

H1 FY19 RESULTS



H1 FY19 | ANOTHER RECORD H1

Structural Winner: CEE-focused, cost leadership and enhanced aircraft economics

Increasing fuel cost partially offset by increasing yield on the back of capacity discipline and improving ancillary revenue production

Operations normalised after summer disruptions

Strong investment grade balance sheet giving access to lower cost capital

Passenger +20%, Revenues +20%, Load factors +1ppt, Net profit +1.2%

High fuel prices and European airline consolidation benefits Wizz Air's ULCC business model and market reach

FY net profit guidance lowered to range €270m to €300m



H1 FY19 | #1 LCC in CEE

Passengers 18.8m (+20%)

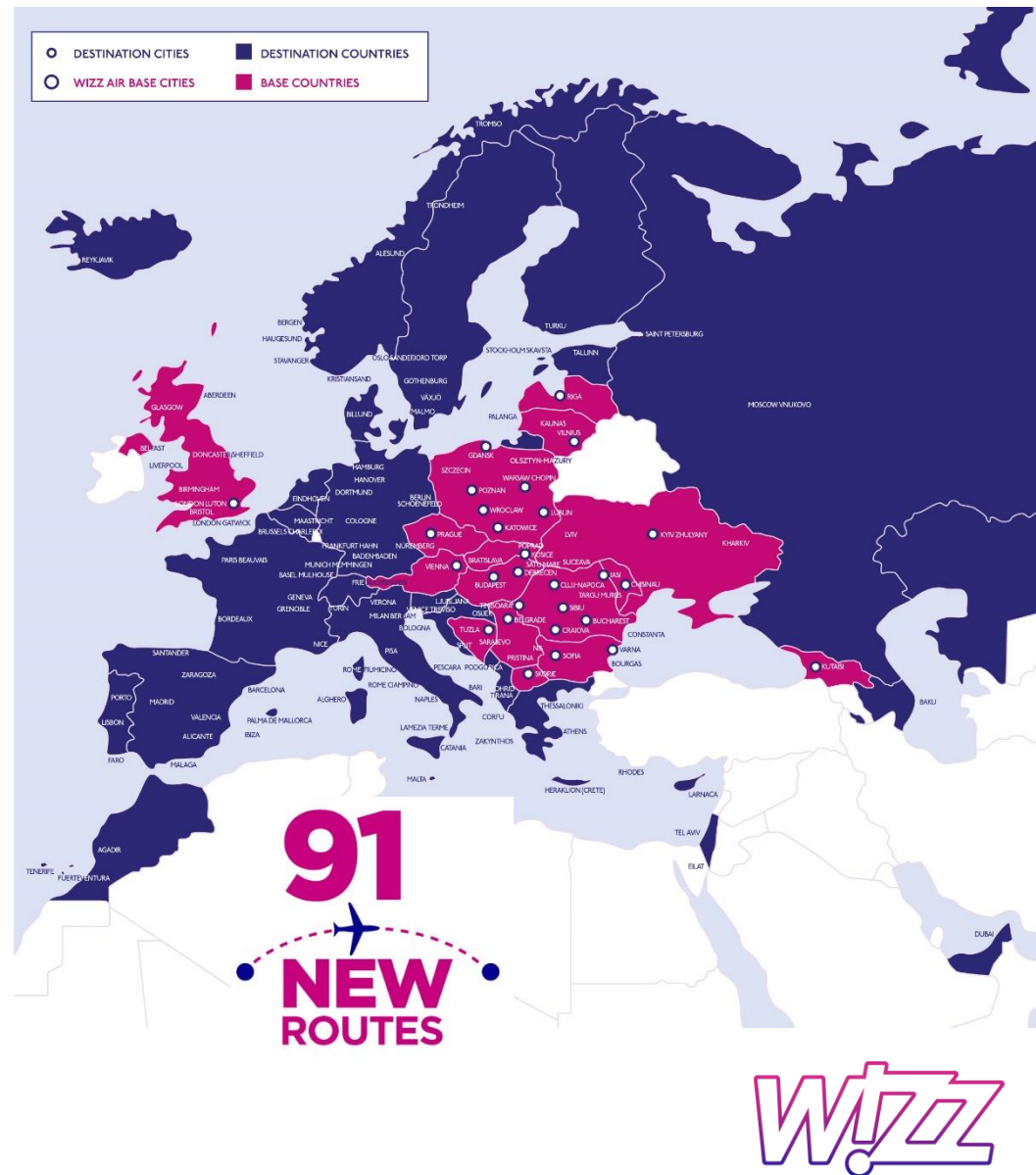
Aircraft¹ 104 (+18)

Airports 143 (-1)

Bases 25 (-3)

Employees 4,000+ (+700)

Countries 44 (+1)



H1 FY19 | Performance Metrics

Flights

102,516
+16.8%

Utilisation

13.1 hours
-3.0%

Load factor

93.6%
+0.9ppt

Regularity

99,9%
+0.0ppt

Punctuality

72.1%¹
-8.0ppt



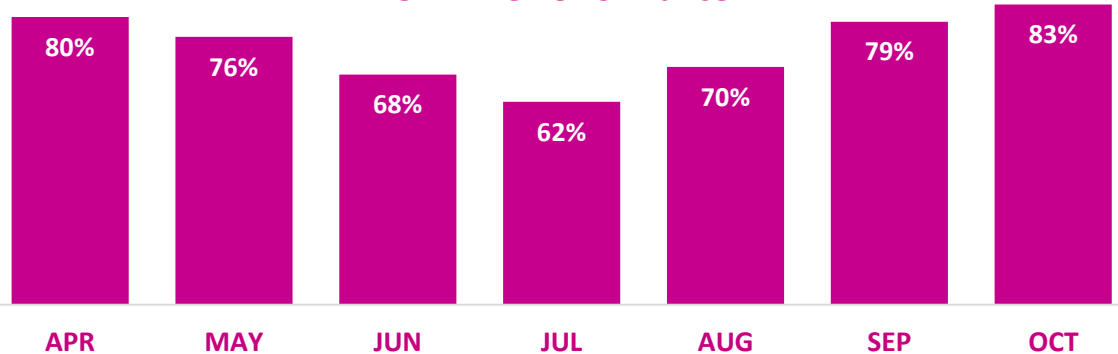
**MANY ADVENTURES
ONE WIZZ AIR**

**OVER 140
DESTINATIONS
ACROSS EUROPE**

Wizz
wizzair.com

WIZZ | Improving Operational Environment

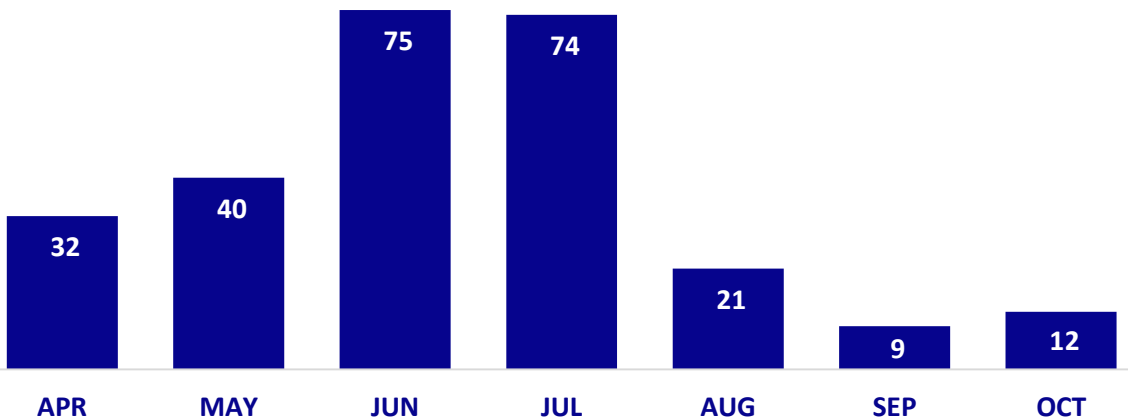
On Time Performance



H1 Challenges

- Industrial actions (ATC)
- Knock-on effect crew rosters
- Lack of spare capacity
- Training ramp-up of Wizz UK

Cancellations



Actions

- New Disruption Control Centre
- Improved 1st wave & turnarounds
- Additional spare capacity
- Slower growth in H2



H1 FY19 | Record Profits on 20% Pax Growth

Group Results	H1 FY19	H1 FY18	Change
Revenue	€ 1,379.1 m	1,149.4	+20.0%
EBITDAR	€ 505.5 m	492.2	+2.7%
EBITDAR margin	36.7 %	42.8%	(6.2)ppt
Net profit	€ 292.2 m	288.6	+1.2%
Net profit margin	21.2 %	25.1%	(3.9)ppt
Free cash	€ 1,156.8 m	1,029.8	+12.3%

RASK
+0.0%

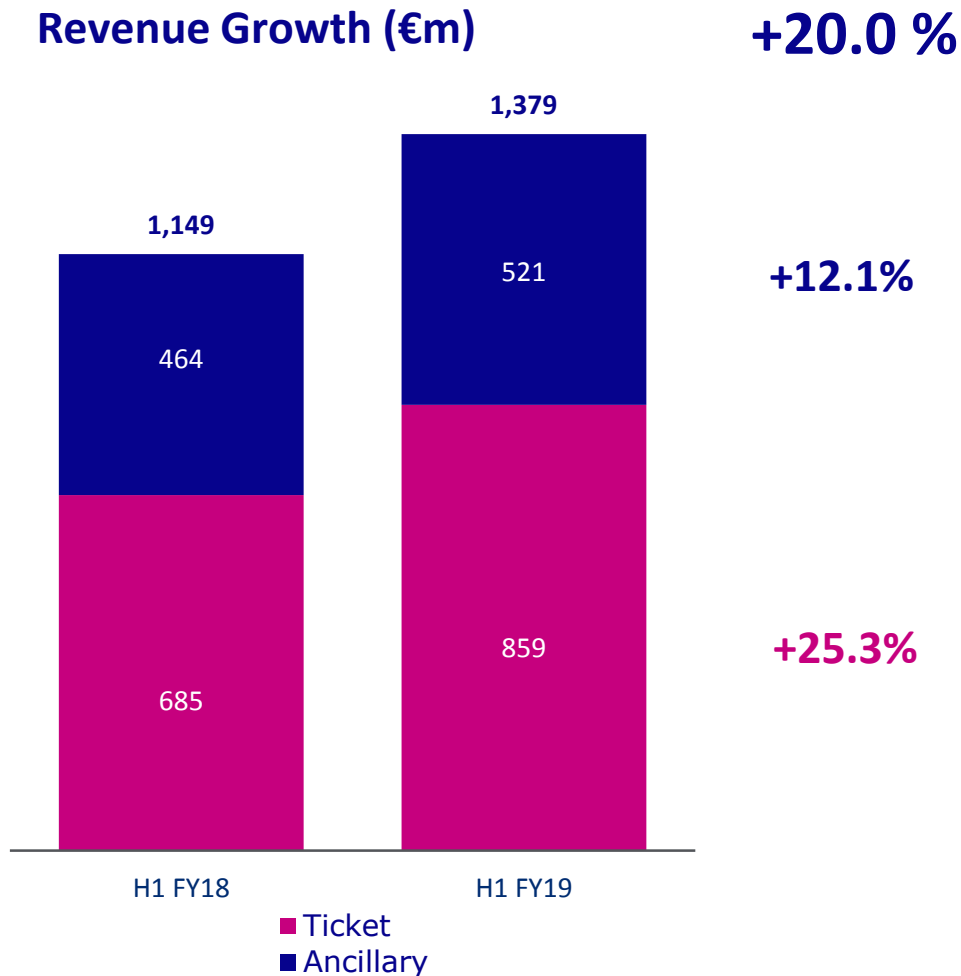
CASK
+6.4%

Fuel-CASK
+19.0%

Ex Fuel-CASK
+1.1%



H1 FY19 | Strong Revenue Growth



Ticket per Pax	+ 4 %
Ancillary per Pax	- 7 %
Total Fare per Pax	-
RASK	-

Positives

- Passenger growth
- Higher load factors
- Stimulating Traffic
- Strong value-add ancillaries

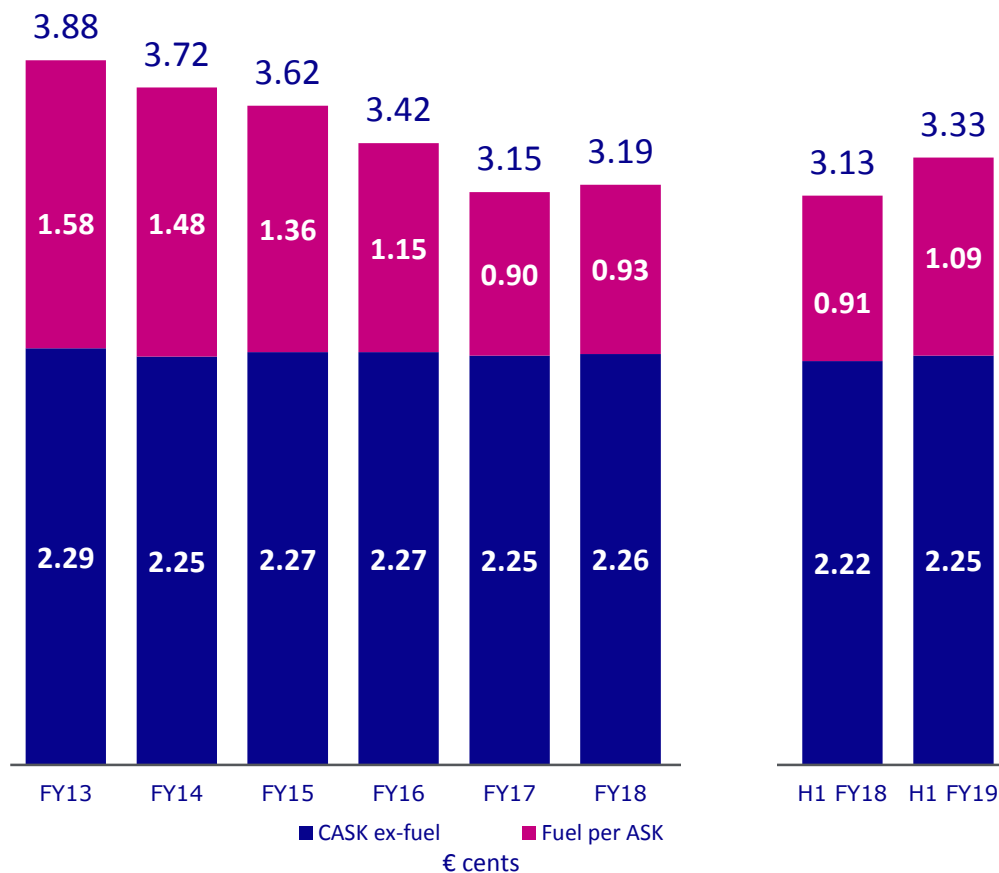
Negatives

- Weak bag ancillaries, strong recovery from Nov 1
- Lack of Easter
- Slightly weaker sales currencies



H1 FY19 | Cost Discipline

CASK and ex-fuel CASK development¹



H1 Negatives

- Higher fuel prices
- Double disruption costs
- Crew salary inflation

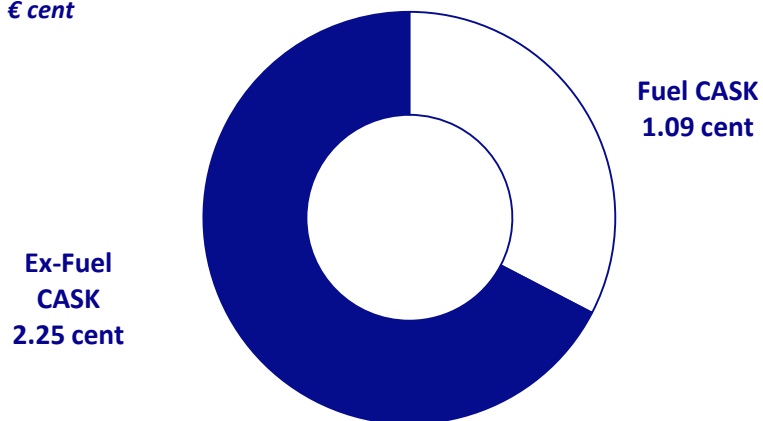
H1 Positives

- Weaker \$
- Larger aircraft
- More fuel efficient aircraft
- Economies of scale

H1 FY19 | Ultra Low Cost Carrier

H1 FY19 CASK ¹

€ cent

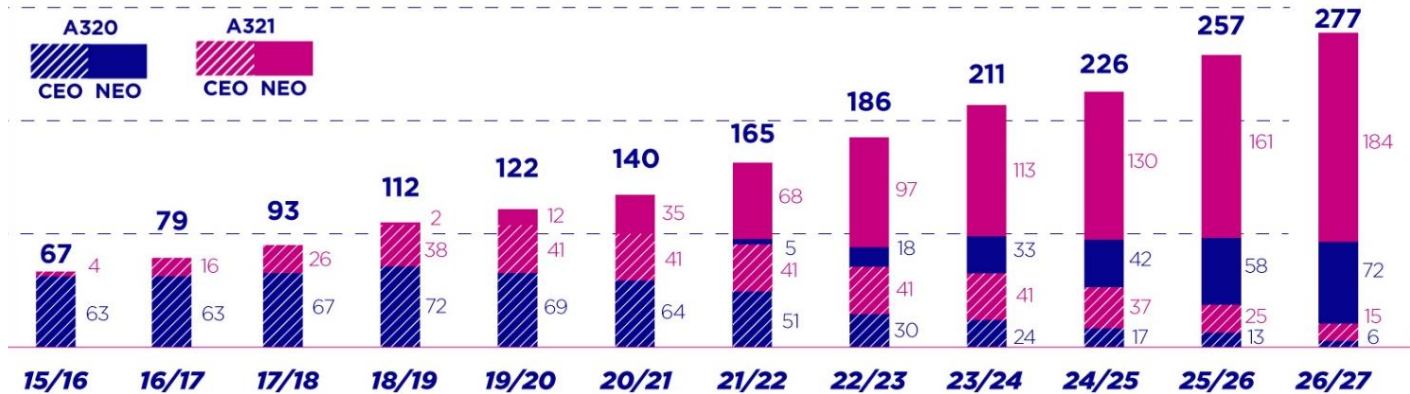


	H1 FY19	H1 FY18	Change
Total CASK	3.33	3.13	+6.4 %
Fuel CASK	1.09	0.91	+19.0 %
Ex-Fuel CASK	2.25	2.22	+1.1 %
Brent (\$/Barrel)	51	75	+ 45 %

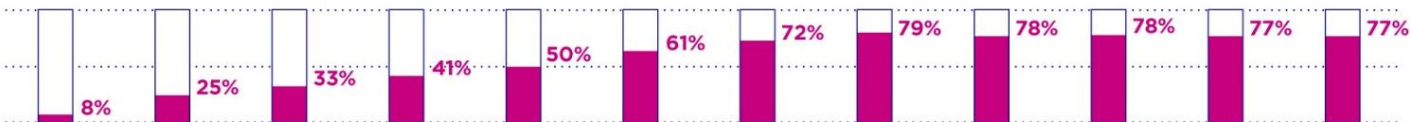
CASK € cent	H1 FY19	H1 FY18	Change
Fuel	1.09	0.91	0.18
Staff costs	0.31	0.27	0.04
Distribution & marketing	0.07	0.07	0.00
Maintenance, materials & repairs	0.18	0.19	(0.01)
Aircraft rentals	0.49	0.52	(0.03)
Airport, handling & en-route charges	0.93	0.90	0.03
Depreciation & amortization	0.15	0.18	(0.03)
Other expenses	0.12	0.09	0.03
Total CASK	3.33	3.13	0.20

WIZZ | Multi-Year Unit Cost Reductions

TOTAL FLEET SIZE



PROPORTION OF SEATS ON A321




256
 AIRBUS
 A320 FAMILY
 AIRCRAFT
 ORDER


 INDUSTRY
 LEADING
 PRICING


 LOWER
 OPERATING
 COST

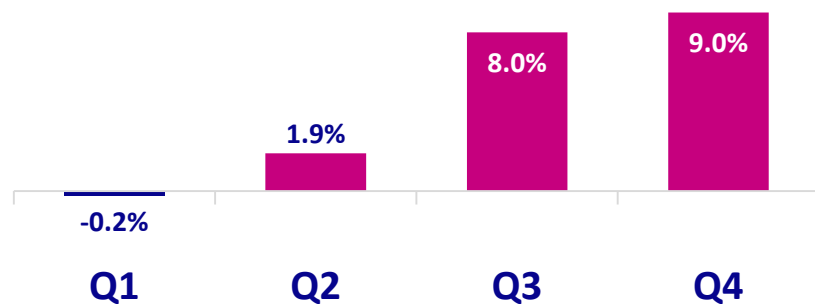
Game-changing A321 NEO technology – 20% lower unit costs vs A320 CEO

Investment Grade aircraft financing – Significantly lower ownership costs

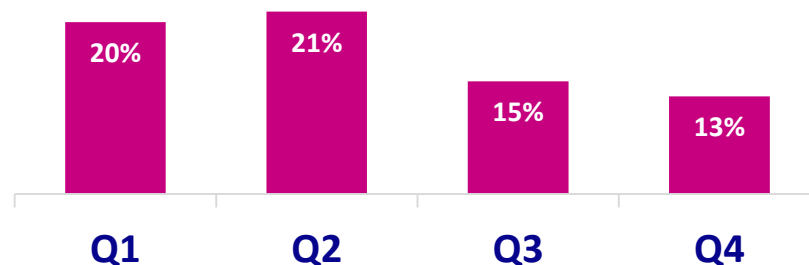


H2 FY19 | Strong Yield Outlook in H2

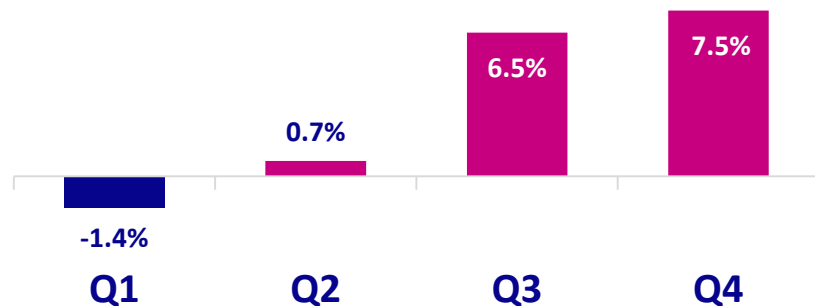
Gross RpS YoY



ASK YoY



RASK YoY



Positives

- Strong GDP growth in CEE
- Recovery of bag ancillaries
- Optimized route network
- Slower growth, faster maturity
- Fuel pass through

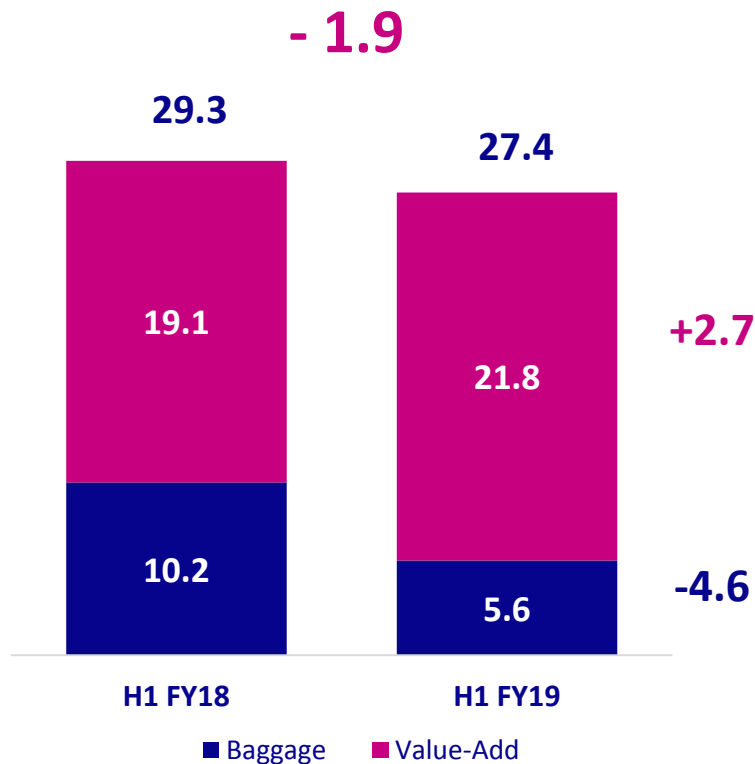
Negatives

- Lack of Easter traffic in Q4
- Weaker sales currencies

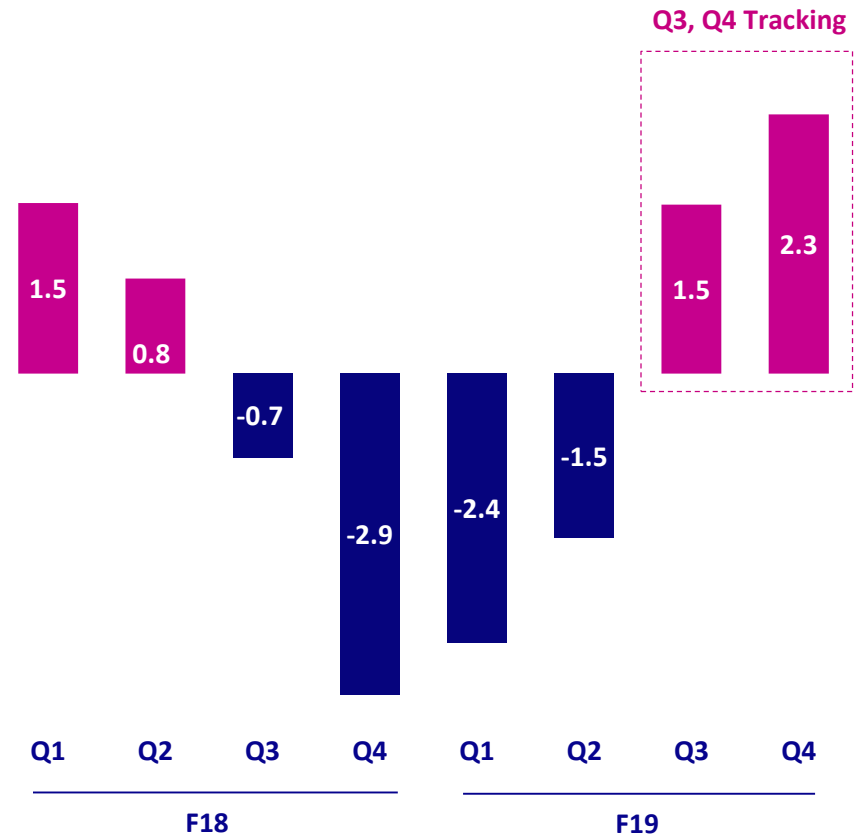


H2 FY19 | Strong Ancillary Recovery starts in H2

Ancillary Revenue per pax (€)



YoY Change Ancillary Revenue per pax (€)



H1 FY19 | Balance Sheet Strength

Free Cash ¹
€m

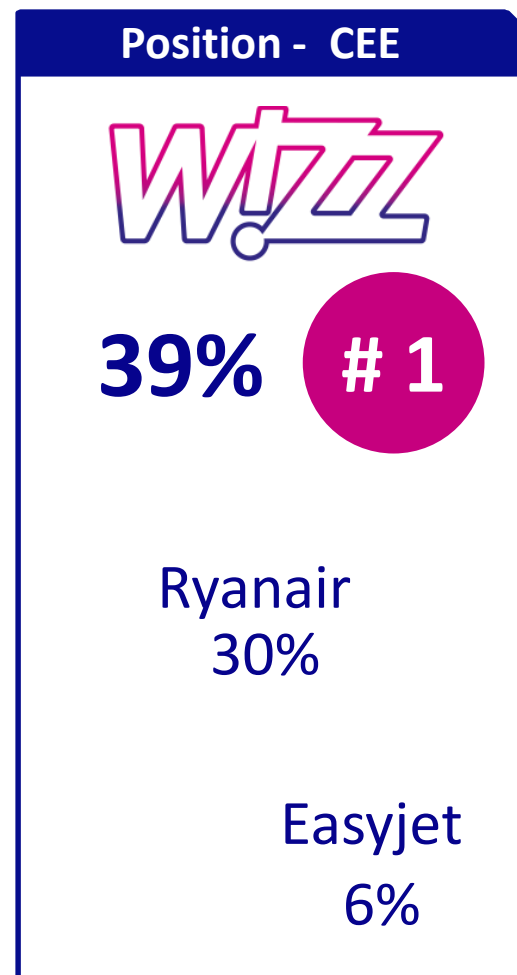


- Investment grade balance sheet
- Strong cash generation
- Maintaining or lowering leverage
- Multiple aircraft financing options



WIZZ | #1 LCC in CEE

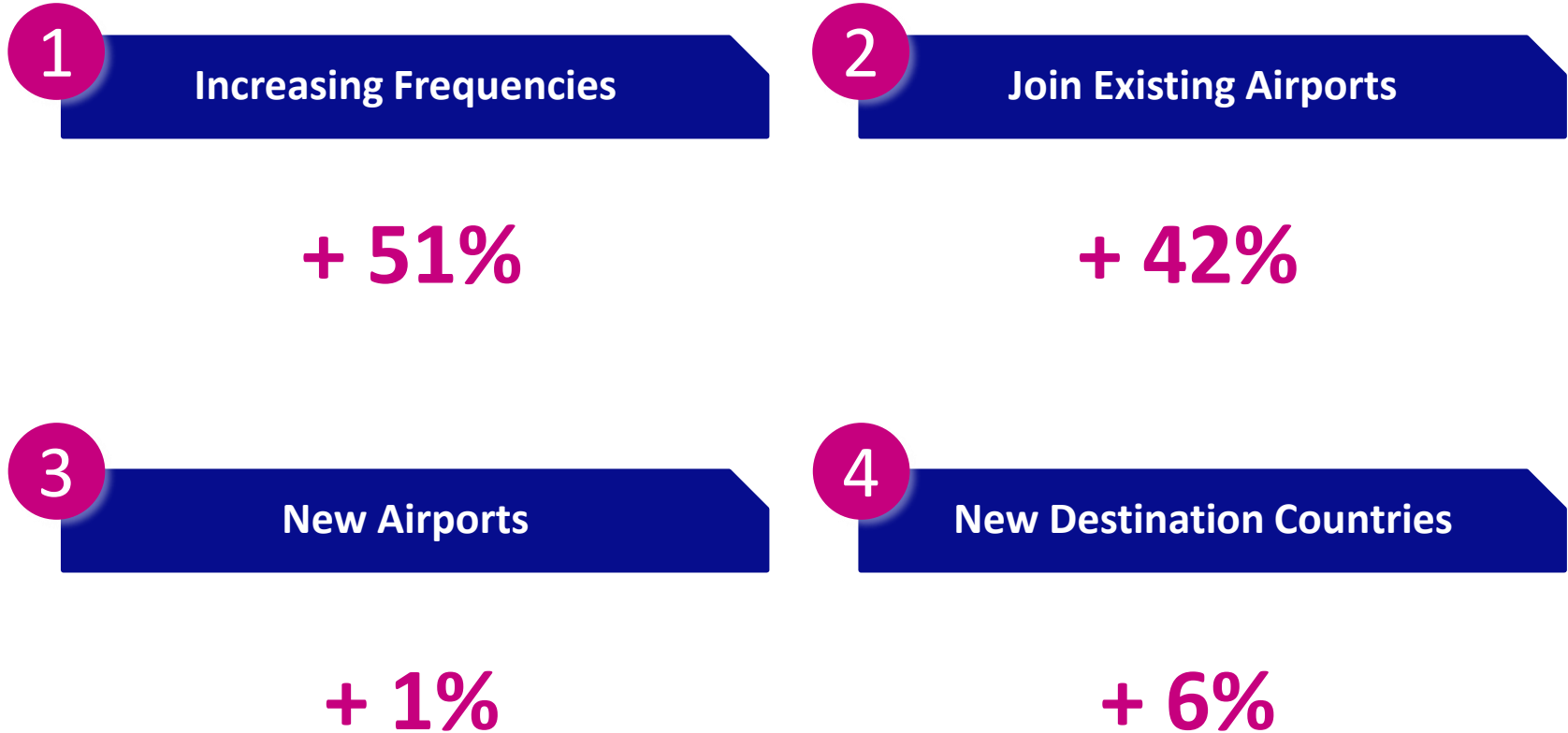
Position - Country	# 1	# 2	# 3
Poland	Ryanair		Norwegian
Romania		Blue Air	Ryanair
Hungary		Ryanair	Easyjet
Lithuania	Ryanair		Norwegian
Bulgaria		Ryanair	Easyjet
Latvia	Ryanair		Norwegian
Ukraine		Nordwind	Pegasus
Slovakia	Ryanair		Flydubai
Serbia		Ryanair	Easyjet
Macedonia		Pegasus	Flydubai
Bosnia & Herzegovina		Pegasus	Flydubai
Moldova	FlyOne		
Georgia		Flydubai	AirArabia



Source: Company Information. Innovata, Apr 2018 to Sep 2018.

* Market and Market Share is defined as the Low Cost Carrier market, excluding domestic capacity

H1 FY19 | Balanced and diversified growth



WIZZ Air UK | A New British Airline



WIZZ AIR UK LTD.



3 MAY 2018 — FIRST WIZZ AIR UK
FLIGHT FROM LONDON LUTON TO
BUCHAREST

CURRENT FLEET

7  +2  COMING IN
2018

LOCAL TEAM

320+ 



UK route license future-proofs Wizz Air's operations of flights from the UK
to non-EU countries following Brexit



H1 FY19 | Business Developments and Innovation

Pilot academy
in Hungary,
Bulgaria, Poland
and Romania



New Wizz Air Training Centre

- Capacity for the next 5 years
- 5 Simulator capacity
- 300+ pilots and cabin crew
- 14 Class rooms
- Emergency Training Facility
- Firefighting Training Facility



H1 FY19 | Ancillary Revenue Development



FARE LOCK



PRIORITY CHECK-IN

NEW

**NEW BAGGAGE POLICY
FROM 1ST OF NOVEMBER**



< Eindhoven → Vienna More

✈ Fri 15 Mar, 09:00
Eindhoven → Vienna
CONFIRMATION CODE
CFKUHX
[SHOW BOOKING SUMMARY](#)

**TIMELINE
UPSELL**

Preparation

Departure in 133 days

[ADD SERVICES](#)

[Add to calendar](#)

Check-in

Check-in for this flight opens at
13/02/2019, 09:00.

[SELECT SEATS](#)



Attraction Tickets

Choose from 32,000+ tours and
attraction tickets



WIZZ | Continuous Customer Focused Innovation



TOP 10 **WORLD'S MOST VISITED** AIRLINE WEBSITES

#WIZZ_AIR_IN_YOUR_POCKET

SHARE OF VISITORS

60%

40%



Strong conversion rate increase, over 90% transaction growth on Mobile App

WEB
(incl. mobile devices)

27 LANGUAGES

1600 MILLION PAGEVIEWS in the last 12 month

APP

17 LANGUAGES

1500 MILLION SCREEN VIEWS in the last 12 month

WE LAUNCHED SEVERAL NEW SERVICES AND TOOLS ON THE WEBSITE:



Fare Lock



Flexible Travel Partner



Trip Planner



Q2 **WE LAUNCHED** OUR NEW MOBILE APP



WIZZ | FY 2019 Net Profit Guidance

Capacity growth (ASKs)

+17 %

Average stage length

Modest increase

Load Factor

+1 ppt

Fuel CASK

+22 %

Ex-fuel CASK

-1 %

Total CASK

+6 %

Revenue per ASK

+3.5 %

Effective tax rate

3 %

Net profit

€270 – €300 million



WIZZ | Well Positioned For Profitable Growth

Structural Winner: CEE-focused, cost leadership and enhanced aircraft economics

Increasing fuel cost partially offset by increasing yield on the back of capacity discipline and improving ancillary revenue production

Operations normalised after summer disruptions

Strong investment grade balance sheet giving access to lower cost capital

Passenger +20%, Revenues +20%, Load factors +1ppt, Net profit +1.2%

High fuel prices and European airline consolidation benefits Wizz Air's ULCC business model and market reach

FY net profit guidance lowered to range €270m to €300m



Wizz



WIZZ | Q2 FY19 Results

For the three months ended 30 September

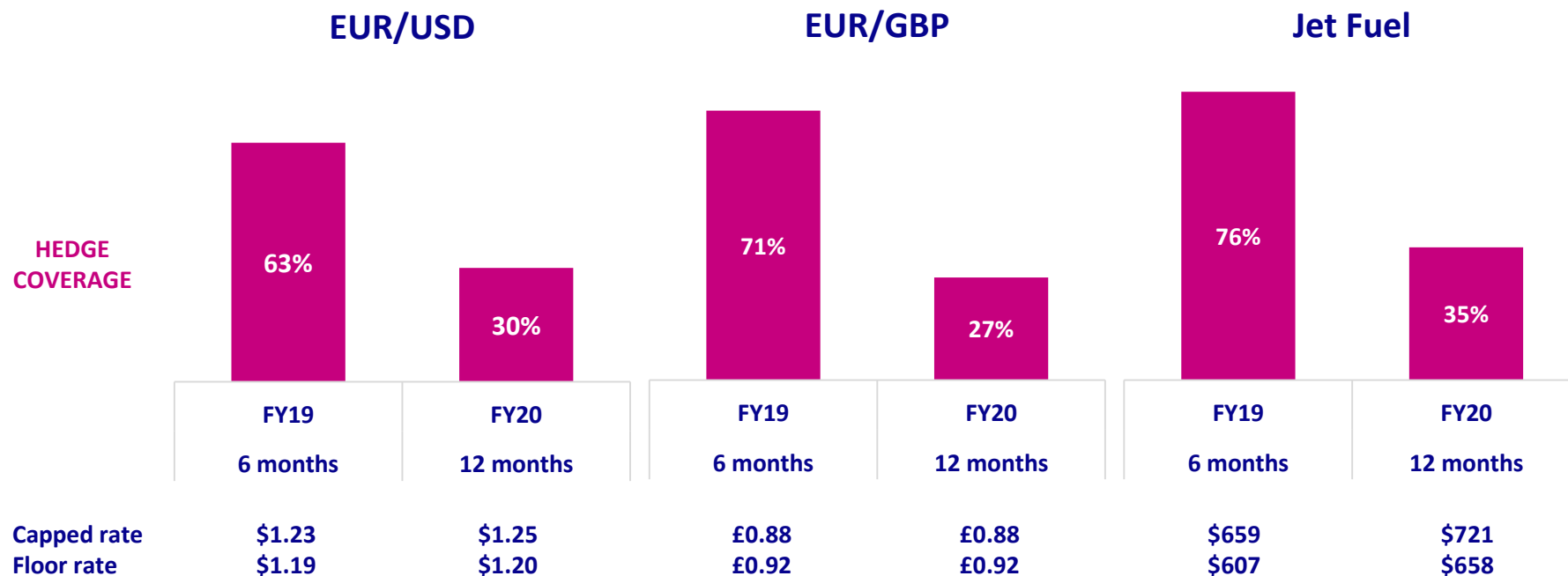
Group Results	2018	2017	<i>Change</i>
Revenue (€ m)	825.7	680.1	21.4%
EBITDAR (€ m)	354.1	336.4	5.3%
EBITDAR margin (%)	42.9%	49.5%	(6.6)ppt
Net profit (€ m)	242.3	230.6	5.1%
Net profit margin (%)	29.3%	33.9%	(13.5)ppt

Airline KPIs

ASK ('000 km)	17,136,188	14,201,859	20.7%
CASK (€ cents)	3.37	3.05	0.32
CASK ex-fuel (€ cents)	2.23	2.16	0.07
RASK (€ cents)	4.80	4.76	0.04
Ancillary revenue per pax (€)	29.01	30.47	(4.8)%
Load Factor (%)	95.0	94.3	0.8ppt



HEDGE PROGRAMME



Sensitivities (before hedges) for the remaining F19 period:

- A one cent movement in the Euro/US Dollar exchange rate impacts the 2019 financial year operating expenses by €4.2 million.
- A one penny movement in the Euro/British Pound exchange rate impacts the 2019 financial year operating expenses by €0.8 million.
- A \$10 (per metric ton) movement in the price of jet fuel impacts the 2019 financial year fuel costs by \$4.8 million



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