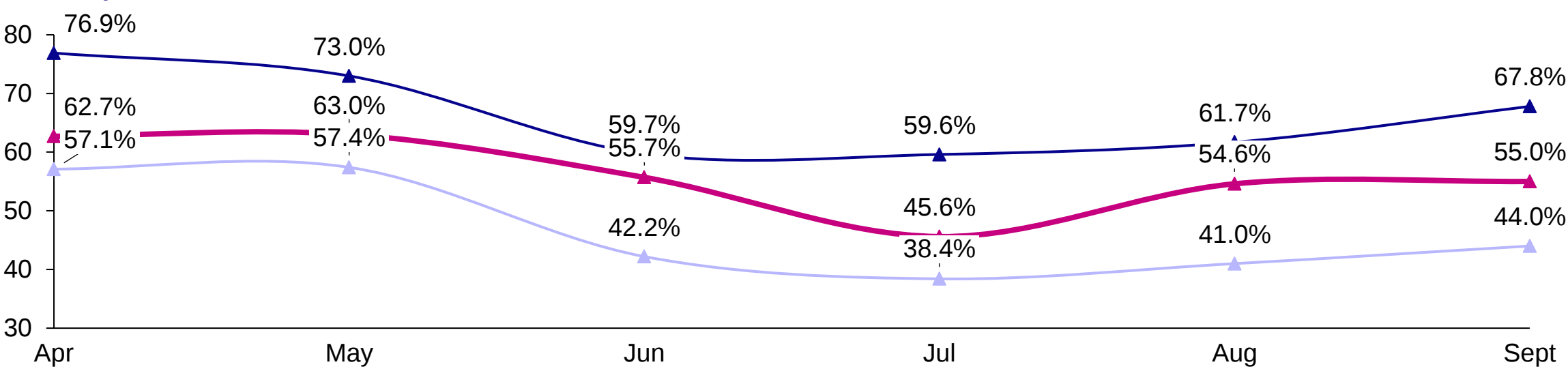
1. Operational performance
2. Rising load factor
3. Fuel advantage
4. Brand awareness
5. Market position
6. Fleet update
7. Sustainability



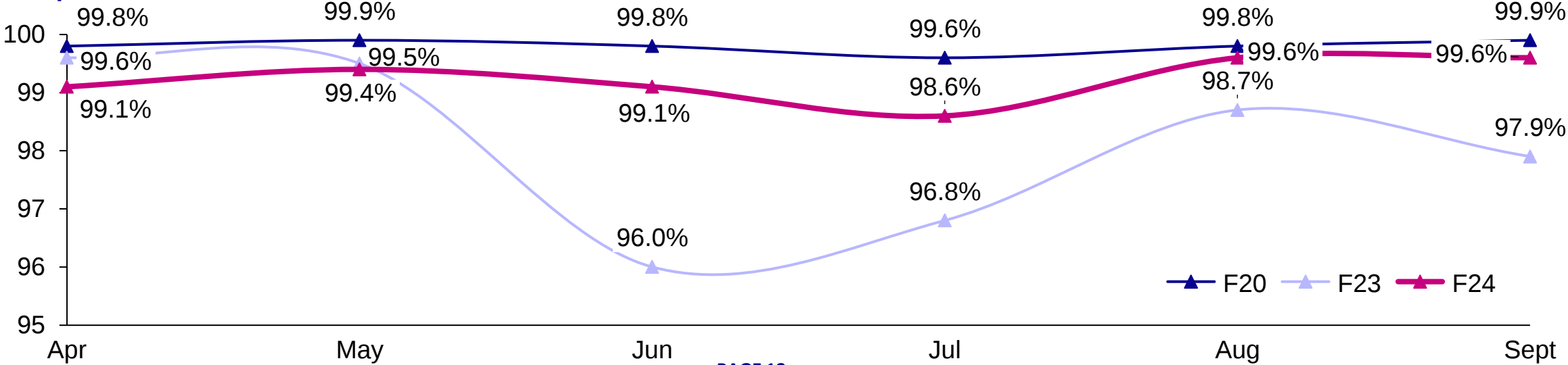
H1 F24 | OPERATIONAL METRICS

OPERATIONAL IMPROVEMENTS DELIVERING KPI RESULTS

On time performance

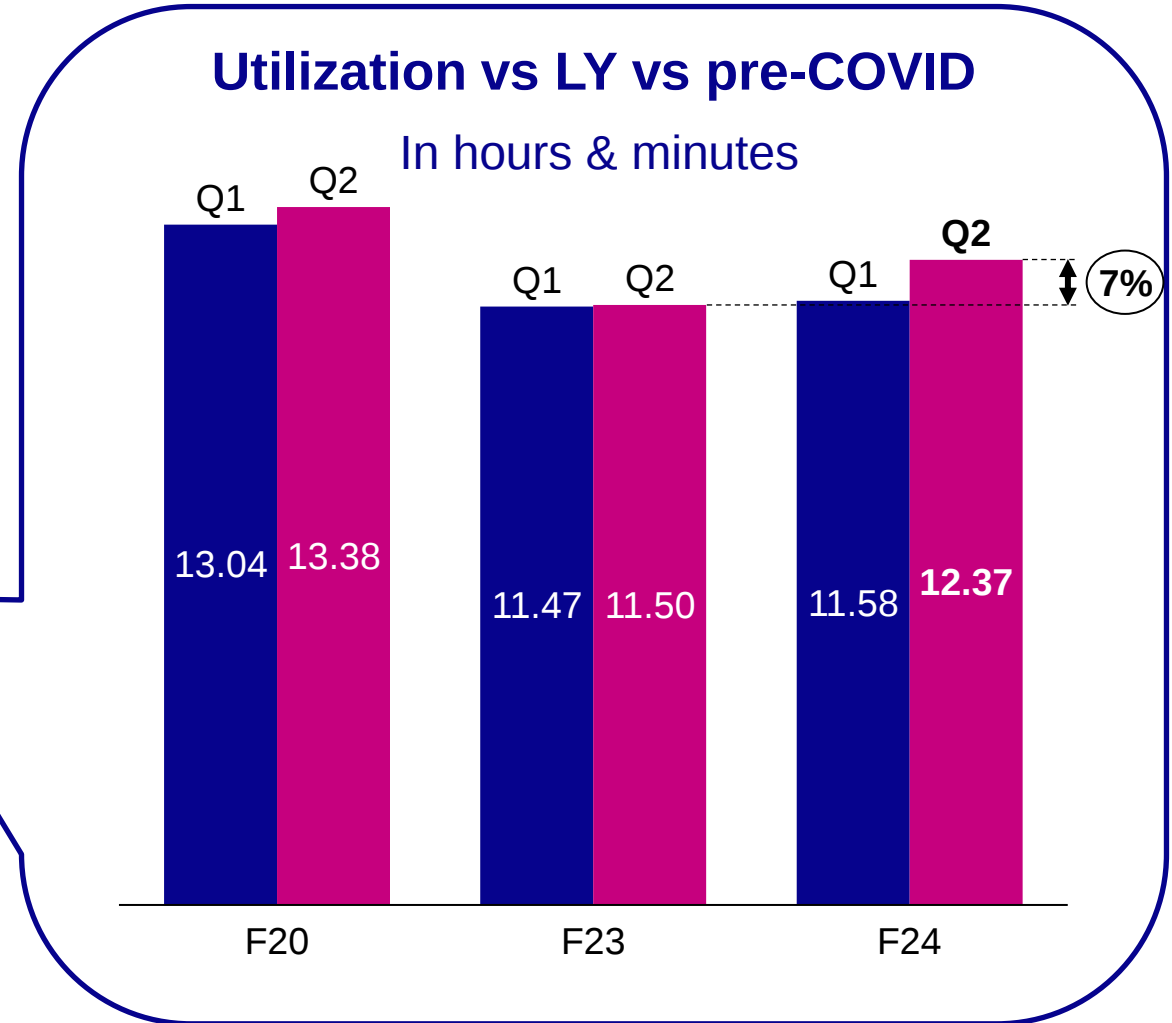
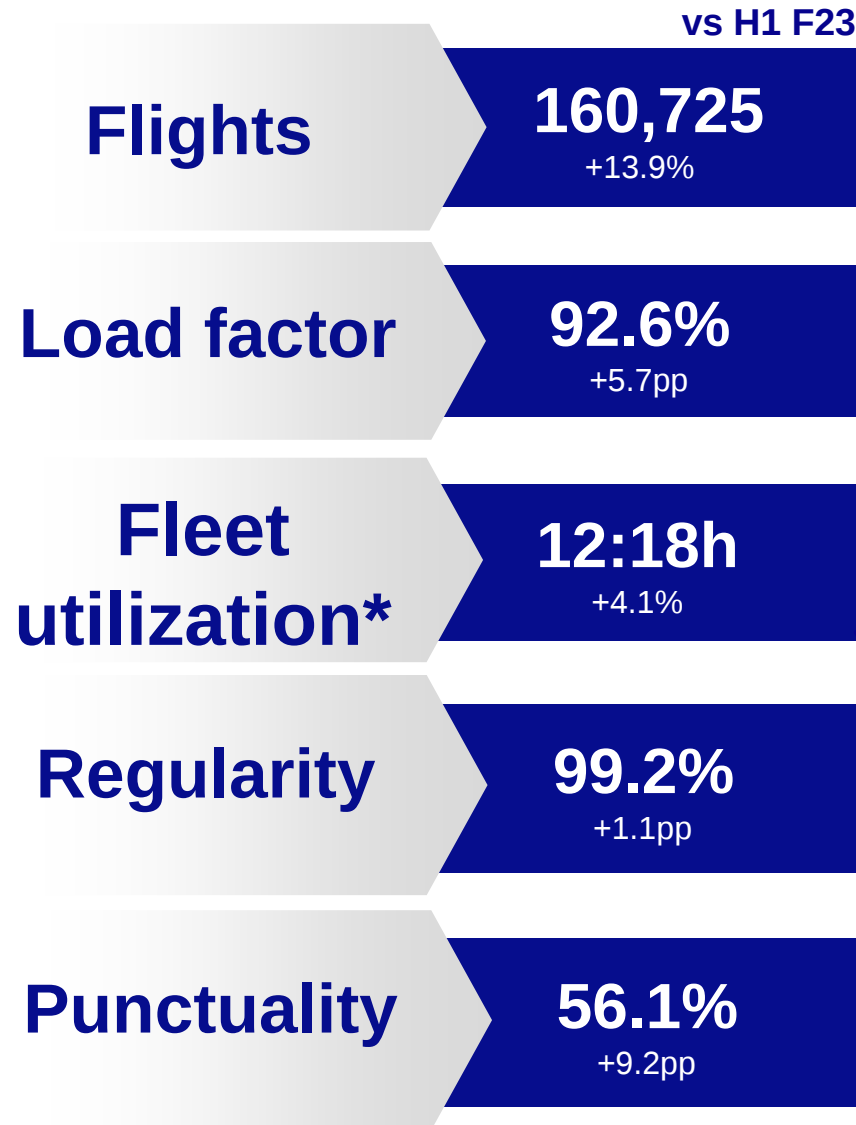


Completion rate



H1 F24 | OPERATIONAL PERFORMANCE

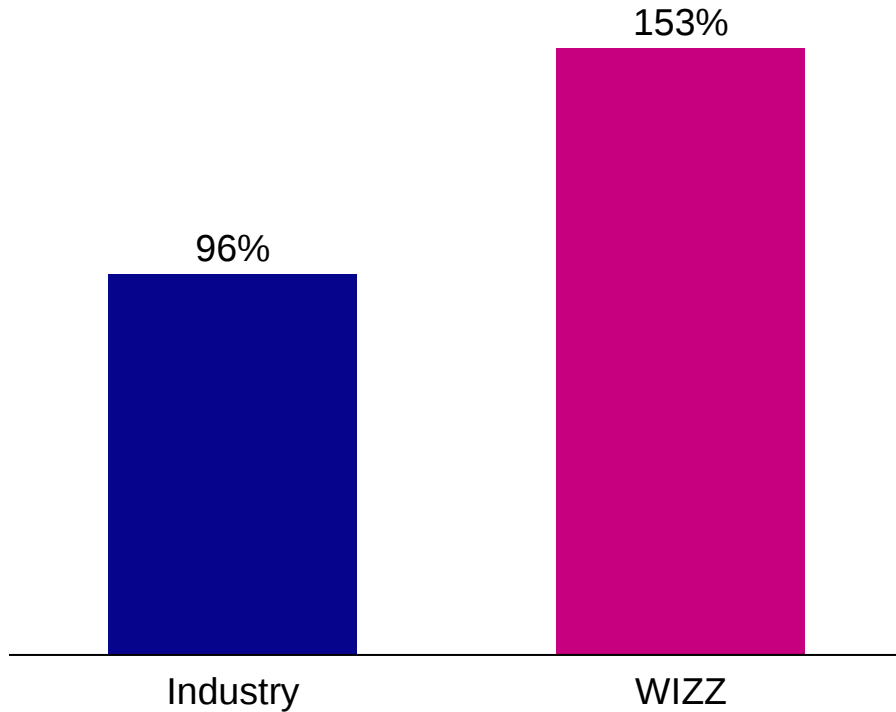
IMPROVED UTILIZATION IN KEY SUMMER PERIOD AS CAPACITY GROWS YOY



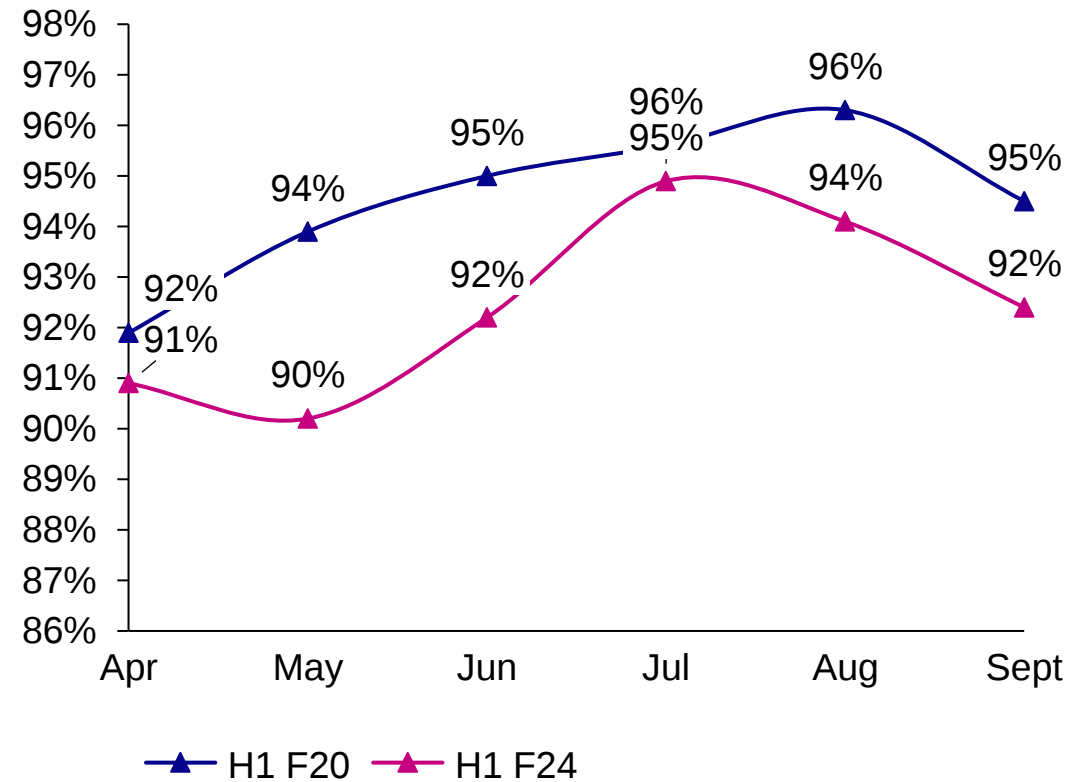
H1 F24 | RISING LOAD FACTOR

LOAD FACTOR MAINTAINED DESPITE HIGH-CAPACITY GROWTH

Capacity as a percent of pre-pandemic levels
(measured in seat capacity)



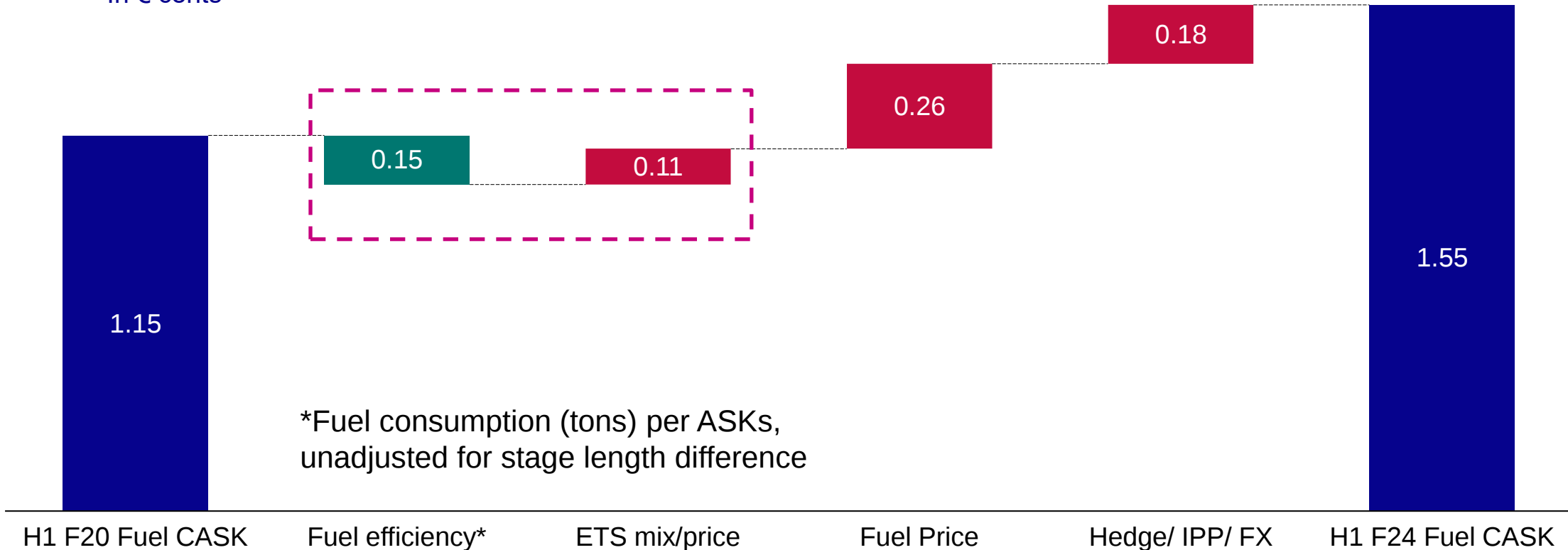
Load factor



H1 F24 | FUEL ADVANTAGE

FUEL EFFICIENCY MORE THAN OFFSETS EMISSIONS COST

In € cents



- ✓ More fuel-efficient fleet
- ✓ Systematic fuel hedging policy in-place +1 year

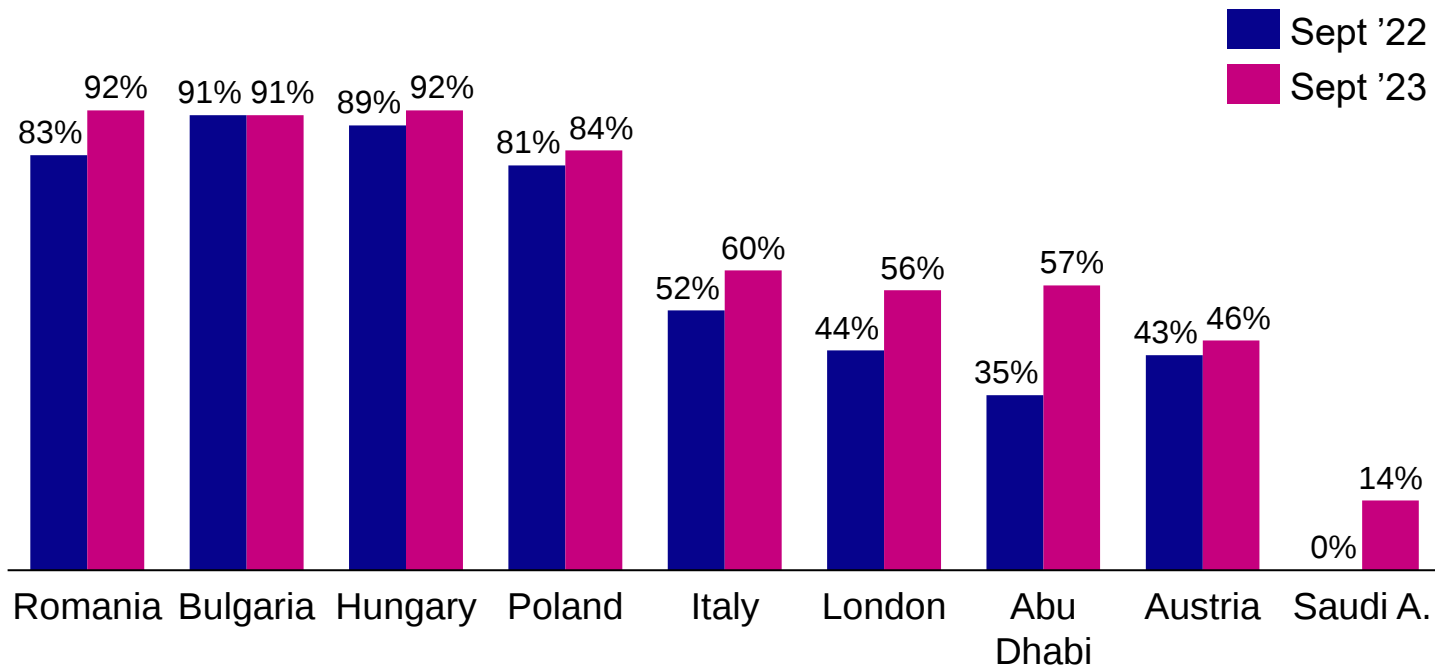
BUILDING THE BRAND

IMPROVED BRAND AWARENESS ACROSS MARKETS YOY

CEE

Breakthrough

Prompted brand awareness



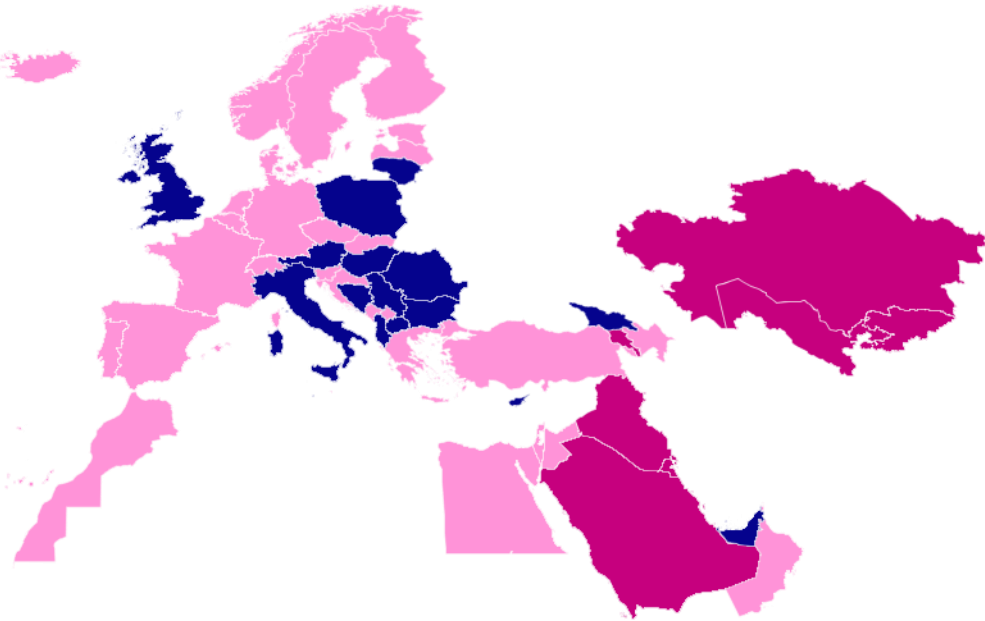
- ✓ CEE countries stable
- ✓ Italy and UK gain YoY
- ✓ UAE and Saudi exceed internal targets

Customer initiatives:

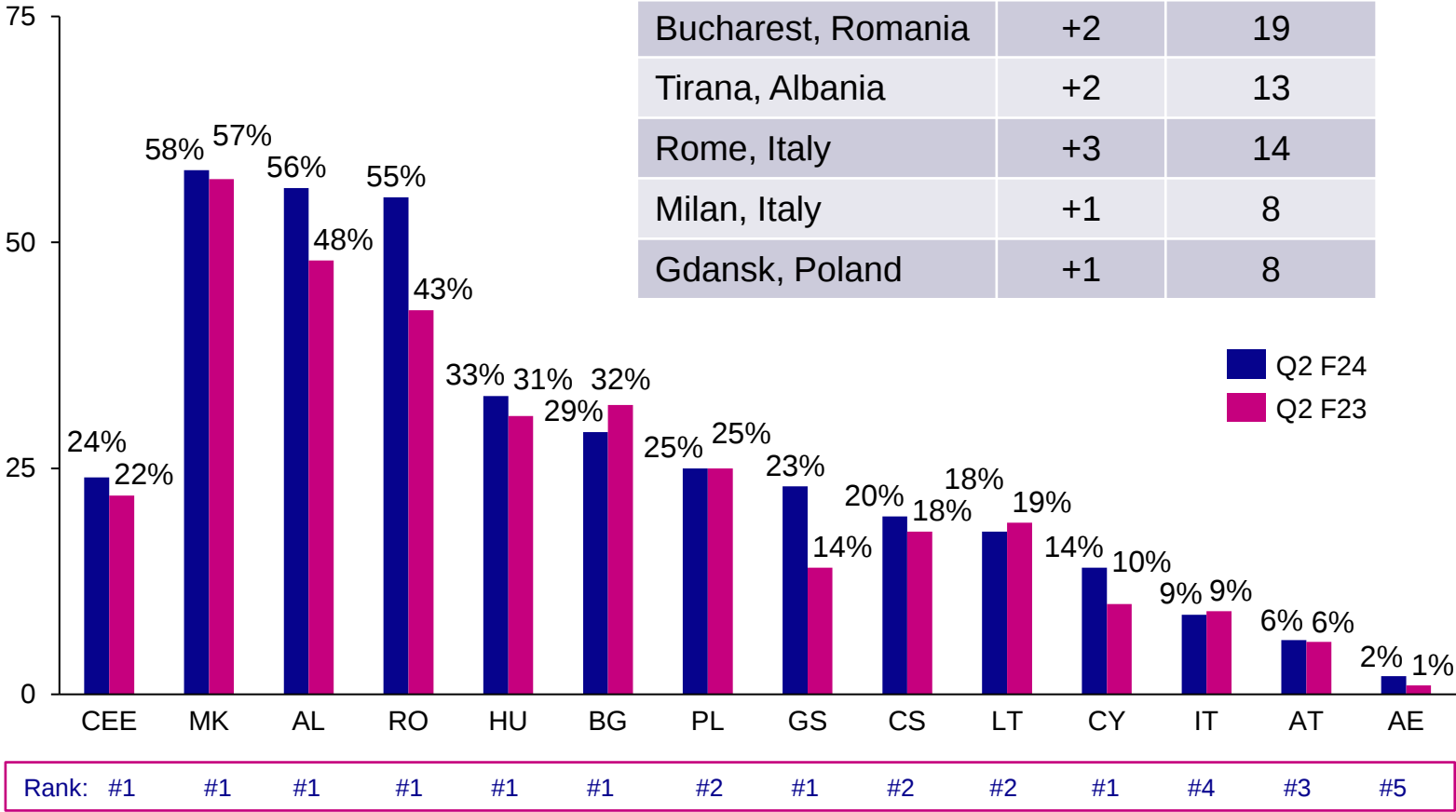
- ✓ Increased customer service capacity
- ✓ Automation solutions
- ✓ Amelia virtual assistant on Wizz App
- ✓ Customer claims backlog below pre-pandemic level
- ✓ Self-service digital customer tools
- ✓ More frequencies on the routes
- ✓ More stable ops (fewer cancellations)

WIZZ TODAY: LEADER IN OUR CORE MARKETS

#1 or #2 POSITION IN 10 OUT OF 13 WIZZ AIR BASED COUNTRIES



Current base markets
 Current destination markets
 New destination markets



Summer '24	Aircraft	Base total
Bucharest, Romania	+2	19
Tirana, Albania	+2	13
Rome, Italy	+3	14
Milan, Italy	+1	8
Gdansk, Poland	+1	8

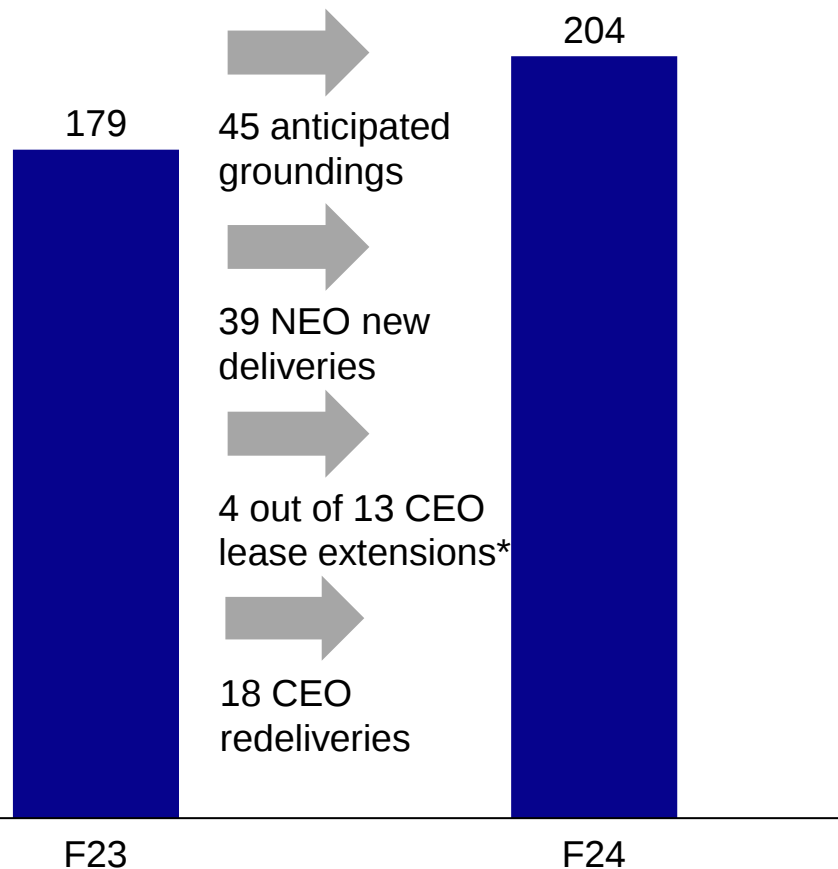
- ✓ Clear market leader in CEE
- ✓ Competitive overlap reducing in core markets



FLEET MANAGEMENT & ENGINE INSPECTIONS

ORDERBOOK, LEASE EXTENSIONS & CAPACITY MANAGEMENT SUPPORT FLEET COUNT

Short term actions to mitigate groundings

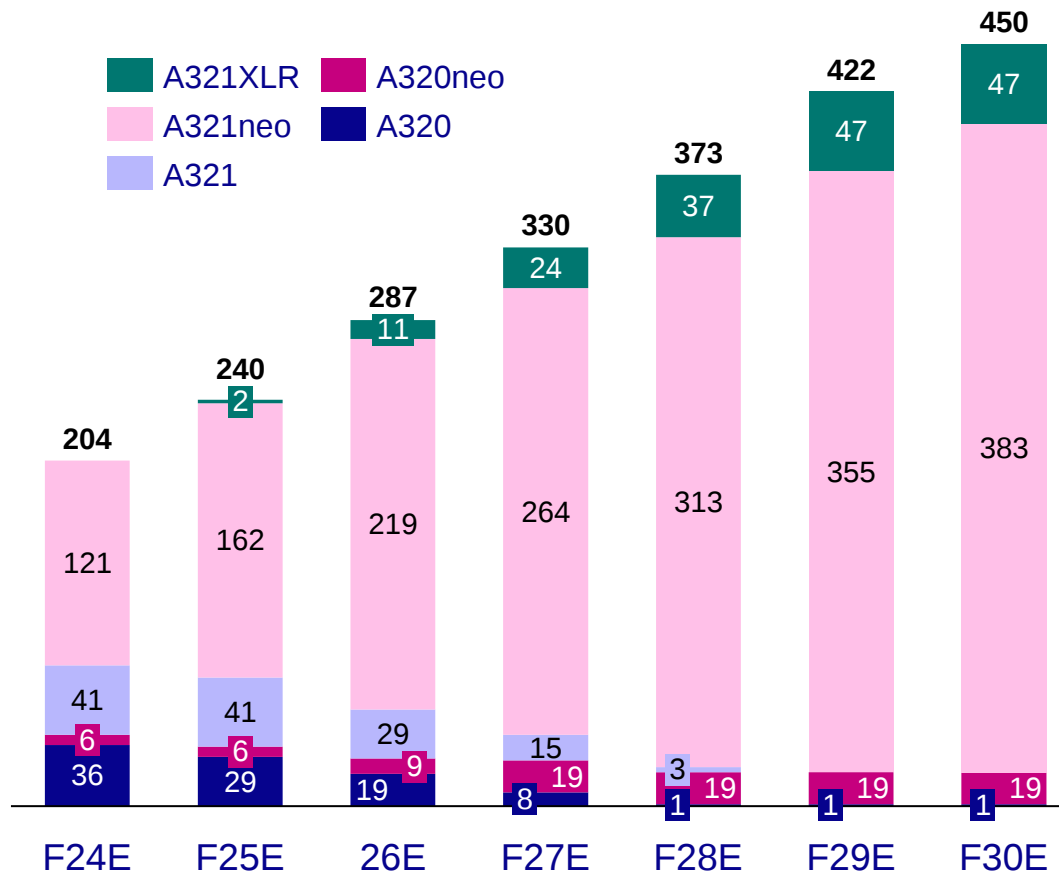


Further actions launched

- ✓ Increased utilization
- ✓ Higher sector count

*other extensions from F25

No impact to longer term fleet plan and growth



Expect F25 capacity flat YoY

345
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER

INDUSTRY
LEADING
PRICING

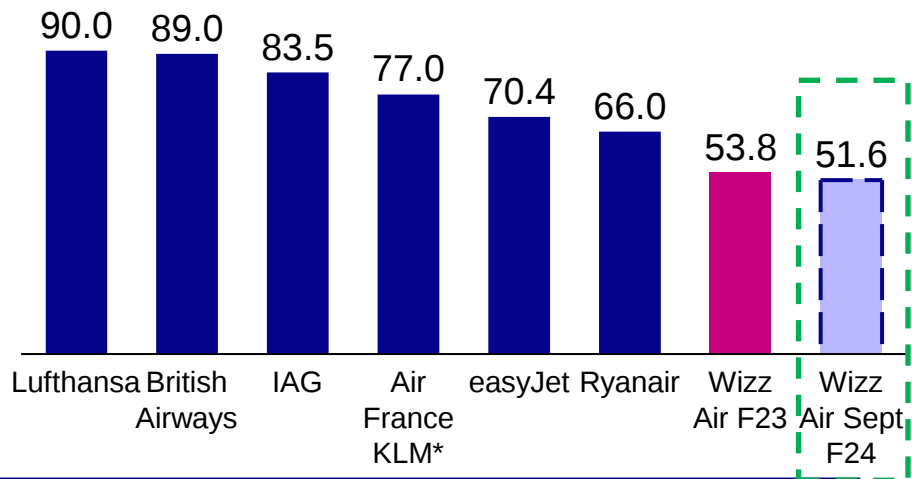
LOWER
OPERATING
COST

SUSTAINABILITY UPDATE

DELIVERING LOWEST CO₂ EMISSION INTENSITY TODAY

- **Youngest fleet among European peers** (4.2 years)
- **Most Sustainable Low-Cost Airline** for the third consecutive year at the World Finance Sustainability Awards 2023
- **Global Environmental Sustainability Airline Group of the Year** for the second consecutive year (2022, 2023) at CAPA Environmental Sustainability Awards for Excellence.
- **SAF agreements** with Mabanaft, OMV, Neste, Cepsa and CleanJoule
- **Investment in Firefly Green Fuels'** SAF research and development (sustainable technology based on sewage waste)
- **Appointment of Ms. Phit Lian Chong** to the Board of Directors
- **Record nr of mgmt. base visits LY; 16% office and 28% cc promotions**

CO₂/RPK (in grams) in F23



*Air France KLM is reporting CO₂e/RPK
Source: latest available publicly disclosed emissions data covering a 12-month period.



OUTLOOK

Capacity growth (ASKs)	H2 F24: c.20% YoY (Q3: c.25%, Q4: c.15%)
Load Factor	FY: 90%+
Ex-fuel CASK	FY: lower YoY
Net profit (F24)	Narrow range to €350 – €400 million

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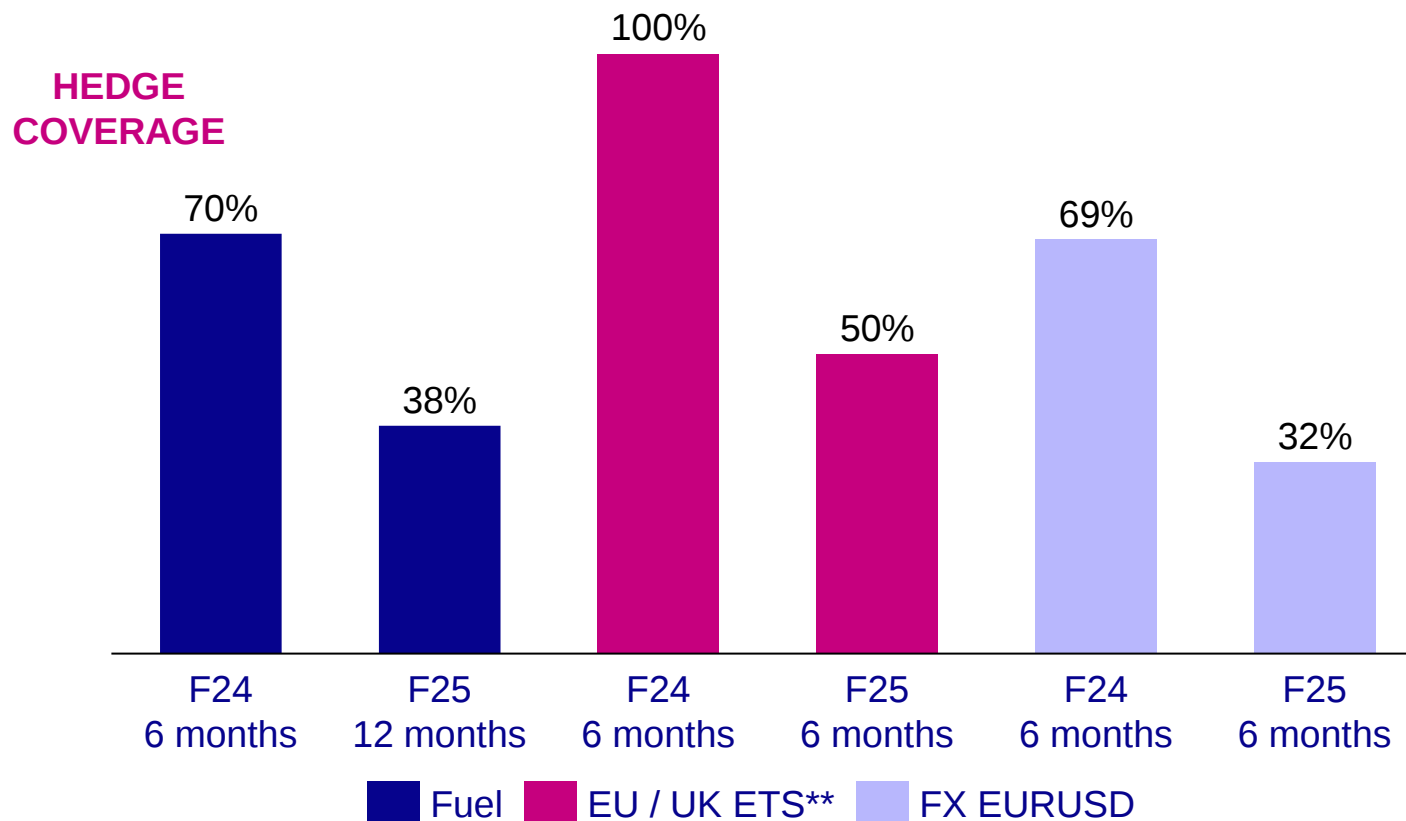
Q2 F24 | FINANCIAL PERFORMANCE

			Q2 F24	Q2 F23	Change
ASK growth	+27.4%	Revenue (€m)	1,815.7	1,385.0	31.1%
		Fuel costs (€m)	(522.7)	(524.7)	(0.4%)
Load factor	+5.0pp	Non-fuel costs (€m)	(850.0)	(639.6)	32.9%
		EBITDA (€m)	641.4	372.2	72.3%
Passenger growth	+23.9%	Operating profit (€m)	443.0	220.7	100.7%
		Net financing gain / (loss) (€m)*	(23.1)	(30.0)	(23.2)%
Stage length	+8.6%	Reported profit / (loss) (€m)	339.6	68.2	398.3%

Q2 F24 | COST PERFORMANCE

CASK € cent	Q2F20	Q2F23	Q2F24	Change vs F23	Change vs F20
Fuel	(1.16)	(2.05)	(1.60)	(22%)	37%
Staff costs	(0.28)	(0.38)	(0.43)	11%	51%
Maintenance, materials & repairs	(0.21)	(0.24)	(0.25)	7%	19%
Airport, handling & en-route	(0.94)	(1.07)	(1.05)	(2%)	12%
Depreciation & amortization	(0.50)	(0.59)	(0.61)	3%	22%
Distribution & marketing	(0.06)	(0.10)	(0.11)	10%	79%
Other	(0.12)	(0.11)	(0.16)	46%	36%
Net financing charge*	(0.06)	(0.12)	(0.07)	(40%)	18%
Total	(3.33)	(4.66)	(4.28)	(8%)	28%
Ex-fuel CASK	(2.17)	(2.61)	(2.67)	2%	23%

APPENDIX: HEDGE PROGRAM*



Weighted average ceiling	\$931 / mt	\$854 / mt	\$1.11	\$1.14
Weighted average floor	\$811 / mt	\$747 / mt	\$1.07	\$1.09

- As of November 6, 2023.
- **inclusive of free allowances