

WIZZ AIR HOLDINGS PLC H1 F25 RESULTS

7 November 2024





> H1 F25 HIGHLIGHTS

F25 HALF YEAR OVERVIEW

Revenue

H1 F25 profit of €315m

RASK up 1.4% YoY, reflecting the strength of our markets:

- Network optimization, booking curve management and yield-up opportunities driven by a capacity constrained environment
- Wizz Air is carrying positive momentum into H2 in terms of both bookings and yield



Actual bookings show no softening of demand

Costs

Continued pressure from groundings and one-offs to be offset by unparking & continuous improvement

Targets identified and immediate benefits being realized:

- Concentrate capacity in anchor airports to drive better pricing and scale – develop and grow secondary airports
- Capacity reactive wet leases exited – one-off costs to Summer 24 season eliminated going forward



Cost increases isolated & targeted for rationalization

Achievements

Bank the results

- Network strategy defined: deploy aircraft where we know Wizz Air customers are (for example, reopening the Moldova base instead of developing new markets)
- EMEA Environmental Sustainability Airline Group of the Year 2024 by CAPA – 3rd time running with lowest industry emissions intensity



Wizz Air resilience uniquely prepares it to navigate volatility

Deliverables

Return to historical margins

Organic growth + margin expansion + rerating in line with peers = value creation:

- Leverage to reduce as percentage of grounded fleet reduces, EBITDA increases and access to alternate funding channels expands
- Compensation extension with P&W currently being negotiated



Increased valuation multiple

H1 F25 | OPERATIONAL PERFORMANCE

H1 continued to see GTF grounding impact

- H1 ASKs down 1% YoY given continuing GTF groundings and reduced aircraft gauge
- 44 average GTF groundings in Q2; period -end groundings at 41 aircraft
- Strong operational fleet utilization delivered at 13hrs 31mins in Q2, following 13hrs 46mins in Q1
- Q2 on-time-performance reduction of -1.7% YoY driven by continued ATC issues and lack of spare aircraft capacity

Operational headlines	H1 F25	H1 F24	vs. PY (abs)	vs. PY (%)
ASKs (bn)	61.6	62.2	-0.6	-0.9%
Average stage length	1,712	1,746	-34	-1.9%
Seats (m)	35.98	35.63	+0.35	+1.0%
Passengers (m)	33.25	32.98	+0.27	+0.8%
Load factor (%)	92.4%	92.6%	-20 bps	n/a
Total fleet * - period end	232	189	+43	+22.8%
Average GTF grounded aircraft	44.4	0	+44.4	n/a
Equivalent operational fleet **	176.6	181.9	-5.3	-2.9%
Average seats of operational fleet	220	222	-2	-0.9%
Utilisation (BHs/day/LOF)	13:38	13:27	+0:11	+1.4%
Completion rate	99.4%	99.2%	+20 bps	n/a
On-time performance	58.8%	56.1%	+270 bps	n/a
CO2 (g/RPK last 12mths)	52.6	51.6	+1.0	+1.9%
Airports served - period end	180	194	-14	-7.2%
Routes served - period end	745	861	-116	-13.5%

*Including 41 grounded aircraft due to GTF, 3 aircraft in Ukraine, and 8 one-off wet leases

**Including 8 one-off wet leases



> H1 F25 FINANCIAL REVIEW

H1 F25 | P&L REVIEW – REVENUE PERFORMANCE

Positive H1 net profit contribution of €315 million

P&L Summary (€m)	H1 F25	H1 F24	vs. PY
Revenue	3,066	3,052	+0.5%
Fuel costs	948	966	-1.9%
Non-fuel costs	1,228	1,098	+11.8%
Other costs / (income)	64	110	-41.2%
EBITDA	826	878	-5.9%
Depreciation & amortization	477	355	+34.2%
Operating profit	349	523	-33.2%
Net financing (loss) / gain	(81)	(53)	+51.9%
FX (loss) / gain	94	(20)	-578.7%
Tax (charge) /credit	(48)	(50)	-3.4%
Reported net profit	315	401	-21.4%

	H1 F25	H1 F24	vs. PY
RASK (€ cents)	4.98	4.91	+1.4%
Ticket RASK (€ cents)	2.87	2.83	+1.3%
Ancillary RASK (€ cents)	2.11	2.07	+1.6%
Load Factor	92.4%	92.6%	-20 bps

- Positive H1 RASK, made up of +3.1% YoY in Q1 and +0.2% in Q2. Ticket prices were broadly flat in Q2, YoY, while ancillaries continued to show growth across both quarters, reflecting also new product launches (WIZZ All You Can Fly)
- With H1 capacity down circa 1%, revenues were broadly flat
- Fuel cost showed a positive improvement Q-on-Q, with Q1's fuel bill up €16m YoY, while Q2's was down €35m YoY
- Lower SLB income and increase in D&A (reflecting overall fleet growth) impacted operating profits
- With that said, D&A CASK increase moderated in Q-on-Q from 49% YoY growth in Q1 (at €0.79c) to 26% YoY growth in Q2 (€0.76c)
- Q2 FX gain of €104m

H1 F25 | COST PERFORMANCE

Cost trends continuing to be impacted by one-off items

- Increases in Staff, Maintenance and Disruption costs caused by grounded aircraft are not fully offset by P&W compensation
- H1 Other costs / income lower YoY but Q2 significantly higher on disruption costs, wet leases and lower SLB profits (€121m costs vs €60m Q2 F24)
- Maintenance costs benefited from reversal of lessor compensation provisions from planning optimization
- D&A, Staff, Airport & Handling and Maintenance cost inflation to continue to improve with fleet and capacity growth and management focus

Other cost/(income)	H1 F25 (€m)	H1 F24 (€m)	vs. PY (abs)	H1 F25 CASK (€ c)	H1 F24 CASK (€ c)	vs. PY (abs)
SLB	(84)	(45)	-39	(0.14)	(0.07)	-0.06
Disruption costs	116	99	14	0.19	0.16	0.02
Compensation	(146)	(36)	-111	(0.24)	(0.06)	-0.18
Short-term wet-leases	95	10	85	0.15	0.02	0.14
Others (mainly crew/ overheads)	84	81	3	0.14	0.13	0.01
Total	64	110	-45	0.10	0.18	-0.07

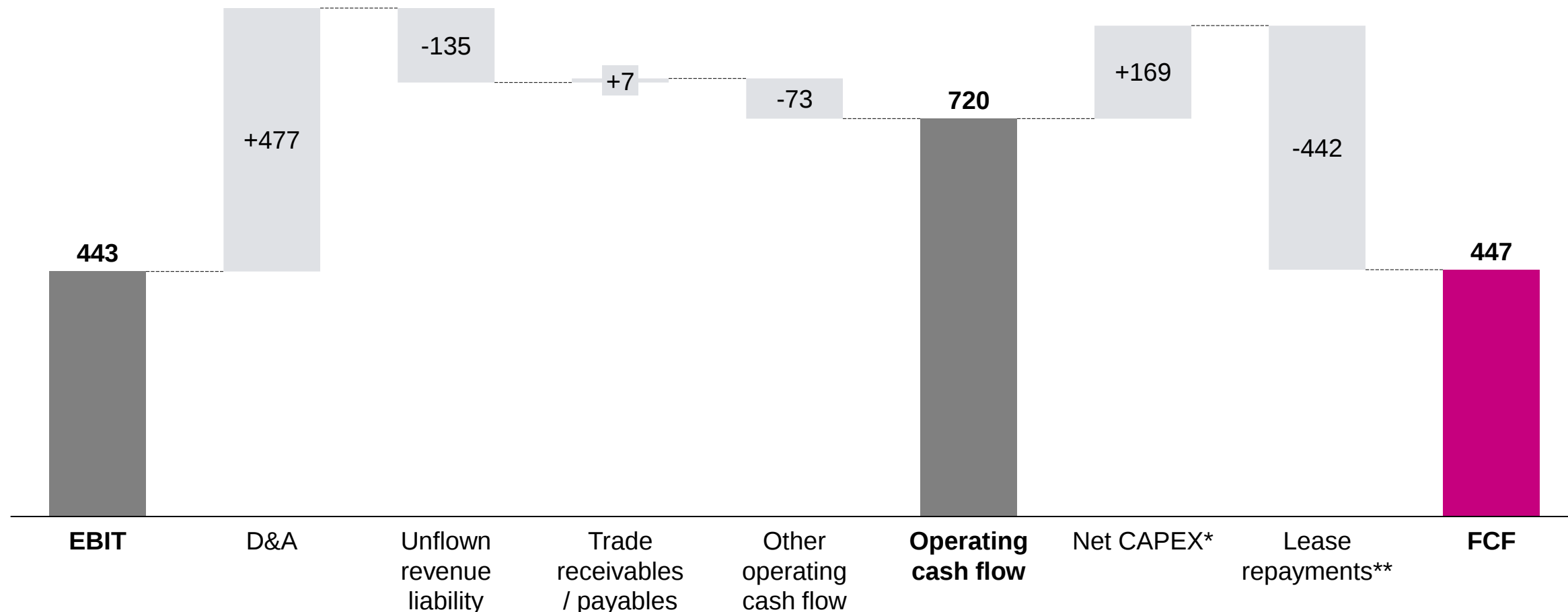
Costs	H1 F25 (€m)	H1 F24 (€m)	vs. PY (abs)	H1 F25 (CASK) (€ c)	H1 F24 (CASK) (€ c)	vs. PY (abs)	vs. PY (%)
Fuel	948	966	-18	1.54	1.55	-0.02	-1.0%
Staff costs	280	251	29	0.45	0.40	0.05	12.8%
Maintenance, material and repairs	176	151	25	0.29	0.24	0.04	17.9%
Airport, handling & en-route	709	632	77	1.15	1.02	0.13	13.2%
Depreciation & amortization	477	355	122	0.77	0.57	0.20	35.5%
Distribution & marketing	63	65	-2	0.10	0.10	0.00	-2.2%
Other costs / (income)	64	110	-45	0.10	0.18	-0.07	-40.6%
Total operating expenses	2,717	2,529	188	4.41	4.07	0.34	8.4%
Net financial charge	80	53	28	0.13	0.09	0.05	53.4%
Ex-fuel CASK	-	-	-	3.00	2.60	0.40	15.5%
Total CASK	-	-	-	4.54	4.15	0.39	9.4%

H1 F25 | CASH FLOW

Strong free cash flow despite high one-off costs in H1 F25

H1 F25 EBIT / Adjusted free cash flow

in EUR million



*Net Capex includes cash proceeds from operating and finance leases (JOLCO, FTL & finance leases)

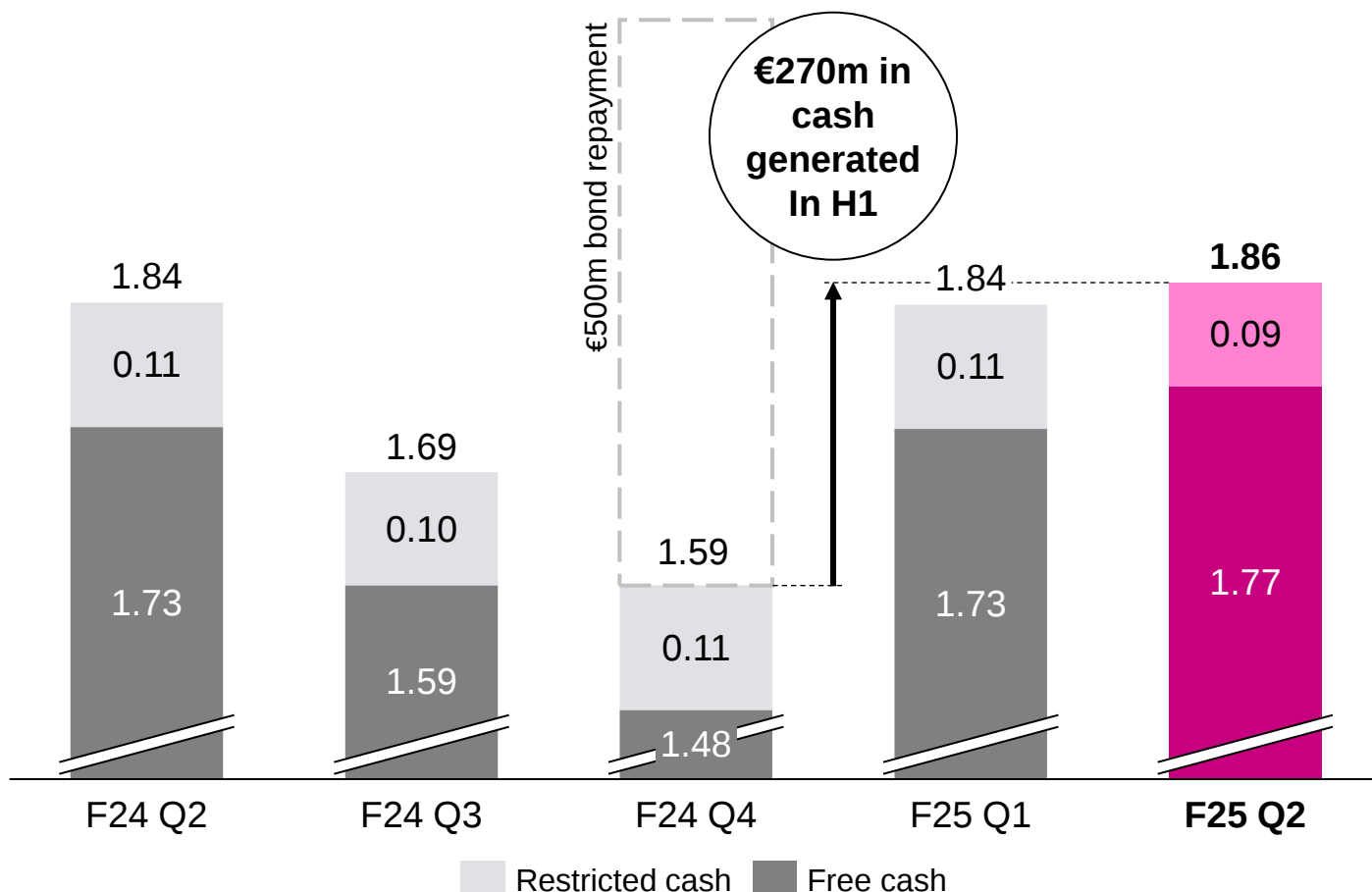
** Lease payments include operating and finance leases

H1 F25 | BALANCE SHEET

Robust liquidity levels, net of Jan 2024 bond repayment

Gross cash

in EUR billion



- High cash balance, despite one-off costs
- Grounded aircraft underperforming currently in terms of cash generation
- Disproportionately high spare engine ratio preventing return on assets from reaching its full potential
- Fitch rating commentary* reflects:
 - “Fitch defined EBITDAR **margin of 26% - high compared with airline peers**”
 - “Stable outlook supported by the company’s leading position in the CEE market, its competitive cost base with a young and fuel-efficient fleet and a **solid liquidity position**”
 - “We acknowledge that **the secured (aircraft) backlog is a competitive advantage** in a moment when original equipment manufacturer’s production is a long-term issue and annual fleet retirement rates are increasing”
- PDP facility fully repaid in line with deleveraging strategy
- Risk management to shortly commence balance sheet hedging to manage unrealized FX gain / loss exposure

*Source: Fitch RAC dated October 25, 2024



> F25 OUTLOOK

F25 | REVENUE FORECAST REMAINS INTACT

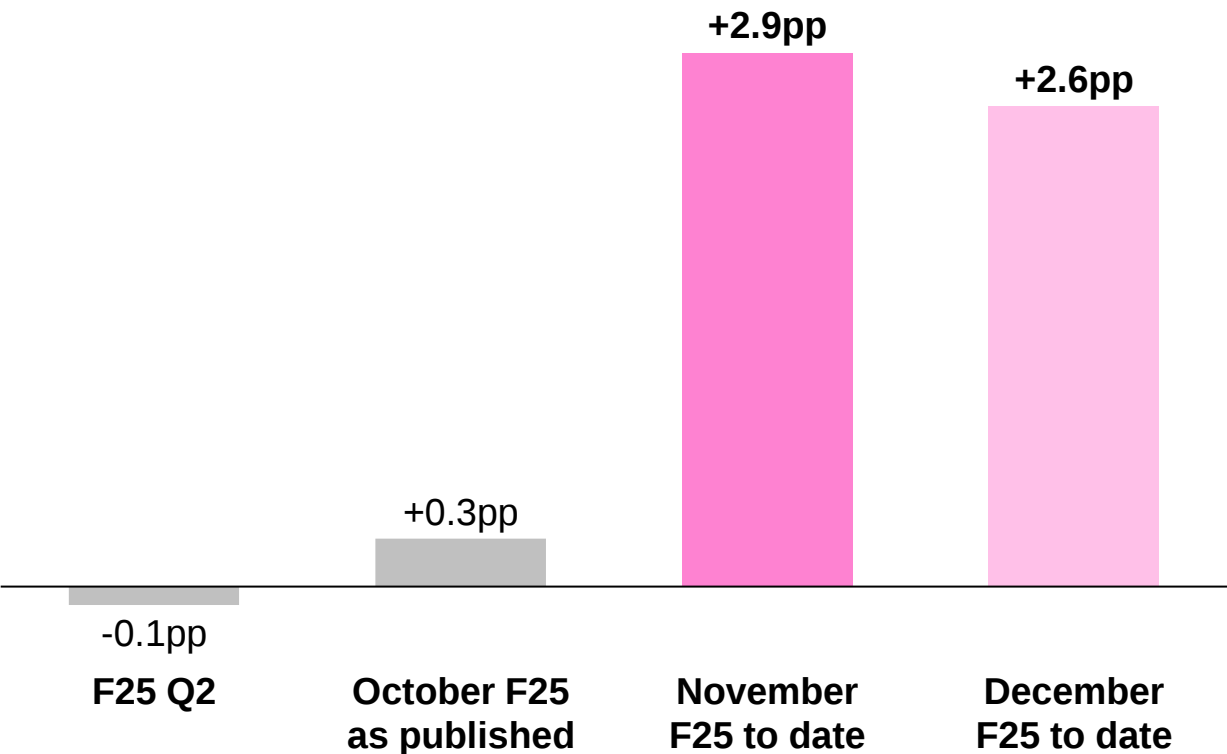
F25 revenue guidance underpinned by positive momentum into H2

Winter trading optimism

- Strong winter demand with Q3 running load factors currently up 2-3ppt YoY
- Q3 RASK run rate supportive of F25 guidance
- November and December are ~73% and ~38% sold-to-date respectively
- Focus on combined ticket and ancillary pricing optimization and positive AI impact on late bookings
- Ancillaries benefiting from wider choice of payment platforms with improved conversion rates
- Focus on increasing baggage sales over winter season, in part from improved monitoring of carry-on luggage

Q3 Bookings running ahead of last year

(Booked load factor change YoY as of 5 November 2024)



F25 | COST FOCUS IN WINTER SEASON

Proactively mitigating the impact of cost inflation across our network



All wet leases returned as of the end of October 2024



Focused on improving operational efficiency with capacity rationalization, moderating exposure to Israel and further operational design upgrades



Building on our improvements in completion and punctuality performance across the system



Launched a 'Customer First' internal initiative – focused on reducing delays and improving overall experience



Maintenance costs set to benefit from ongoing discussions with Pratt & Whitney



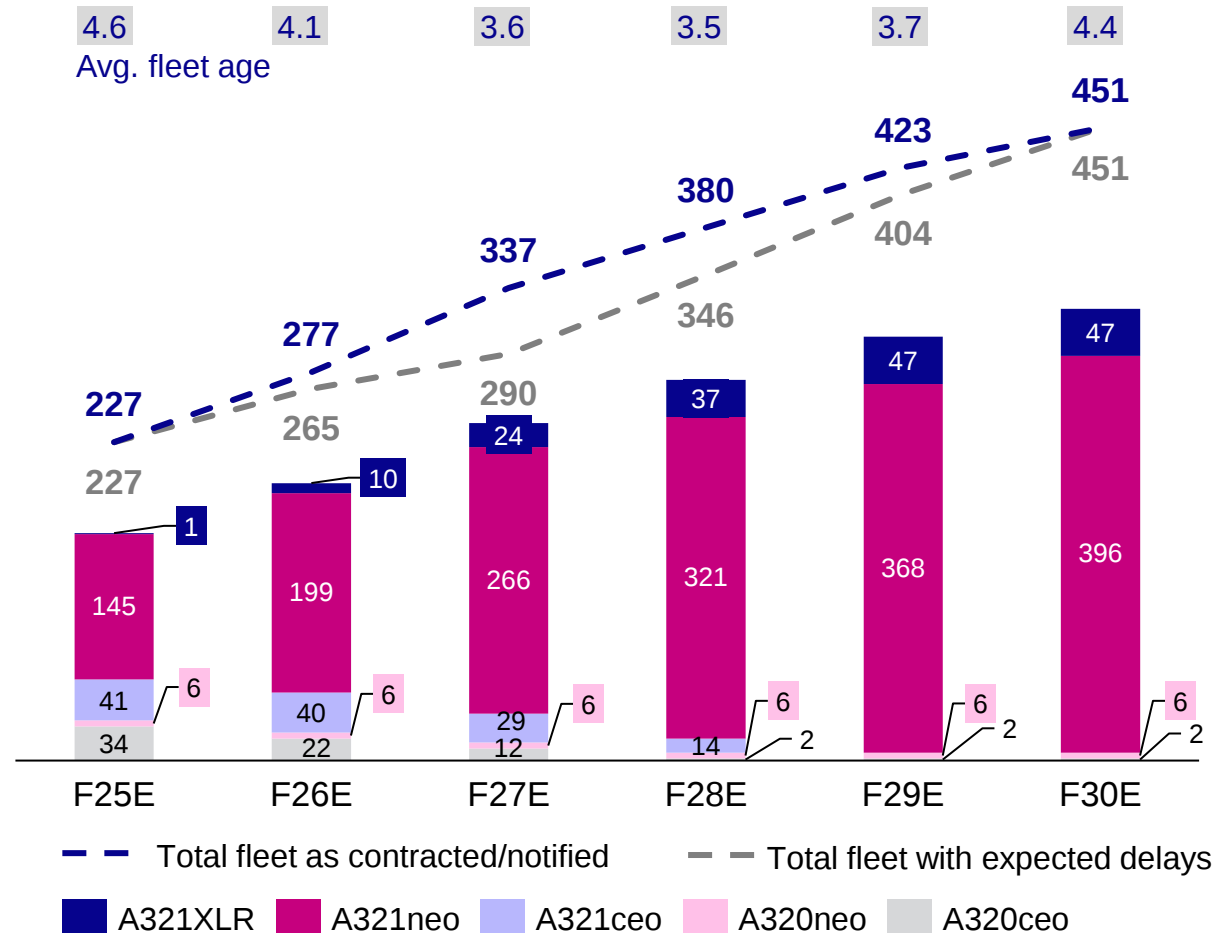
Continue to renegotiate deals with airports with a focus on extracting savings

REVISED FLEET PLAN DELIVERS BALANCED GROWTH

**23 delays to date in F26;
Original fleet target of 300
now currently at 277**

- 224 aircraft as of 30 September 2024 (ex-wet leases)
- All 8 wet leased aircraft returned to lessors at end of October
- 4.4 years average fleet age
- Remaining A320 orders up-converted to A321NEO
- Airbus notified delays for H2 2025 impacting fleet growth in F26. Further delays expected next year, impacting the fleet program beyond F26
- Grounded aircraft ca. 40-45 for F25 and F26
- First A321XLR expected to be deployed in spring of next year

**Advised fleet with revised CY25 visibility*
Wizz 500 now anticipated in F32**



311 AIRBUS A320 FAMILY AIRCRAFT ORDER

INDUSTRY LEADING PRICING

LOWER OPERATING COST

*Fleet plan as at October's CMD

F26 | RETURN TO GROWTH

Targeting market leadership in core markets; densification over diversification

Focus on revenue and margin growth

- Platform is well positioned for growth, ramping up recruitment and operational scale at bases and in central support functions and systems
- Shifting focus to sector production rather than stage length
- Market leadership increases expected as our double-digit capacity growth returns and others slow
- Focusing on core markets of Poland, Italy, Hungary and Romania. Returning capacity to Israel and Cyprus as appropriate
- A321neo XLRs deployed for first time connecting previously unserved routes with superior trip economics
- 70% of Summer 25 capacity growth from ten core CEE countries

Focus on core markets

Regions	Included countries	Share of Wizz total growth
Central & Eastern Europe	Hungary, Bulgaria, Romania, Poland, Albania, Armenia, Azerbaijan, Bosnia & Herzegovina, Czech Republic, Georgia, Slovakia, Slovenia, Moldova, Kosovo, Montenegro, Estonia, Latvia, Lithuania,	49%
Western Europe	Austria, United Kingdom, Italy, Germany, Denmark, Belgium, Cyprus, France, Greece, Spain, Portugal, Malta, Netherlands, Switzerland, Finland, Iceland, Norway, Sweden	35%
Middle East	Israel, Jordan, Egypt, United Arab Emirates, Iraq, Saudi Arabia,	16%
Other	Kyrgyzstan, Kazakhstan	0%

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F25 | OUTLOOK

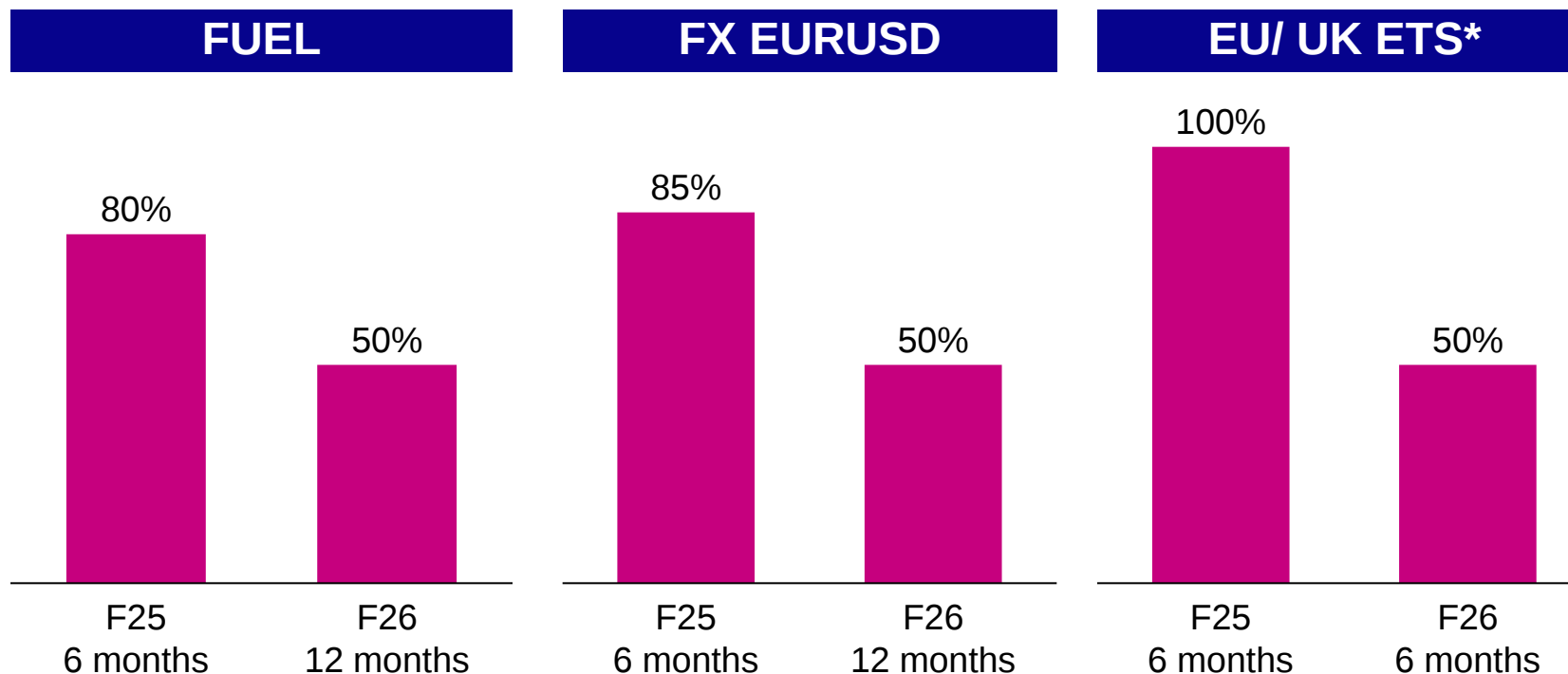
Net profit guidance unchanged at €350 - 450 million

- Current booking trends underpin our guidance for 'mid-single digit' RASK improvement for this year
- Fuel CASK trending more favorably with 80% of H2 needs now hedged
- Ex-fuel cost inflation remains a F25 significant headwind given marginal capacity growth and grounded fleet
- Substantive cost saving program to mitigate this pressure and deliver H2 profitability

F25	FY guidance	Direction
Capacity (ASKs)	Up 1%	From 'flat'
Load Factor	92%	Unchanged
RASK	Up mid-single digits	Unchanged
Fuel CASK	Down 3-5%	From 'flattish'
Ex-Fuel CASK	Up mid-teens	From 'Up high-single digits'
Effective tax rate	13-14%	From '14%'
Net profit	€350-450m	Unchanged

APPENDIX | HEDGE PROGRAM

As of 25 October 2024



Weighted avg. ceiling, blended for ZCC and swaps	\$841 /mt	\$797 /mt
Weighted avg. floor, blended for ZCC and swaps	\$747 /mt	\$714 /mt

\$1.12	\$1.13
\$1.08	\$1.09

* Inclusive of free allowances.

APPENDIX | Q2 F25 PERFORMANCE

Operational headlines	Q2 F25	Q2 F24	vs. PY (abs)	vs. PY (%)
ASKs (bn)	32.4	32.6	-0.2	-0.7%
Average stage length	1,697	1,730	-33	-1.9%
Seats (m)	19.1	18.9	0.24	+1.2%
Passengers (m)	17.9	17.7	+0.2	+1.1%
Load factor (%)	93.7%	93.8%	-10 bps	n/a
Total fleet * - period end	232	189	+43	+22.8%
Average GTF grounded aircraft	42.7	-0	+42.7	n/a
Equivalent operational fleet **	184.1	184.4	-0.3	-0.2%
Average seats of operational fleet	220	222	-2	-0.9%
Utilisation (BHs/day/LOF)	13:31	13:34	-0:03	-0.4%
Completion rate	99.0%	99.3%	-30 bps	n/a
On-time performance	50.0%	51.7%	-170 bps	n/a
CO2 (g/RPK last 12mths)	52.6	51.6	+1.0	+1.9%
Airports served - period end	180	194	-14	-7.2%
Routes served - period end	745	861	-116	-13.5%

P&L Summary (€m)	Q2 F25	Q2 F24	vs. PY
Revenue	1,807	1,816	-0.5%
Fuel costs	488	523	-6.6%
Non-fuel costs	646	592	+9.2%
Other costs / (income)	121	60	+102.9%
EBITDA	551	641	-14.0%
Depreciation & amortization	247	198	+24.4%
EBIT	305	443	-31.3%
Net financing (loss) / gain	(42)	(23)	+80.1%
FX (loss) / gain	104	(37)	-383.7%
Tax (charge) / credit	(54)	(44)	+23.0%
Reported net profit	314	340	-7.6%

*Including 41 grounded aircraft due to GTF, 3 aircraft in Ukraine, and 8 one-off wet leases

**Including 8 one-off wet leases

APPENDIX | Q2 F25 PERFORMANCE

	Q2 F25	Q2 F24	vs. PY
RASK (€ c)	5.57	5.56	+0.2%
Ticket RASK (€ c)	3.29	3.29	-0.1%
Ancillary RASK (€ c)	2.29	2.27	+0.6%
Load Factor	93.7%	93.8%	-10 bps

Other cost/(income)	Q2 F25 (€m)	Q2 F24 (€m)	vs. PY (abs)	Q2 F25 CASK (€ c)	Q2 F24 CASK (€ c)	vs. PY (abs)
SLB	(13)	(25)	13	(0.04)	(0.08)	0.04
Disruption costs	90	61	29	0.28	0.19	0.09
Compensation	(55)	(31)	-25	(0.17)	(0.09)	-0.08
Short-term wet-leases	56	7	49	0.17	0.02	0.15
Others (mainly crew/ overheads)	44	47	-3	0.14	0.14	-0.01
Total	121	60	62	0.37	0.18	0.19

Cost summary	Q2 F25 (€m)	Q2 F24 (€m)	vs. PY (abs)	Q2 F25 (CASK) (€ c)	Q2 F24 (CASK) (€ c)	vs. PY (abs)	vs. PY (%)
Fuel	488	523	-35	1.51	1.60	-0.10	-6.0%
Staff costs	143	131	12	0.44	0.40	0.04	9.7%
Maintenance, material and repairs	82	81	1	0.25	0.25	0.00	1.4%
Airport, handling & en-route	387	343	44	1.19	1.05	0.14	13.7%
Depreciation & amortization	247	198	48	0.76	0.61	0.15	25.2%
Distribution & marketing	35	37	-2	0.11	0.11	-0.01	-5.3%
Other costs / (income)	121	60	61	0.37	0.18	0.19	104.3%
Total operating expenses	1,502	1,373	130	4.63	4.20	0.43	10.2%
Net financing charge	42	23	19	0.13	0.07	0.06	83.9%
Ex-fuel CASK	-	-	-	3.26	2.67	0.58	21.8%
Total CASK	-	-	-	4.76	4.27	0.49	11.4%

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