



Q3 F17 FINANCIAL RESULTS

1 FEBRUARY 2017



BUSINESS HIGHLIGHTS

- Current market conditions favour ULCCs
- Wizz Air aims to increase market share with F17 capacity growth of 20%
- Q3 passenger growth of 20%, Load Factor of 88% (+2.3ppt)
- Strengthened #1 market leadership position in CEE in Q3
- CASK ex-fuel well under control
- Stronger balance sheet, higher cash position, secured financing for all A320/A321CEO aircraft
- Awarded concession for routes to five West Balkan countries
- Full year underlying net profit guidance lowered to a range of between €225 – €235 million

HIGHLY DIVERSIFIED AND SCALABLE BUSINESS

Aircraft

74 (65)

Airports

133 (116)

Countries

40 (38)

Bases

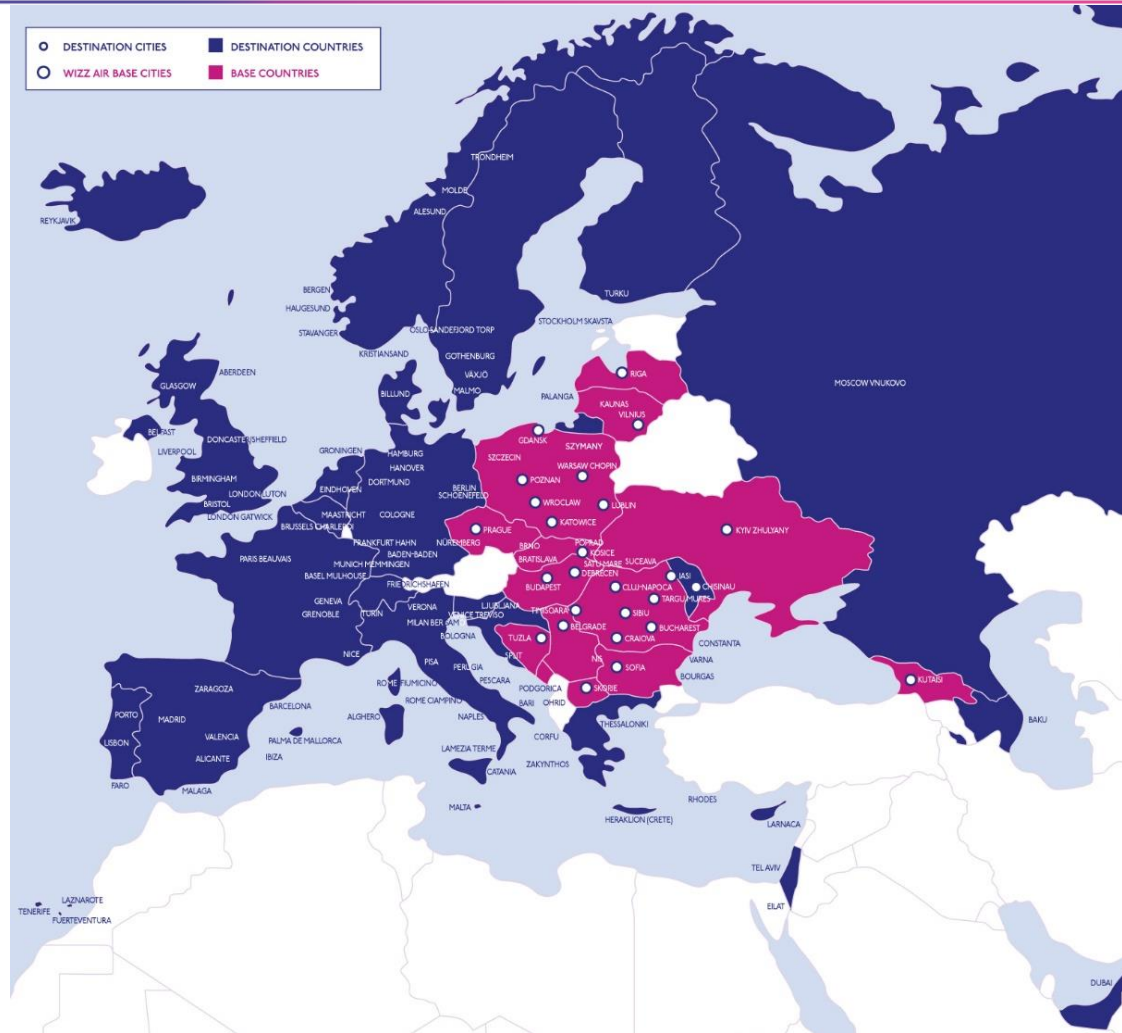
27 (22)

Staff

3,000+ (2,600+)

Passengers

5.7 million (4.7mIn)



Q3 Performance

Flights
34,000+

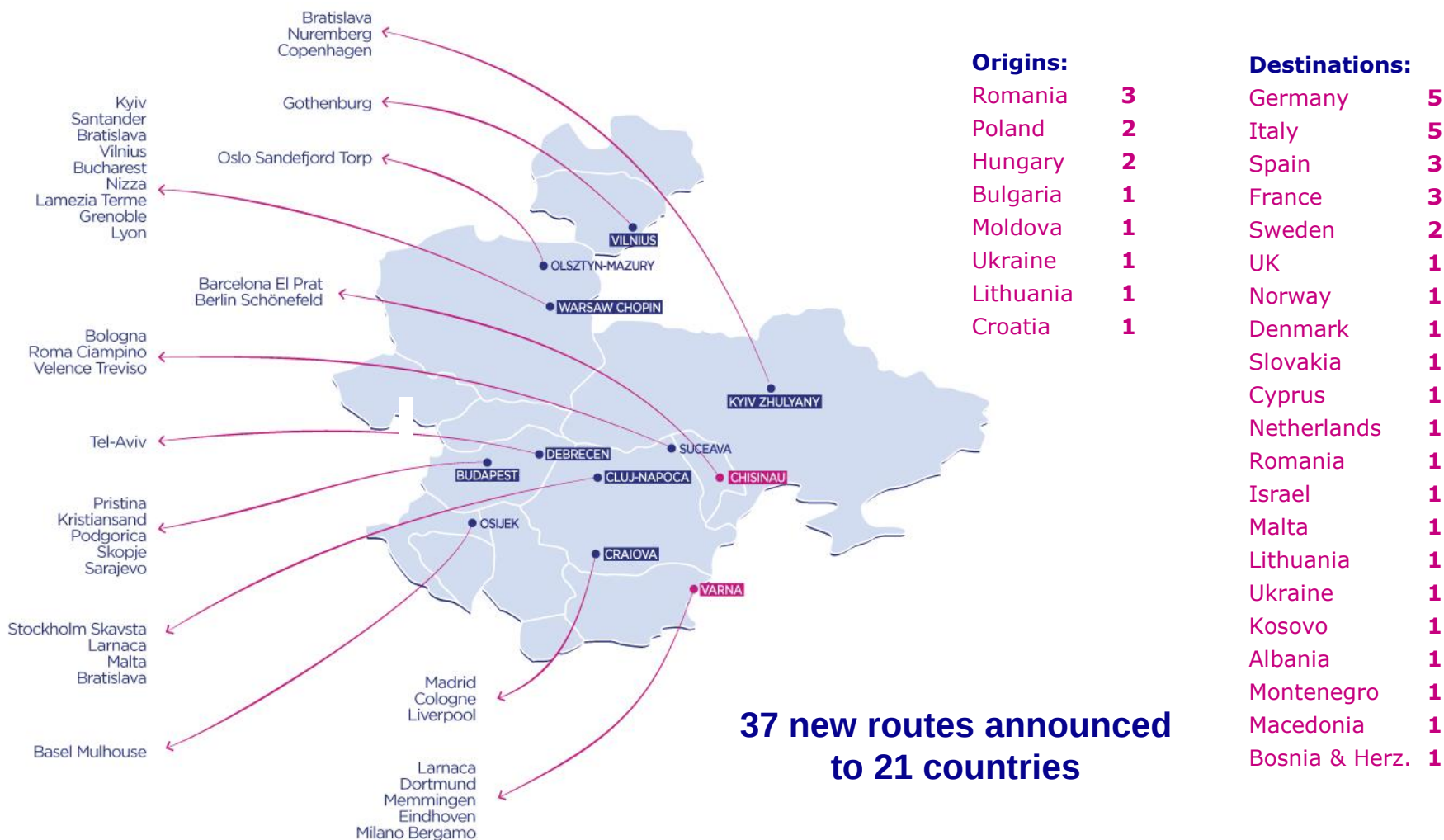
Utilisation
12.06 hours

Punctuality
77.7%

Regularity
99.8%

Source: Company Information, as of 31 December 2016.
Numbers in brackets relate to the same period in 2015

Q3 NETWORK INVESTMENTS FOR SUMMER 2017



CONNECTING THE WEST BALKANS



Now 60
routes from
Budapest

Re-establishing the connection between Hungary and

Albania

Kosovo

Montenegro

Bosnia

Macedonia

SOLID Q3 FINANCIAL RESULTS

For the three months ended 31 December

Group Results	2016	2015	<i>Change</i>
Revenue (€ m)	341.1	310.5	+9.9%
EBITDAR (€ m)	89.2	74.5	+19.8%
EBITDAR margin (%)	26.1	24.0	+2.2ppt
Net profit (€ m), (IFRS)	32.5	15.6	+107.8%
Net profit margin (%), (IFRS)	9.5	5.0	+4.5ppt
Underlying net profit after tax* (€ m)	13.5	17.2	-21.5%
Underlying profit margin* (%)	3.9	5.5	-1.6ppt
Free cash (€ m)	746.8	579.8	+167€m

Airline KPIs

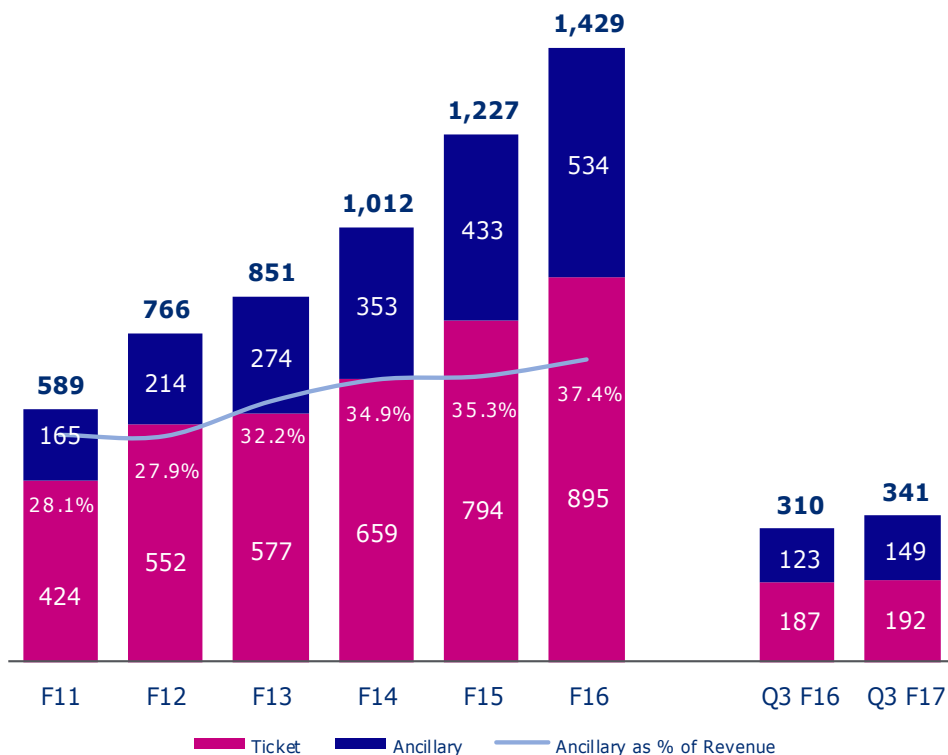
ASK ('000 km)	10,255,337	8,492,266	+20.8%
CASK (€ cents)	3.16	3.39	-7.0%
CASK ex-fuel (€ cents)	2.29	2.29	0.0
RASK (€ cents)	3.31	3.65	-9.4%
Ancillary revenue per pax (€)	26.2	26.0	+0.2€
Load Factor (%)	88.1	85.7	+2.3ppt

Source: Company Information. * Excluding exceptional items

STRONG REVENUE GROWTH

Revenue Development

(€m)



Revenues increased 9.9% to €341m

- Ticket revenues +2.5%
- Non-Ticket revenues +21.0%

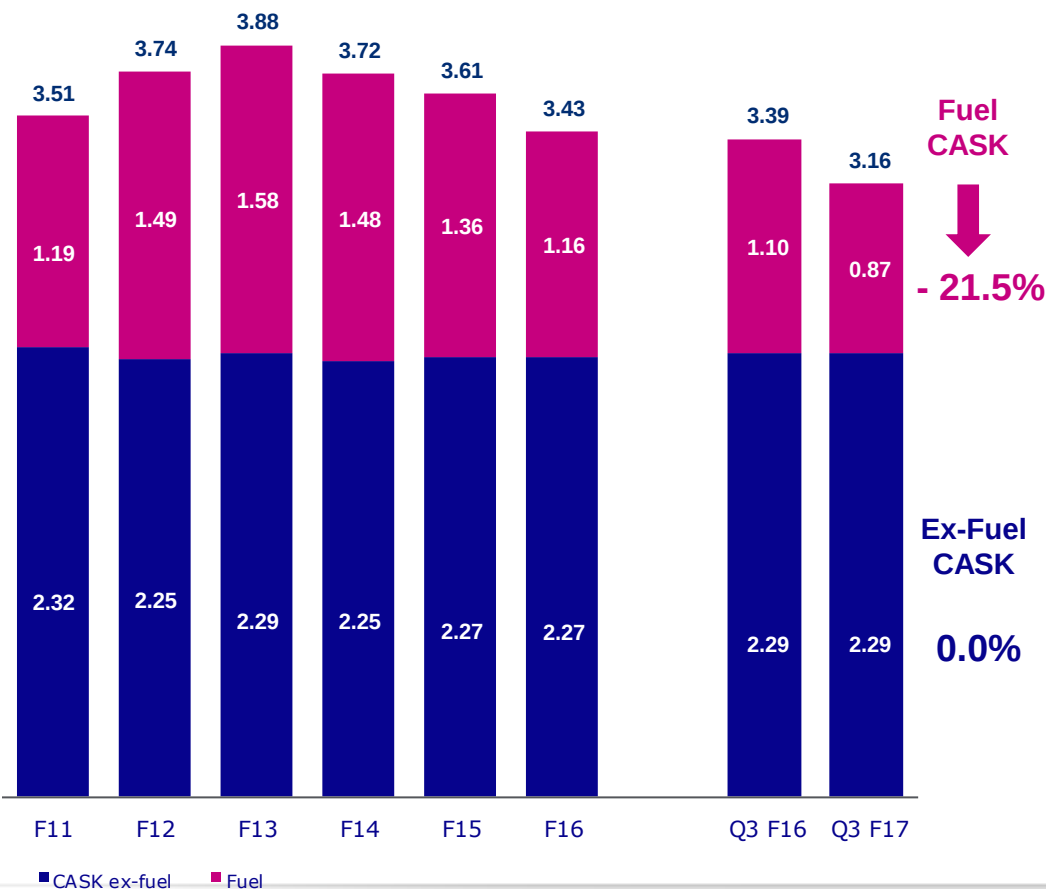
Load factor increased 2.3ppt to 88.1%

Airline RASK declined 9.4%

- ASK growth +20.8%
- Stage length +3.0%
- Fuel pass-through with time lag into fares continues
- Weakness in GBP continued into Q3

INCREASING OUR COST ADVANTAGE

CASK Development (in € cents)



Total CASK

-7.0%

Fuel CASK Reduction

- Lower fuel costs **-23.1%**

Maintaining Ex-Fuel CASK

- Stage length **+3.3%**
- Stronger US dollar **-7.2%**
 - \$/€ 1.18 → 1.09

CONTINUOUS COST CONTROL

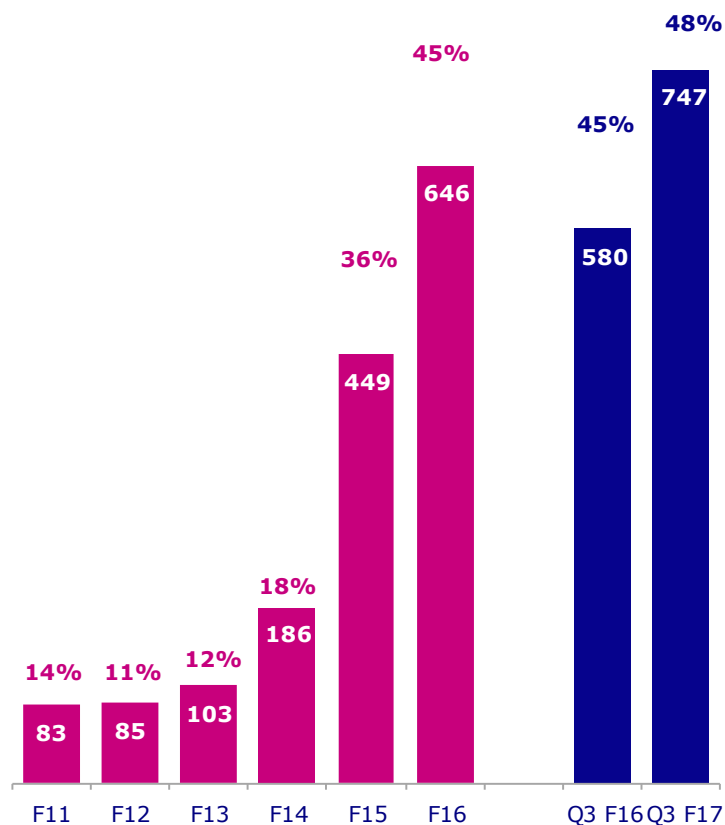
Airline CASK for the three months ended 31 December

	€ cent 2016	€ cent 2015	€ cent Change
Fuel costs	0.87	1.11	(0.24)
Staff costs	0.27	0.31	(0.03)
Distribution and marketing	0.06	0.07	(0.00)
Maintenance, materials and repairs	0.20	0.21	(0.01)
Depreciation and amortisation	0.14	0.09	0.06
Aircraft rentals	0.57	0.54	0.04
Airport, handling and en-route charges	0.93	0.96	(0.04)
Other expenses	0.10	0.12	(0.01)
	3.16	3.39	(0.24)

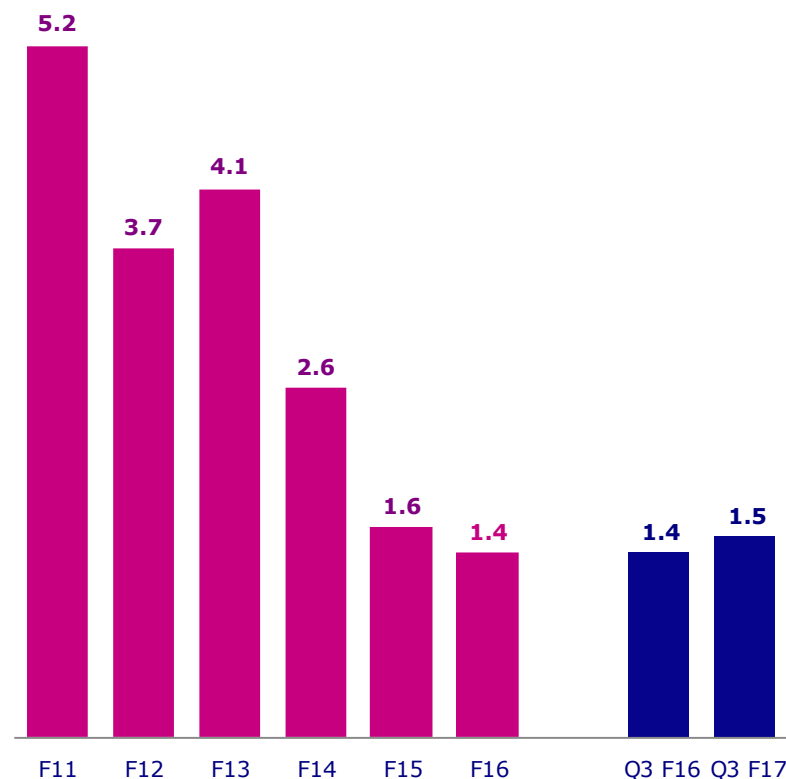
Source: unaudited company information. CASK rounded to two decimal places.

LIQUIDITY AND LEVERAGE

Free Cash¹ as % of LTM Revenue



Leverage²

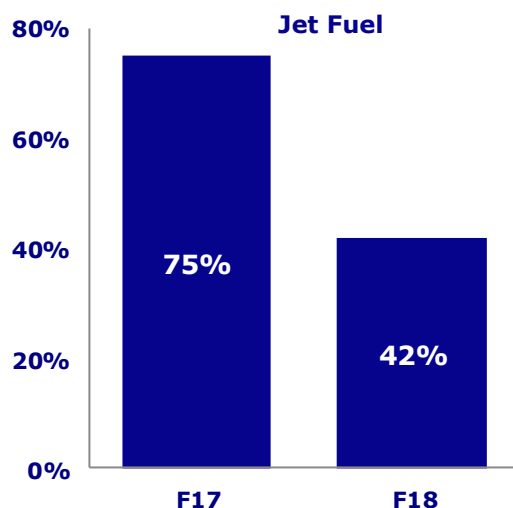


Unaudited Company information.

Note 1: Cash and Cash Equivalents (Cm)

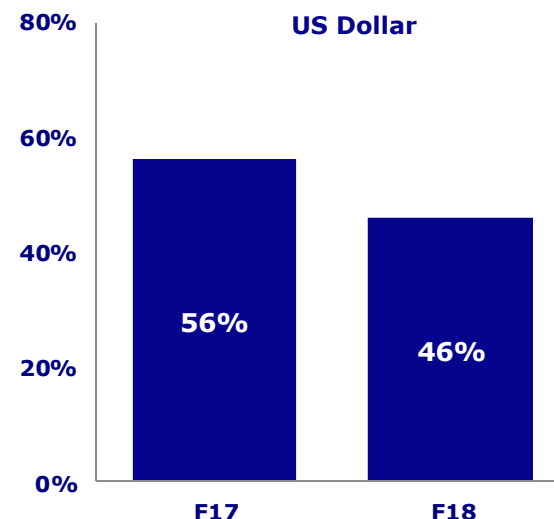
Note 2: Leverage is defined as net debt adjusted to include capitalised operating lease obligations divided by earnings before interest, tax, depreciation, amortisation and aircraft rentals

HEDGE PROGRAMME



Hedge Coverage	75%	42%
Average capped rate	\$479	\$519
Average floor rate	\$391	\$472

■ Zero cost collar instruments



Hedge Coverage	56%	46%
Average capped rate	\$1.12	\$1.12
Average floor rate	\$1.08	\$1.10

■ Zero cost collars & natural hedges

Sensitivities (*before hedges*) for the remaining F17 period without hedge impact:

- A \$10 (per metric ton) movement price of jet fuel impacts F17 fuel bill by \$1.8 million.
- A one cent movement in the Euro/US Dollar FX rate impacts F17 operating costs by €1.6 million

OUTLOOK: 2017 FINANCIAL YEAR

	2017 Financial Year	Comments	Previous
Capacity growth (ASKs)	+ 20%	- Between 18% - 20%	
Average stage length	Modest improvement	-	No change
Load Factor	+ 2%	-	No change
Fuel CASK	- 20%	Assumes Q4 spot price of \$515/MT	No change
Ex-fuel CASK	- 1%	Assumes Q4 \$/€ rate of 1.07	No change
Total CASK	- 7%	-	No change
Revenue per ASK	Down high-single digit	Pass through of lower fuel prices	No change
Effective tax rate	6%	-	No change
Underlying net profit	€225 – €235 million	- €245 – €255 million	

Source: Company Information,

CLOSING COMMENTS

- Current market conditions favour ULCCs
- Wizz Air aims to increase market share with F17 capacity growth of 20%
- Strengthened #1 market leadership position in CEE in Q3
- CASK ex-fuel well under control
- Continued network expansion to deliver future profitability
- Full year underlying net profit guidance lowered to a range of between €225 – €235 million

*Excluding exceptional items

**THE WORLD
OF OPPORTUNITY
BEGINS WITH A SM!LE**



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