

WIZZ AIR HOLDINGS PLC F22 RESULTS

8 June 2022



F22 | STRONG RECOVERY

- ➔ **Passengers +166%; more diverse, resilient network for future growth**
- ➔ **Fourth quarter operating result ahead of guidance due to better trading**
- ➔ **Reported FY net loss of -€642m as we exit Covid-19 whilst ramping up**
- ➔ **Strong liquidity at €1.4bn end of March '22**
- ➔ **Investment-grade credit rating with Fitch and Moody's**
- ➔ **End March '22 fleet at 153 aircraft, end May '22 employees at 6,000+**
- ➔ **Strong summer ahead - returning to historical utilization & ex-fuel CASK**
- ➔ **Maximising revenue on +30% and +40% higher capacity in resp. Q1 and Q2**

F22 | KEY BUSINESS METRICS

versus F21

Passengers

27.1m (+166%)

Aircraft*

153 (+13)

Airports

194 (+27)

Bases**

40 (-3)

Countries

51 (+3)



2022 Most Sustainable Low-Cost Airline***



2021 Airline of the Year

CH-Aviation

Europe's youngest fleet (+100 aircraft)

1,000+ routes

*end Mar 2022

**includes UA bases; closed: DTM, OSL, LED

***announcement due end June 22

F22 | FINANCIAL PERFORMANCE

	F22	F21	Change
Revenue (€m)	1,663.4	739.0	125.1%
EBITDA (€m)	(19.0)	(182.8)	(89.6%)
Operating cost (€m)	2,128.7	1,267.1	68.0%
Operating (loss) (€m)	(465.3)	(528.1)	(11.9%)
Reported (loss) (€m)	(642.5)	(576.0)	11.5%
Net foreign exchange (loss)/ gain (€m)*	(89.5)	28.4	n.m.
Total Cash (€m)**	1,378.8	1,616.6	(14.7%)

* Net foreign exchange loss is driven by stronger USD and its impact on our USD liabilities.

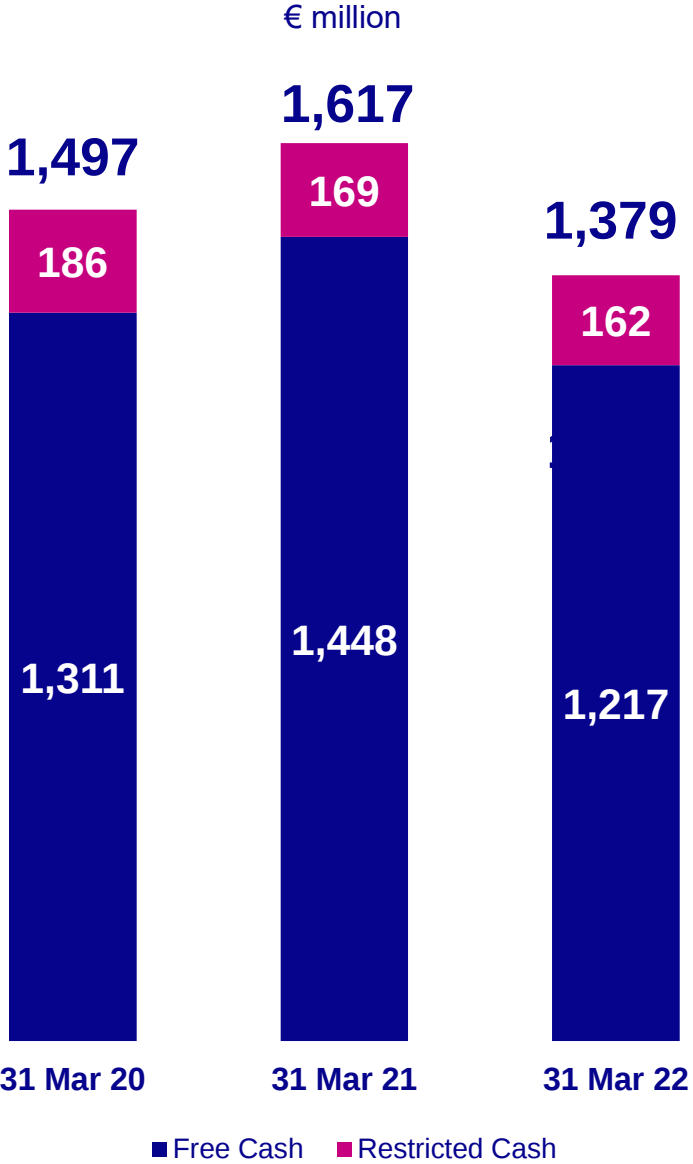
** Total cash comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash.

F22 | CASK FOCUS

	CASK (€ cent)			F22 Cost (€m)		
	<u>F22</u>	<u>F21</u>	<u>F20</u>	<u>F22</u>	<u>F21</u>	<u>Change</u>
Fuel	1.17	0.99	1.25	649.0	347.4	86.8%
Staff costs	0.39	0.52	0.33	220.5	132.9	65.9%
Distribution & marketing	0.08	0.08	0.06	43.4	19.6	121.4%
Maintenance, materials & repairs	0.30	0.65	0.25	170.4	165.7	2.8%
Airport, handling & en-route	0.98	1.00	0.92	545.9	254.9	114.2%
Depreciation & amortization	0.80	1.35	0.55	446.3	345.3	29.2%
Other expense/(income)	0.10	0.00	0.10	53.2	1.2	4,328.8%
Net financing expense*	0.16	0.26	0.06	86.7	66.8	29.8%
Total	3.98	4.85	3.53	2,215.4	1,333.8	66.1%
Ex-Fuel	2.81	3.86	2.27	1,566.4	986.4	58.8%

* Excluding net FX loss of -89.5m in F22 and FX gain of 28.4m in F21

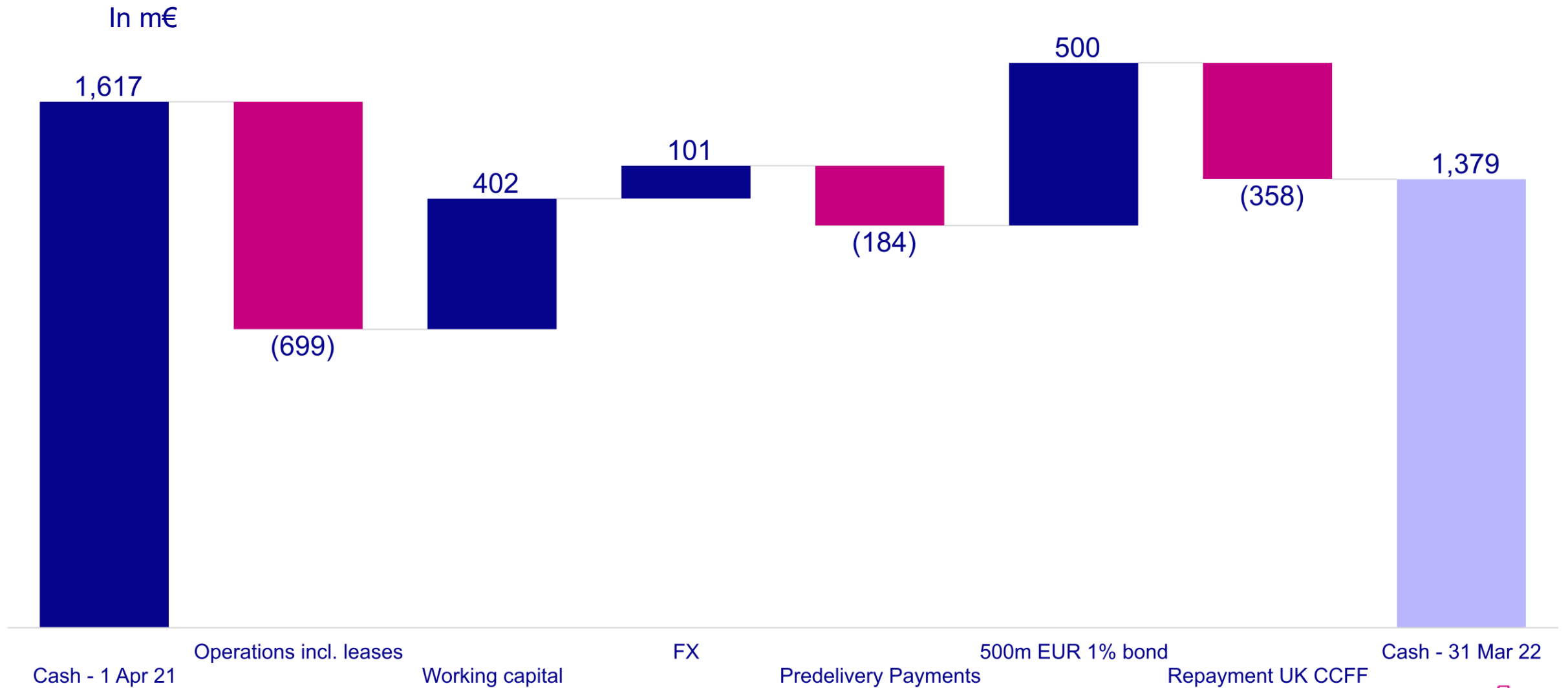
F22 | LIQUIDITY STRENGTH



- ➡ Strong liquidity
- ➡ Investment grade balance sheet
- ➡ 500m EUR 2026 1.00% bond
- ➡ 300m GBP UK CCFF repaid in Feb '22

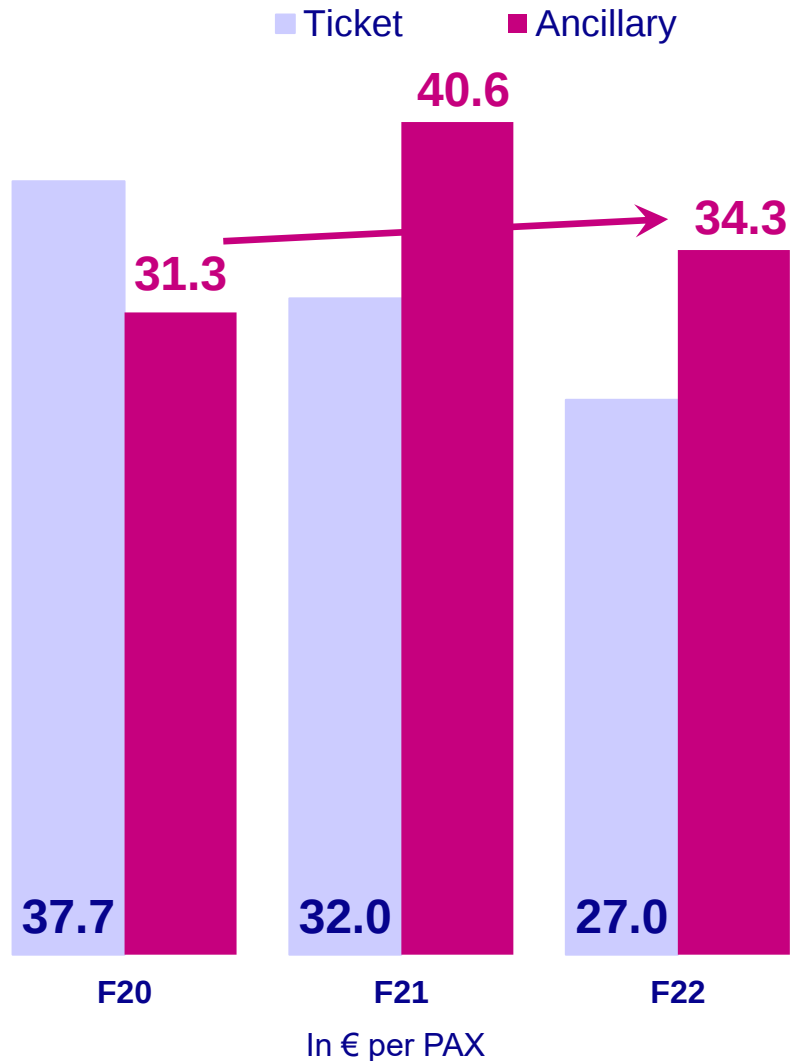
Cash refers to total cash and comprises cash and cash equivalents, cash deposits > 3 month and restricted cash.

F22 | LIQUIDITY STRENGTH



Cash refers to total cash and comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash

F22 | ANCILLARY PERFORMANCE



- ✓ Ancillary 56% of total revenue (45% in F20)
- ✓ Growth at 1.5 EUR/PAX/year since F20
- ✓ Strong value-added ancillary demand from passengers
- ✓ Dynamic pricing across key product streams (bags, seats and priority boarding)
- ✓ New products and innovation in the pipeline

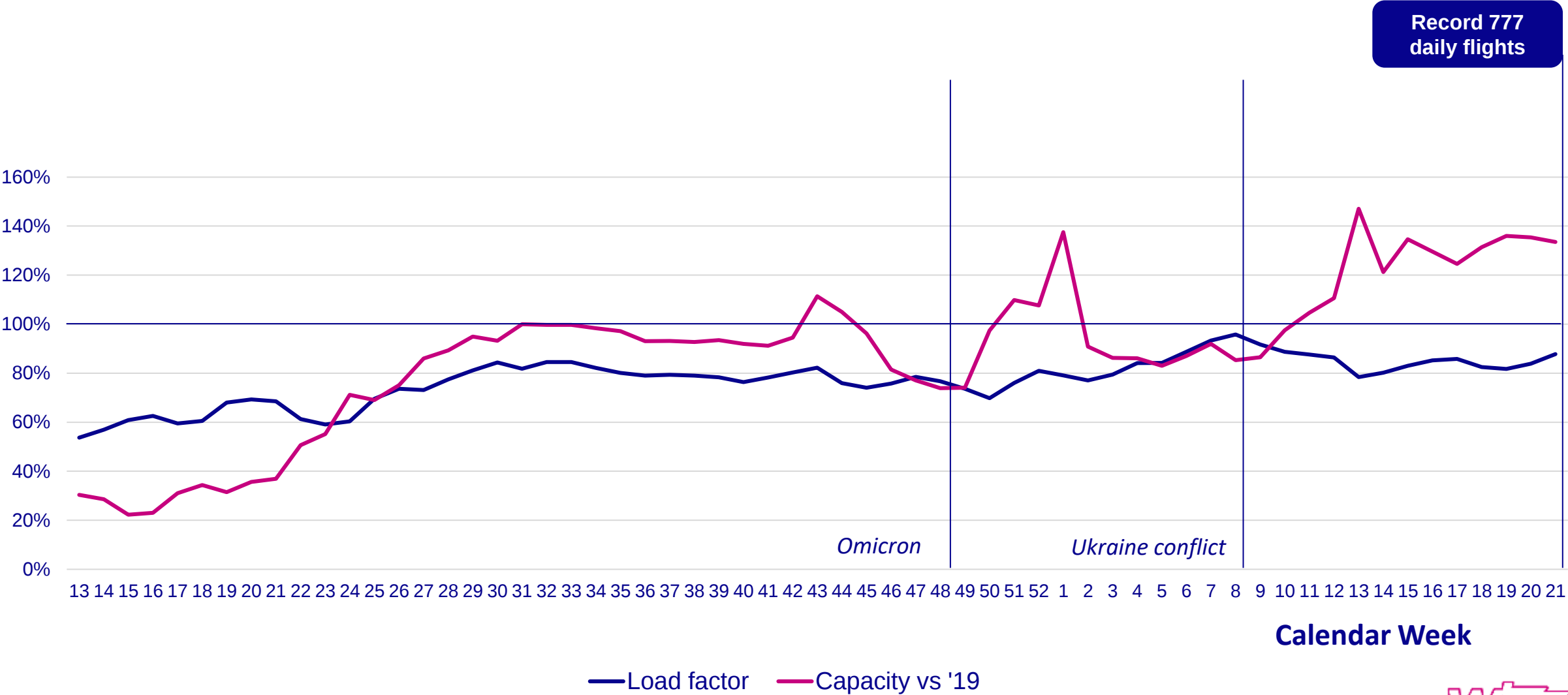
TRADING PERFORMANCE

1. Record number of daily flights
2. Maximising revenue
3. Operational ramp-up
4. Focus on customers
5. Responding to the war in Ukraine
6. Macro volatility



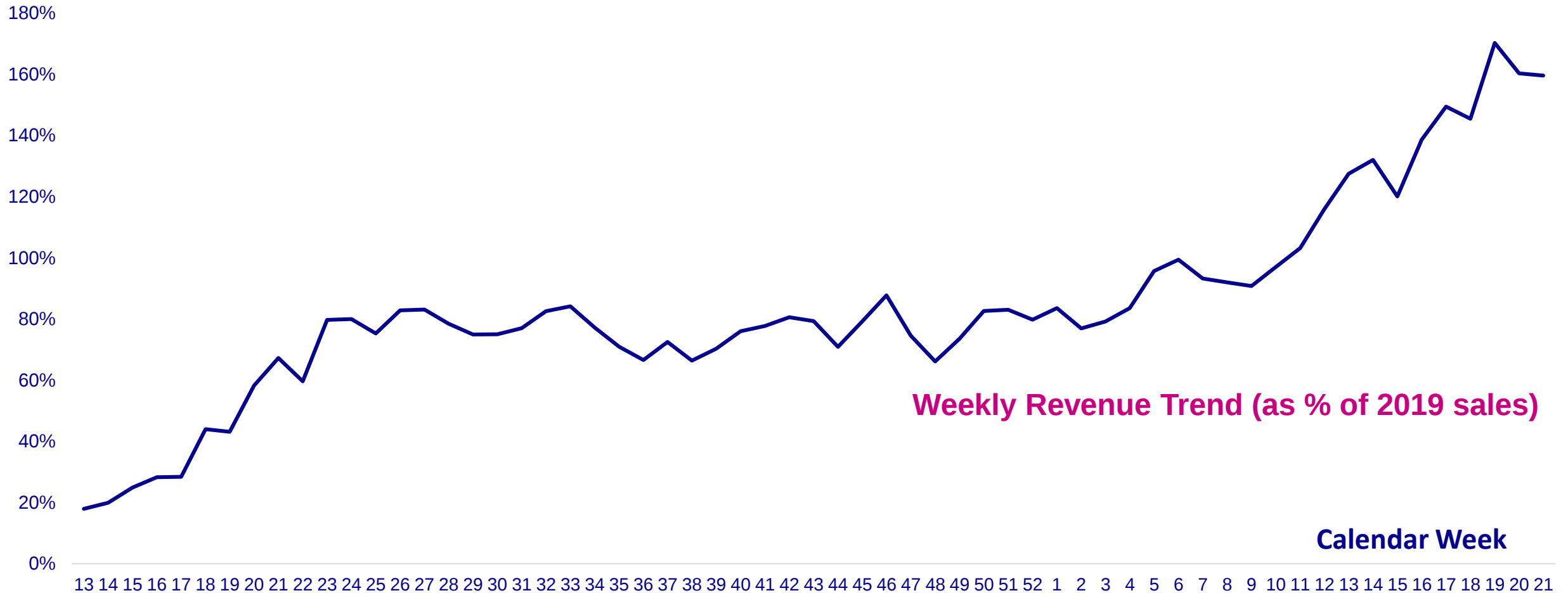
RECORD NUMBER OF DAILY FLIGHTS

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

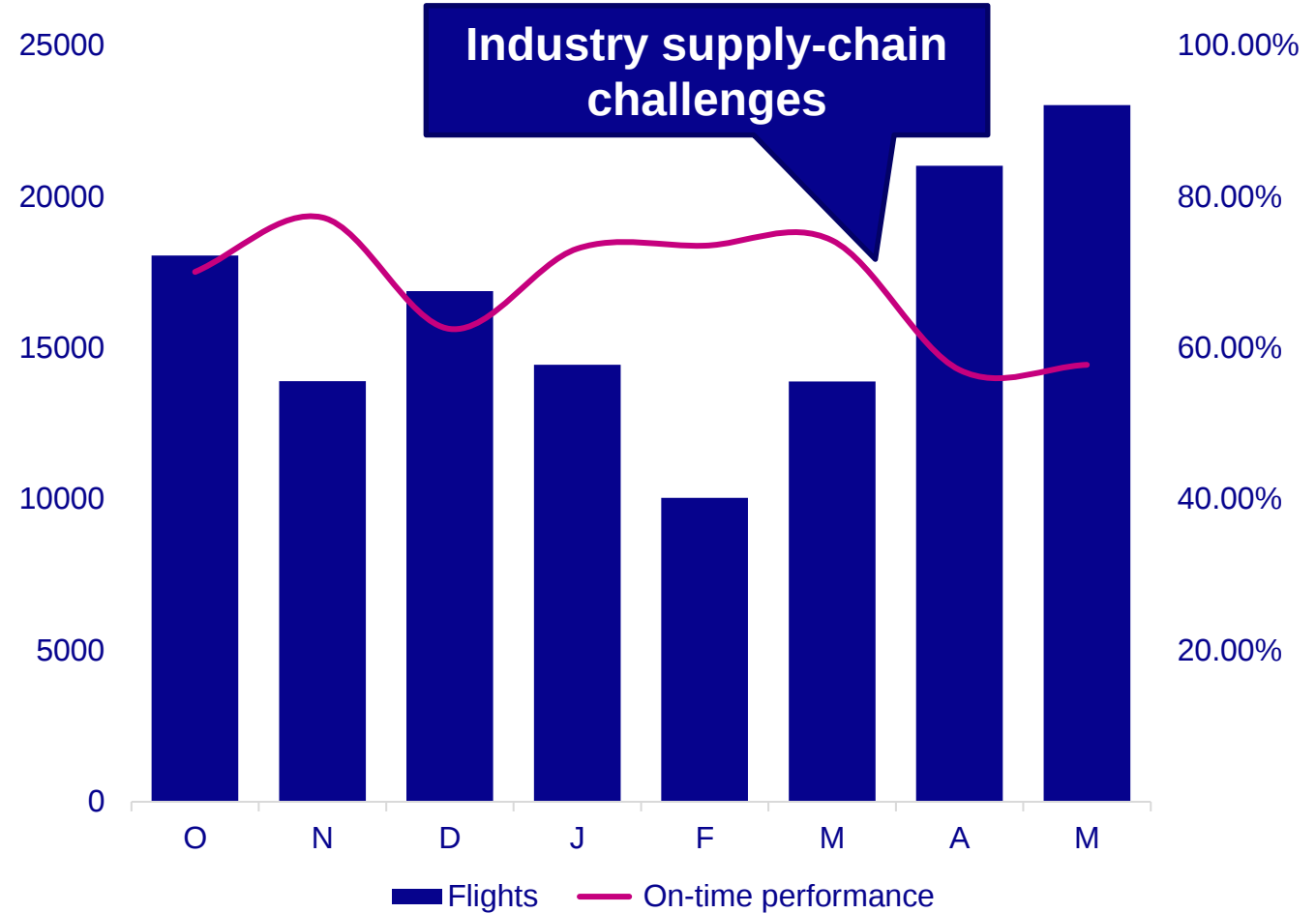
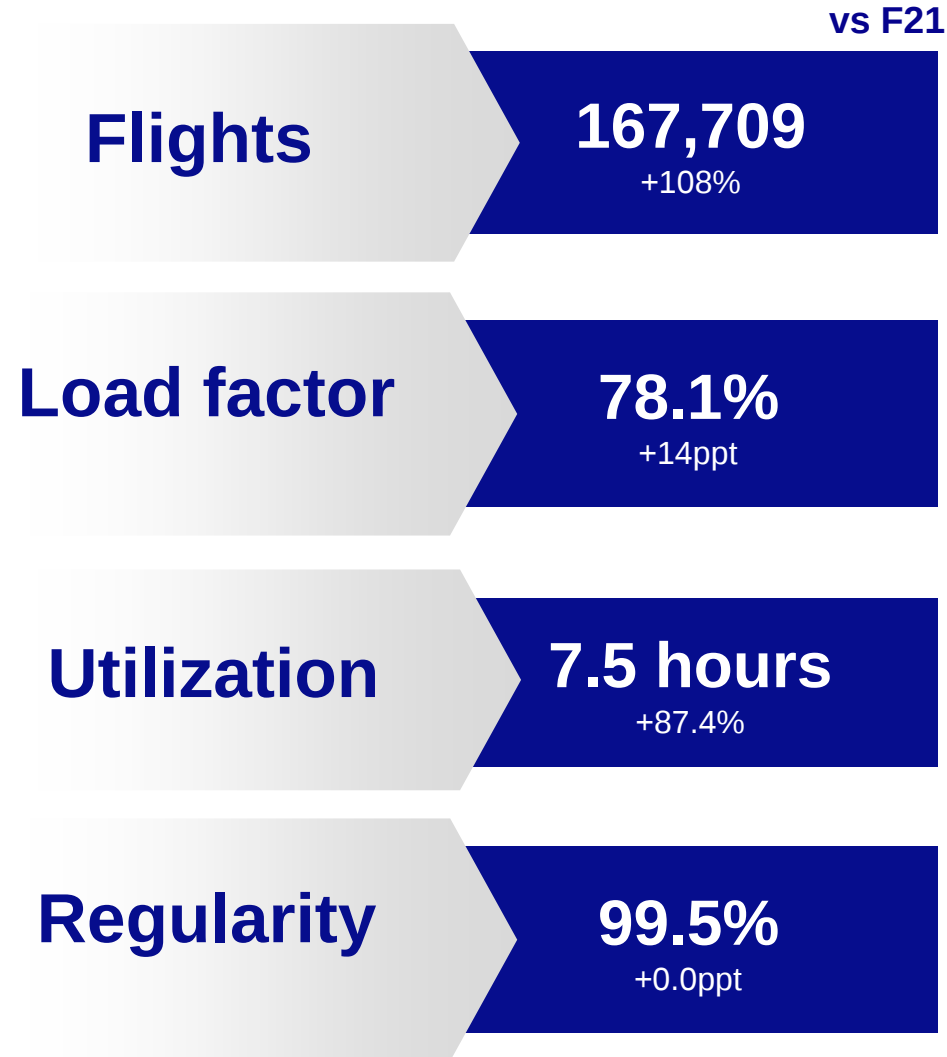


MAXIMISING REVENUE

Rising Loads + Record Capacity + Optimal Pricing + High Productivity = Top Revenues



F22 | OPERATIONAL RAMP-UP



CUSTOMERS - IN THE CENTER OF EVERYTHING WE DO



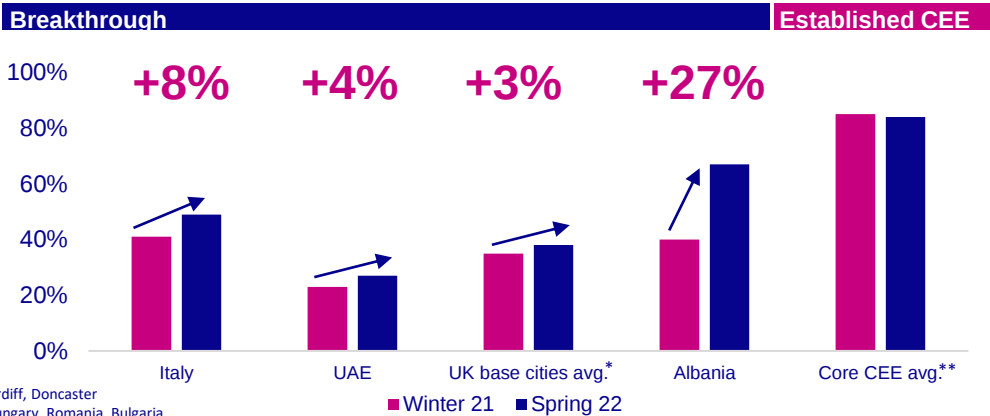
Satisfied Customers

90%

of customers surveyed in F22 rated their experience on WIZZ as positive,
back in-line with pre-pandemic levels



Broader brand awareness



On-line check-in process

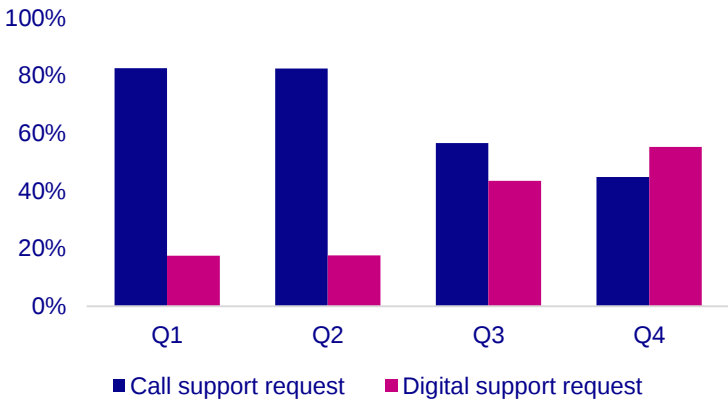
85%

of customers check-in without additional physical documentation check
by the end of F22
vs 67% by the end of H1 F22



Digital First

Amelia – WIZZ Virtual Assistant:
became the primary contact point for our customers in F22!



RESPONDING TO THE WAR IN UKRAINE

PROTECTING OUR EMPLOYEES AND OUR NETWORK

Shifting capacity and people >>>>

32 new routes, 70+ routes increased frequency, 200+ crew moved around the network

- ✓ 7% of capacity flew inbound to war impacted markets – fully redeployed
- ✓ Four Ukraine based aircraft remain stranded but in good condition (2% of capacity)
- ✓ Crew from Ukraine – fully redeployed and flying now throughout Wizz Air network
- ✓ Border countries' loads and yields fully recovered; booking in line with other markets
- ✓ 110,000 free tickets, plus 'rescue fares' to Ukraine nationals on Wizz Air network and employee support fund



MANAGING VOLATILITY

- Zero-cost jet fuel hedges with 30% coverage through August 22
- Exploring to extend jet fuel hedge coverage for the FY at the right conditions
- Converted latest aircraft order's USD pre-delivery payments (PDP) to EUR at favorable rate
- EU/UK ETS coverage at 92% for CY22

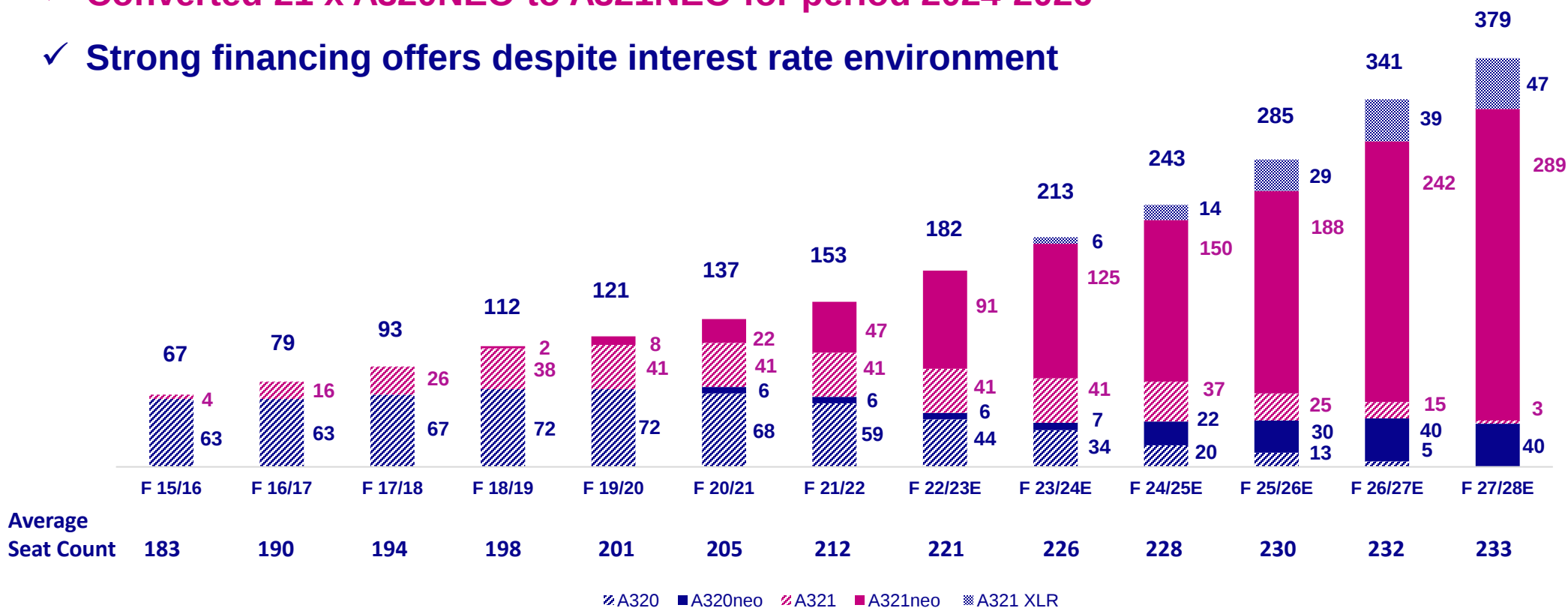
FOCUS FOR F23 AND BEYOND

1. Industry-leading fleet
2. Returning to proven utilization levels
3. Recruitment on track
4. Building blocks supporting future growth
5. Leading sustainable growth
6. Outlook F23



OPERATING THE BEST FLEET

- ✓ 5.0-year average fleet age, 221 fleet average seat count by end of F23 (vs 201 F20)
- ✓ Young and fuel-efficient fleet partially offsets rising fuel prices
- ✓ 53% fleet renewal rate in F23 (87% by F26)
- ✓ A321XLR, 10% of fleet by F26, adds range and disrupts wide-body cost structure
- ✓ Converted 21 x A320NEO to A321NEO for period 2024-2026
- ✓ Strong financing offers despite interest rate environment

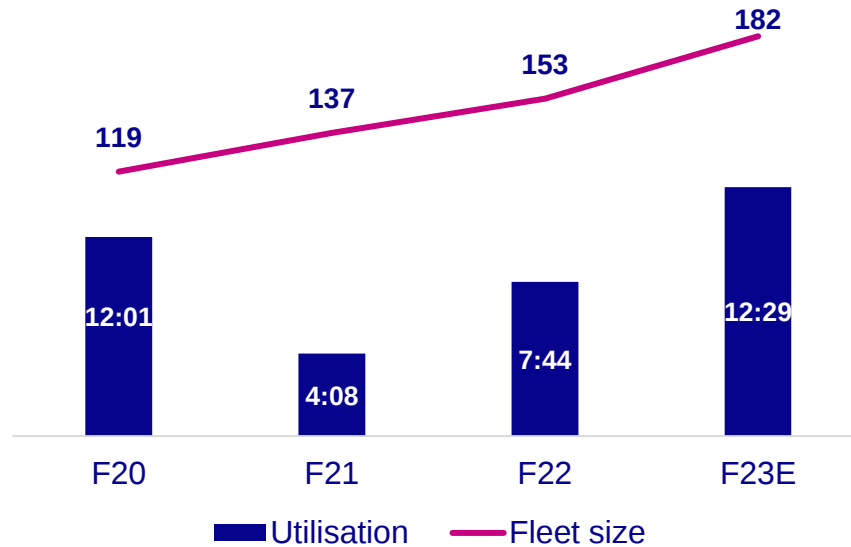



415
 AIRBUS
 A320 FAMILY
 AIRCRAFT
 ORDER


 INDUSTRY
 LEADING
 PRICING

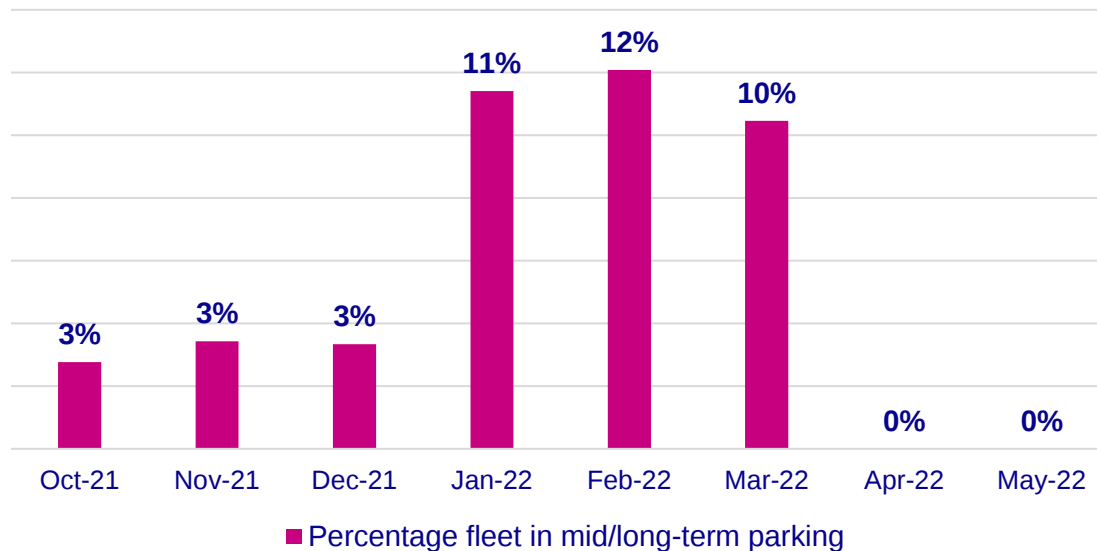

 LOWER
 OPERATING
 COST

DRIVING FULL ASSET UTILISATION



Back to high productivity:

- ✓ 30 min average network turn-around
- ✓ **+50%** secondary, low congestion airports
- ✓ **+5** departures/day/aircraft



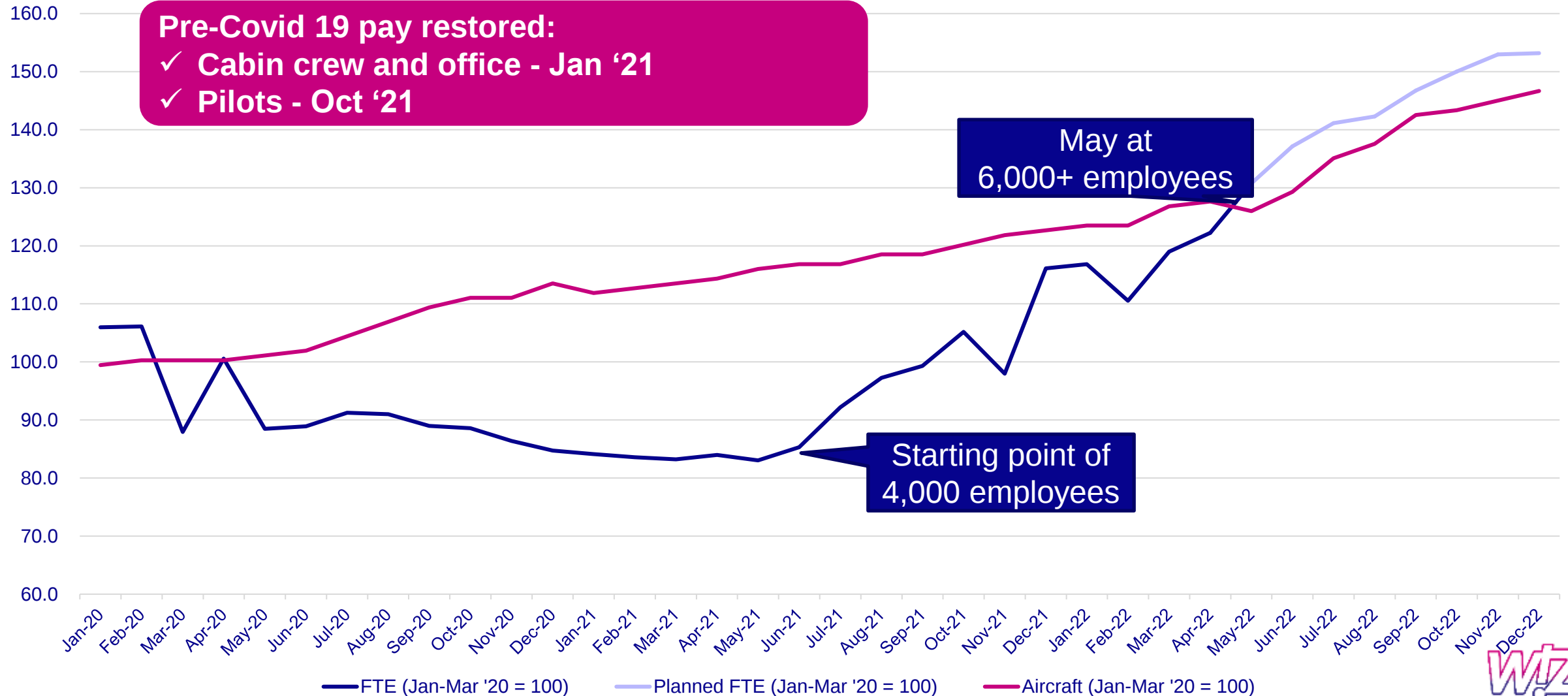
High Percentage on Secondary Airports
(excludes destinations with only 1 airport)



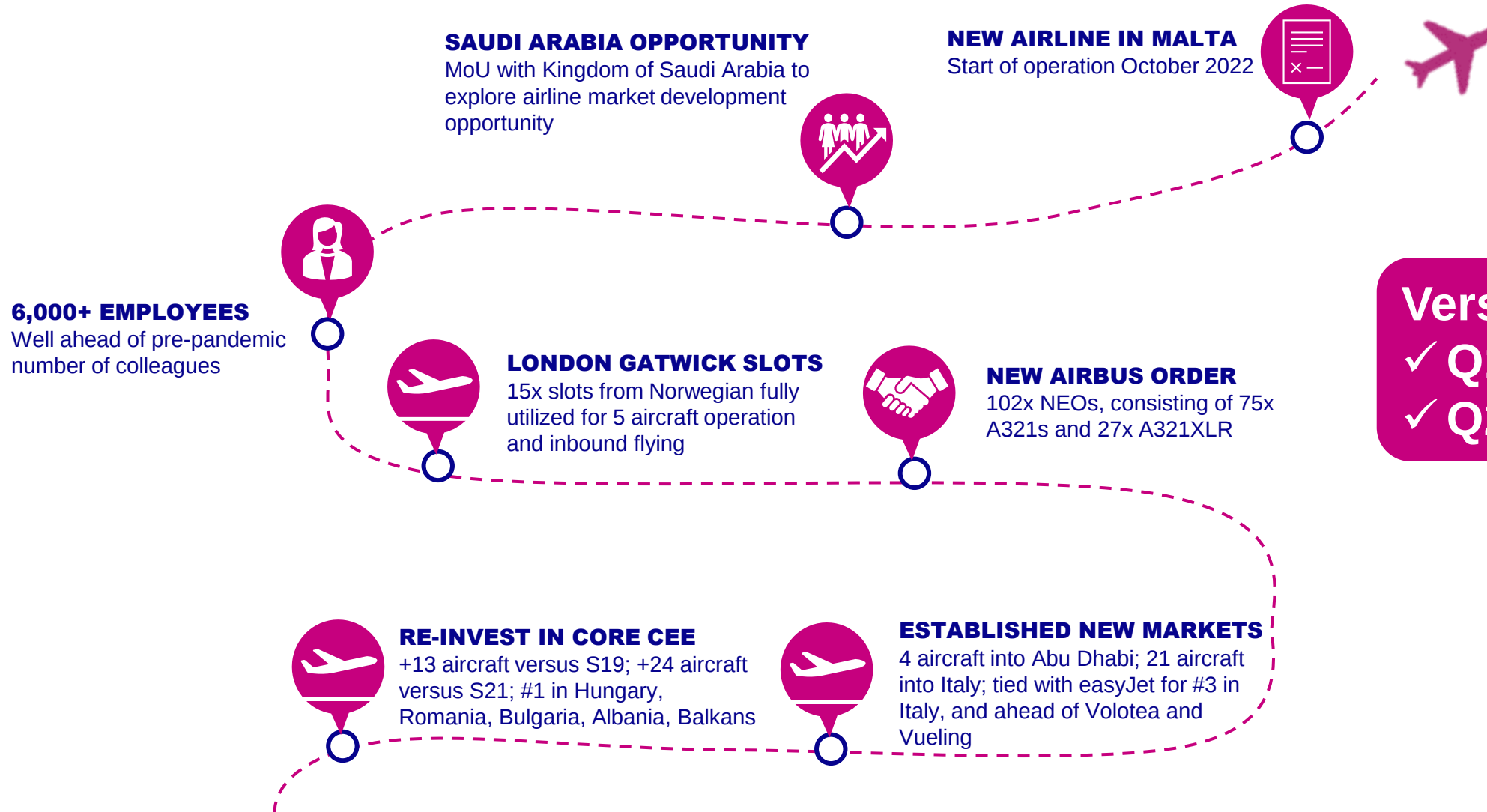
RECRUITMENT ON TRACK

Pre-Covid 19 pay restored:

- ✓ Cabin crew and office - Jan '21
- ✓ Pilots - Oct '21



GROWTH BUILDING BLOCKS



Versus 2019
✓ Q1 capacity +30%
✓ Q2 capacity +40%

LEADING WHERE IT COUNTS

WIZZ AIR'S ENVIRONMENTAL FOCUS

- Outperformed CO2 per RPK target in F22
- Lowest CO2 per RPK commitment for 2030
- Management's incentive linked to reduction of CO2 per RPK
- Scope 1/2/3 emissions verified by external party
- Working with SBTi for 2035 target approval by end 2022
- Cooperation with Resilience (Cambridge CRS)
- Memorandum of Understanding with Airbus on ZEROe project

2030 targets CO2 (g/RPK)	
WIZZ	RYA
43	60

	<u>F20</u>	<u>F21</u>	<u>F22</u>	<u>F23</u>	<u>F24</u>	<u>F25</u>	<u>F26</u>	<u>F27</u>	<u>F28</u>	<u>F29</u>	<u>F30</u>
CO2 per RPK glide path	57.2	77.3	62.9	51.1	48.9	47.0	45.1	44.1	43.1	43.0	42.6
CO2 per RPK actuals	57.2	77.3	60.7								



LEADING WHERE IT COUNTS

WIZZ AIR'S SOCIAL AND GOVERNANCE FOCUS

Social - Female gender diversity

- **33%** in the Board (Hampton-Alexander review)
- **40%** in the Management team by F26
- **7%** in the Flight Deck by F30

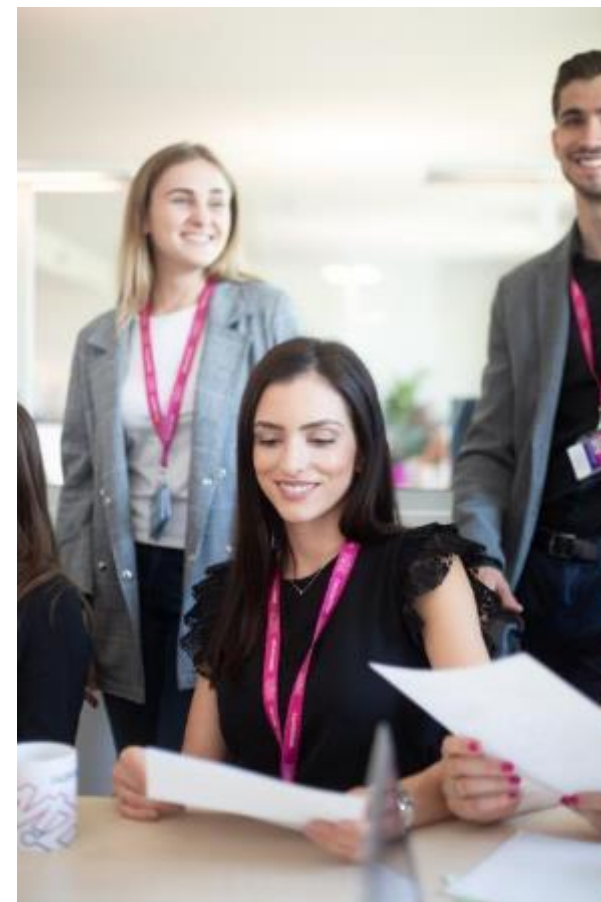
F22	F21
30%	27%
34%	27%
4%	4%

Governance

- Effective board oversight
- **Environmental and gender diversity targets** integrated in Management's incentive scheme.

Economic and Social Impact

- Increase the number of **aircraft to 500 by 2030**
- Increase **customers from 40 million in 2019 to 170 million** by 2030
- Bring **low cost, affordable air travel** to many who have not flown before
- Provide jobs 145,000 indirect and direct jobs by 2030



OUTLOOK

- ➔ Record traffic for summer, but expect operating loss for Q1 F23
- ➔ Q1 capacity at +30% versus 2019; Q2 capacity at +40%
- ➔ Q1 bookings solid, Q1/Q2 fares ahead of 2019, loads recovering into Q2 (+90%)
- ➔ Crewing on track; however, industry supply-chain challenges
- ➔ Expect to operate aircraft 12+ hours/day during the year
- ➔ Aligned to consumer preferences: lowest cost, greenest airline
- ➔ Look at opportunities to extend jet fuel hedge coverage for the full FY at the right conditions
- ➔ At this point not providing further financial guidance for the year

IN CLOSING

- ➔ We continue investing for growth as COVID-19 pandemic subsides
- ➔ Growth managed well and ready to deliver record flying summer 2022
- ➔ Wizz Air has a strong basis to win – fleet, network, cost structure
- ➔ Liquidity and investment-grade rating maintained
- ➔ Consumers will vote for best value next to the greenest airline
- ➔ The cost competitiveness gap will continue to widen – expect further business opportunities in the future given the challenging environment

WIZZ | DISCLAIMER

This presentation has been prepared by Wizz Air Holdings Plc (the “**Company**”). By receiving this presentation and/or attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations.

This presentation is intended to be delivered in the United Kingdom only. This presentation is directed only at (i) persons having professional experience in matters relating to investments who fall within the definition of “*investment professionals*” in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended from time to time) (the “Order”); (ii) high net worth bodies corporate, unincorporated associations, partnerships and trustees of high value trusts as described in Article 49(2)(a)-(d) of the Order; or (iii) persons to whom it would otherwise be to distribute it. Persons within the United Kingdom who receive this communication (other than those falling within (i), (ii) and/or (iii) above) should not rely on or act upon the contents of this presentation. This presentation is not intended to be distributed or passed on to any other class of persons.

This presentation does not constitute or form part of any offer to sell or issue, or invitation to purchase or subscribe for, or any solicitation of any offer to purchase or subscribe for, any securities of the Company or any of its subsidiaries (together the “Group”) in any other entity, nor shall this document or any part of it, or the fact of its presentation, form the basis of, or be relied on in connection with, any contract or investment decision, nor does it constitute a recommendation regarding the securities of the Group. Past performance, including the price at which the Company’s securities have been bought or sold in the past and the past yield on the Group’s securities, cannot be relied on as a guide to future performance. Nothing herein should be construed as financial, legal, tax, accounting, actuarial or other specialist advice and persons needing advice should consult an independent financial adviser or independent legal counsel.

Neither this presentation nor any information contained in this presentation should be transmitted into, distributed in or otherwise made available in whole or in part by the recipients of the presentation to any other person in the United States, Canada, Australia, Japan or any other jurisdiction which prohibits or restricts the same except in compliance with applicable securities laws. Recipients of this presentation are required to inform themselves of and comply with all restrictions or prohibitions in such jurisdictions and neither the Group nor any of its affiliates, members, directors, officers, advisors, agents, employees, or any other person accepts any liability to any person acting on its behalf (its “Affiliates”) in relation to the distribution or possession of the presentation or any information contained in the presentation in or from any such jurisdiction.

The information contained in this presentation has not been independently verified. This presentation does not purport to be all-inclusive or to contain all the information that a prospective investor in securities of the Group may desire or require in deciding whether or not to offer to purchase such securities.

No representation, warranty, or other assurance express or implied, is made or given by or on behalf of the Group or any of its Affiliates as to the accuracy, completeness or fairness of the information or opinions contained in this presentation or any other material discussed verbally.

None of the Group or any of its Affiliates accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

The information in this presentation includes forward-looking statements, made in good faith, which are based on the Group’s or, as appropriate, the Group’s directors’ current expectations and projections about future events. These forward-looking statements may be identified by the use of forward-looking terminology including, but not limited to, the terms “*believes*”, “*estimates*”, “*plans*”, “*projects*”, “*anticipates*”, “*expects*”, “*intends*”, “*may*”, “*will*” or “*should*” or, in each case, their negative or other variations or comparable terminology, or by discussion of the Group’s strategy, plans, operations, financial performance and condition, objectives, goals, future events or intentions. These forward-looking statements, as well as those included in any other material discussed at any analyst presentation, are subject to risks, uncertainties and assumptions about the Group and investments many of which are outside of the Group control, including, among other things, the development of its business, the trends in its operating industry, changing economic, financial, or other market conditions and future capital expenditures. In light of these risks, uncertainties and assumptions, the events or circumstances referred to in the forward-looking statements may differ materially from those indicated in these statements. Forward-looking statements may, and often do, materially differ from actual results. Thus, these forward-looking statements should be treated with caution and the recipients of the presentation should not rely on any forward-looking statements.

None of the future projections, expectations, estimates or prospects or any other statements contained in this presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the presentation. Forward-looking statements speak only as of the date of this presentation. Subject to obligations under the listing rules and disclosure guidance and transparency rules made by the Financial Conduct Authority under Part VI of the Financial Services and Markets Act 2000 (as amended from time to time), neither the Group nor any of its Affiliates, undertakes to publicly update or revise any such forward-looking statement, or any other statements contained in this presentation, whether as a result of new information, future events or otherwise.

As a result of these risks, uncertainties and assumptions, you should not place undue reliance on these forward-looking statements as a prediction of actual results or otherwise. The information and opinions contained in this presentation and any other material discussed verbally are provided as at the date of this presentation and are subject to verification, completion and change without notice.

In giving this presentation neither the Group nor any of its Affiliates, undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent.

APPENDIX: HEDGE PROGRAM

Jet Fuel

**HEDGE
COVERAGE**

30%

F23

3 months

Capped rate

\$1,108

Floor rate

\$971