

2019

WIZZ AIR HOLDINGS PLC

RESULTS FOR THE FINANCIAL YEAR



FY19 | DELIVERED 34 MILLION PAX, 2% HIGHER UNIT REVENUES AND 1% LOWER EX-FUEL UNITS COSTS TO HELP OFFSET HIGHER FUEL PRICES

- ➔ Passenger growth +17%, Revenue growth +20%, Load factor +1.5ppt
- ➔ Record net profit of €292m (*€295m excluding closure of Wizz Tours*)
- ➔ Superior cost performance underpinned by 250+ Airbus A321/320neo order
- ➔ Significant investments continued – people, customers, aircraft, operations
- ➔ Improved baggage policy improving on-time performance
- ➔ FY20 net profit guidance range of €320m – €350m

FY19 | ANOTHER RECORD YEAR

Passengers **34.6m**

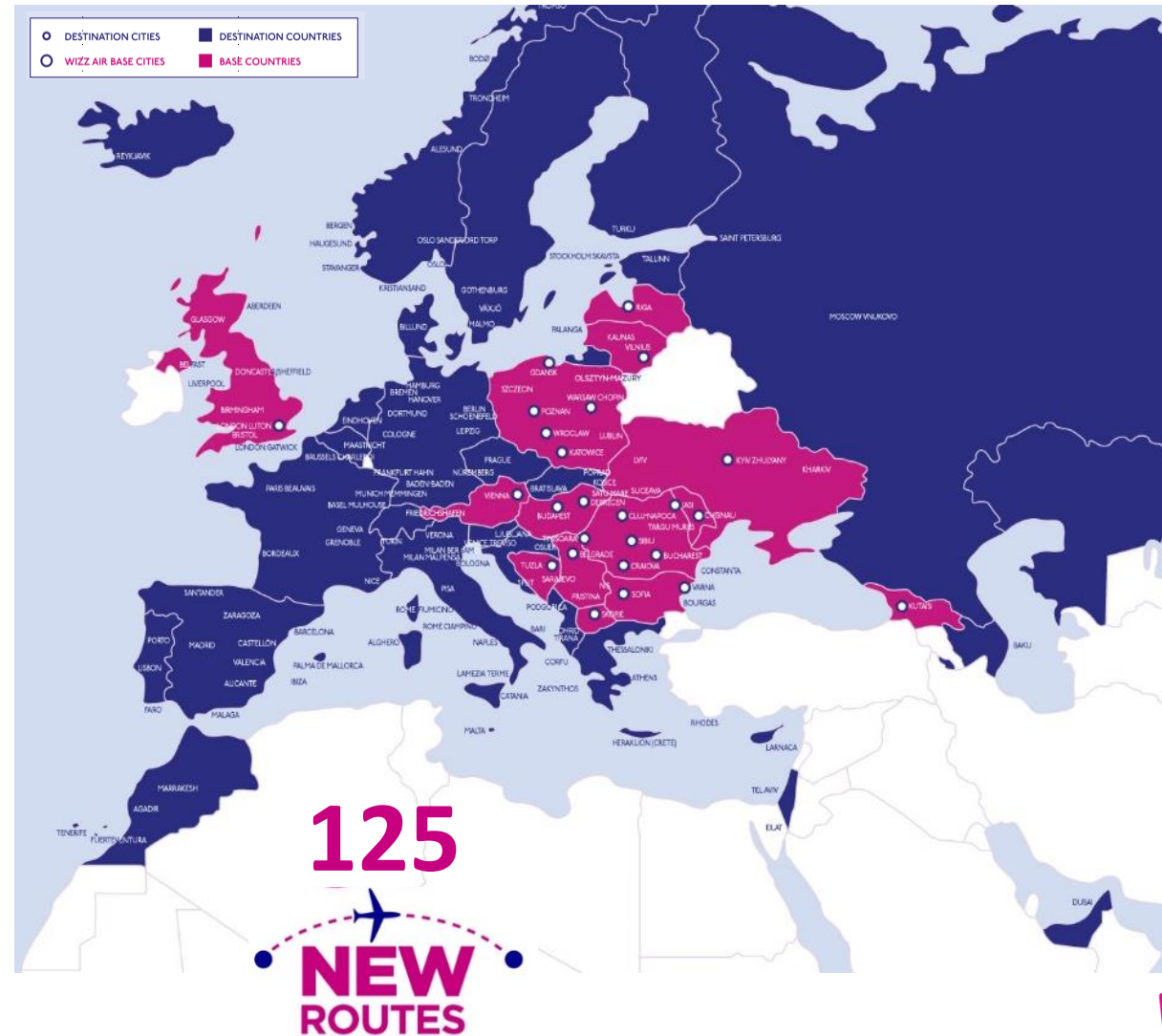
Aircraft **112**

Airports **146**

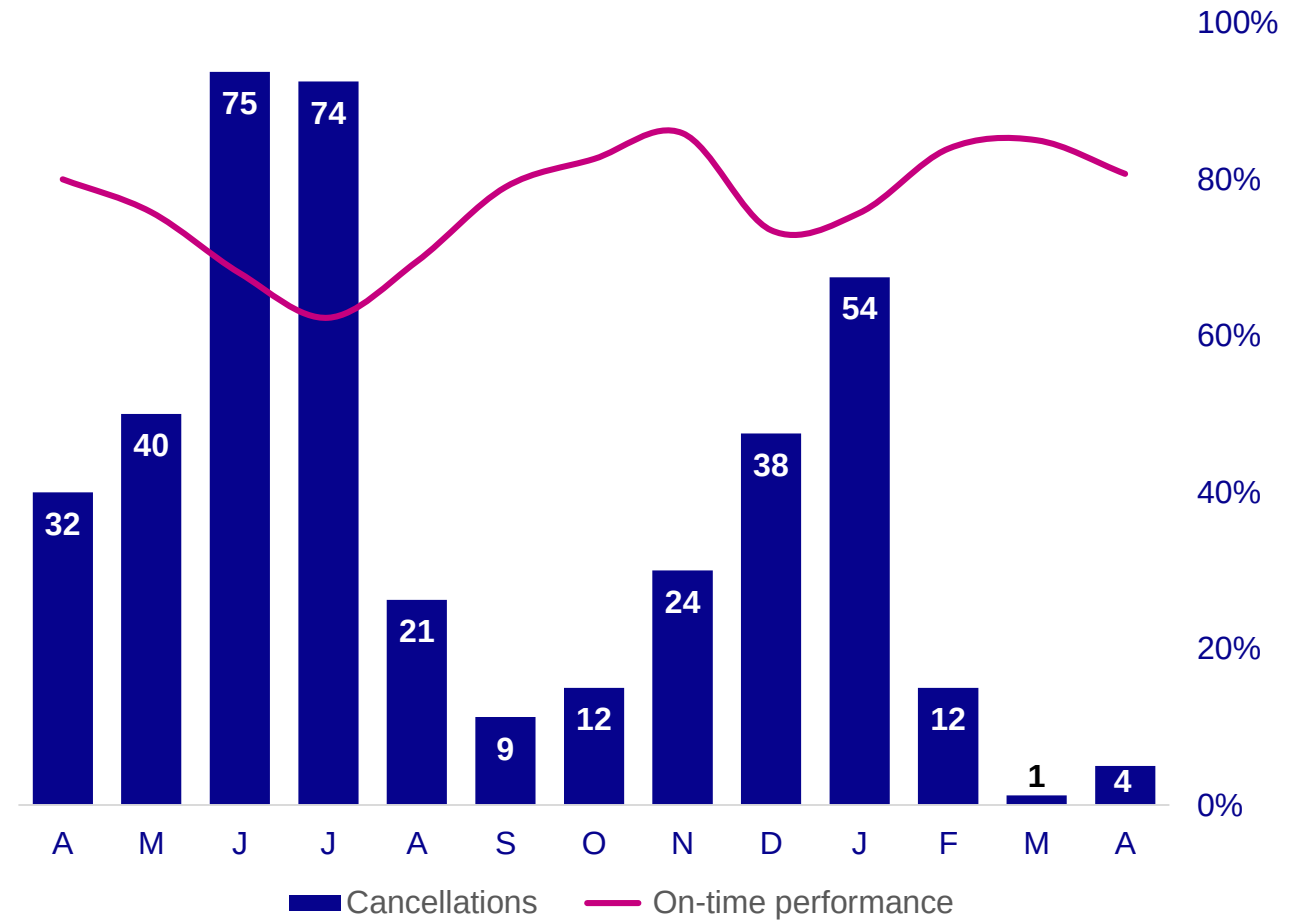
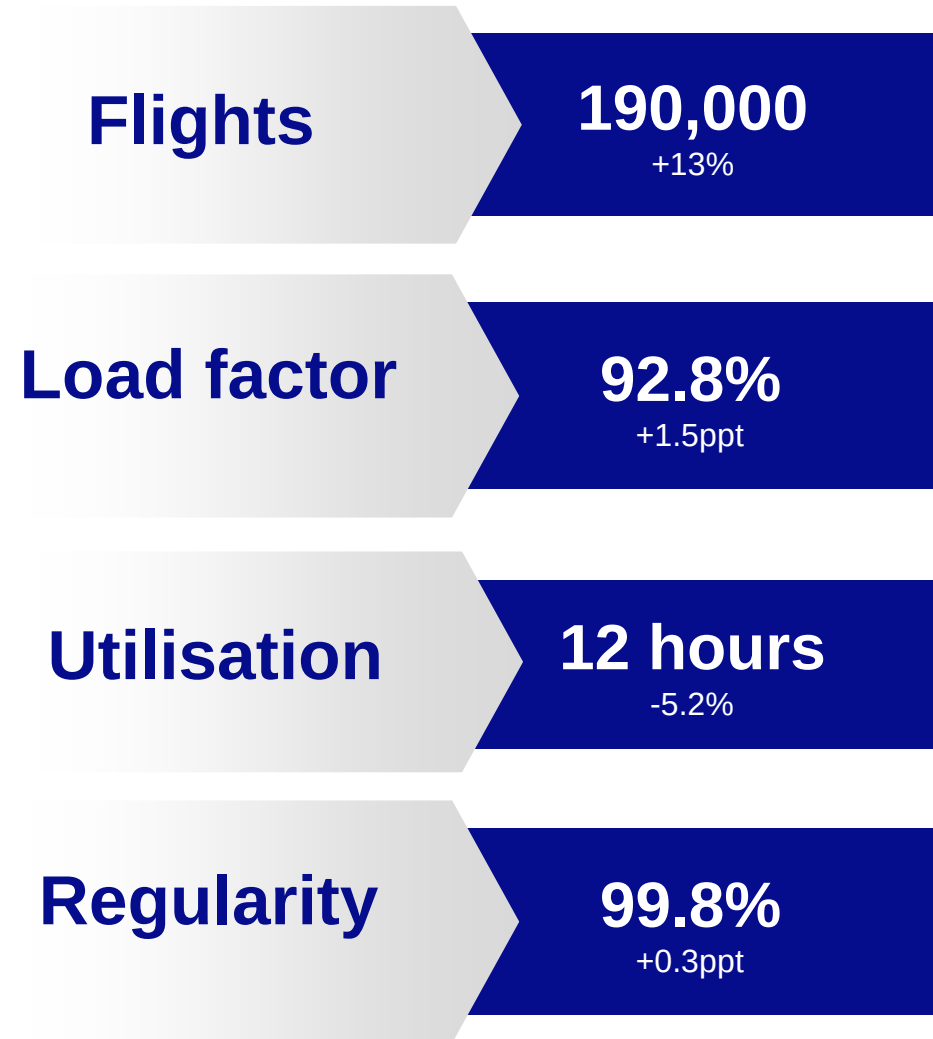
Bases **25**

Employees **4,500**

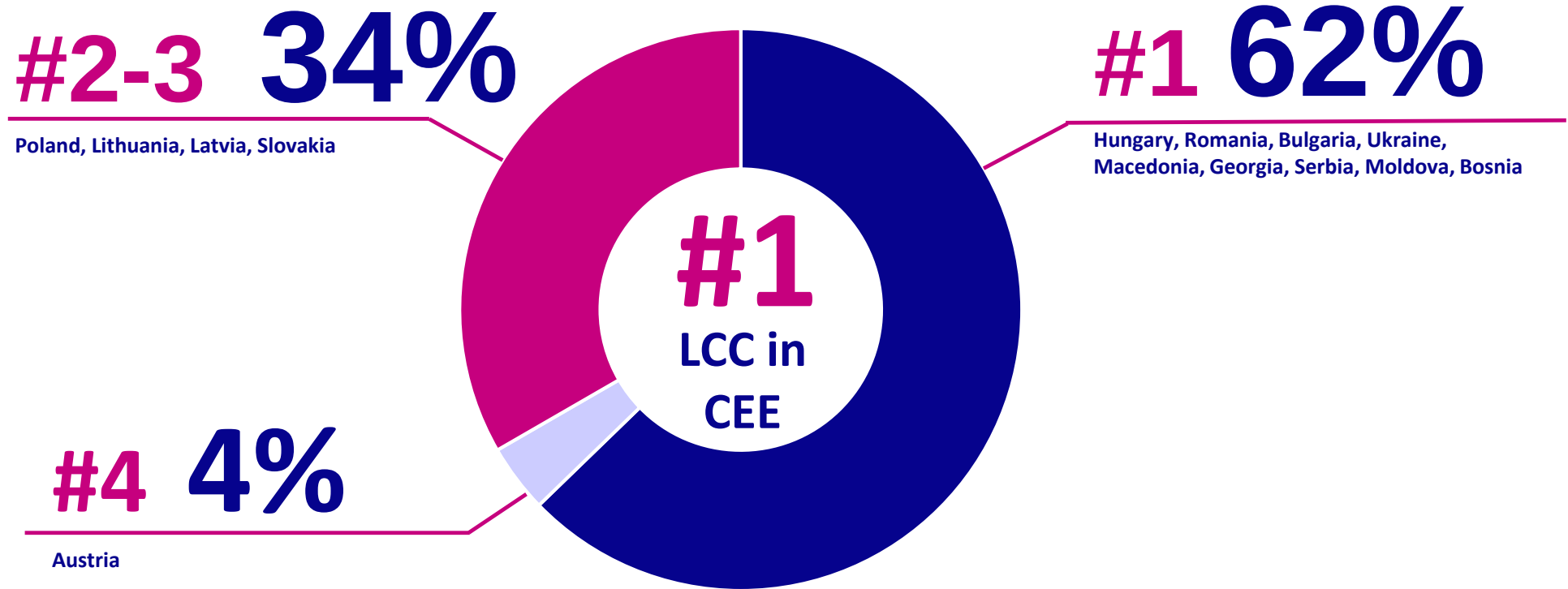
Countries **44**



FY19 | IMPROVING OPERATIONAL METRICS



FY19 | BUILDING MARKET LEADING POSITIONS



and Wizz Air UK **#1** London-Luton

Financial Review



FY19 | FINANCIAL REVIEW

Seat growth **+14.9 %**

Load factor **+1.5 ppt**

Passenger growth **+16.7 %**

Stage length **+1.8 %**

ASK growth **+17.0 %**

Group Results

Revenue (€)

EBITDAR (€)

EBITDAR margin (€)

Net profit (€)

Net profit margin (€)

Net profit (continuing operations) (€)

Net profit margin (continuing operations)

Free cash

FY 2019

2,319.1 m

718.5 m

31.0 %

291.6 m

12.5 %

295.3 m

12.7%

1,315.8 m

FY 2018

1,939.0

659.9

34.0 %

275.1

14.1 %

276.4

14.3%

979.6

Change

+19.6%

+8.9%

-3.1ppt

+6.0%

-1.6ppt

+6.8%

-1.5 ppt

+336.3m

RASK
+ 2.3 %

CASK
+ 4.9 %

Fuel-CASK
+ 19.0 %

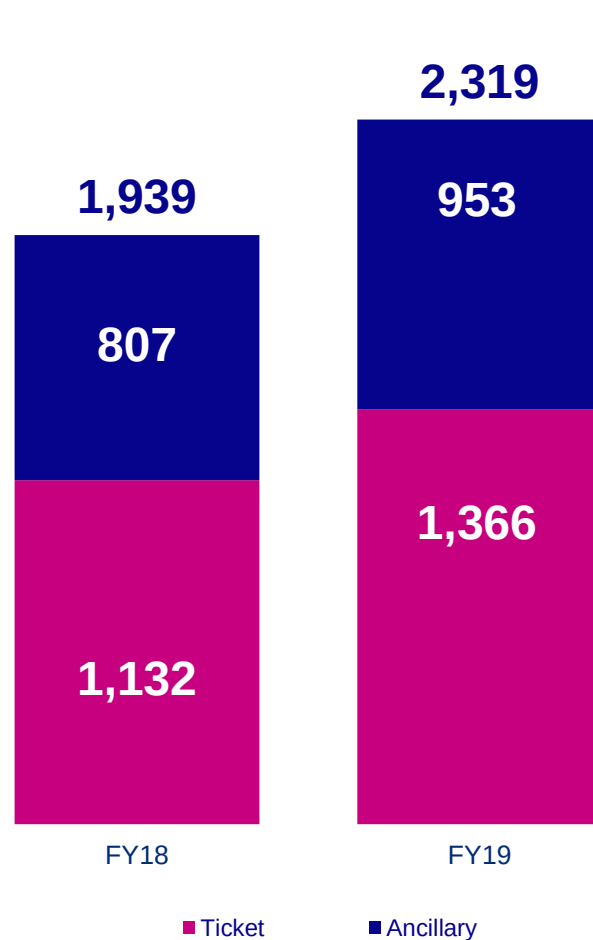
Ex Fuel-CASK
-0.9%



FY19 | STRONG REVENUE GENERATION

Revenue (€m) **+20 %**

RASK Bridge (€cent) **+2.3 %**

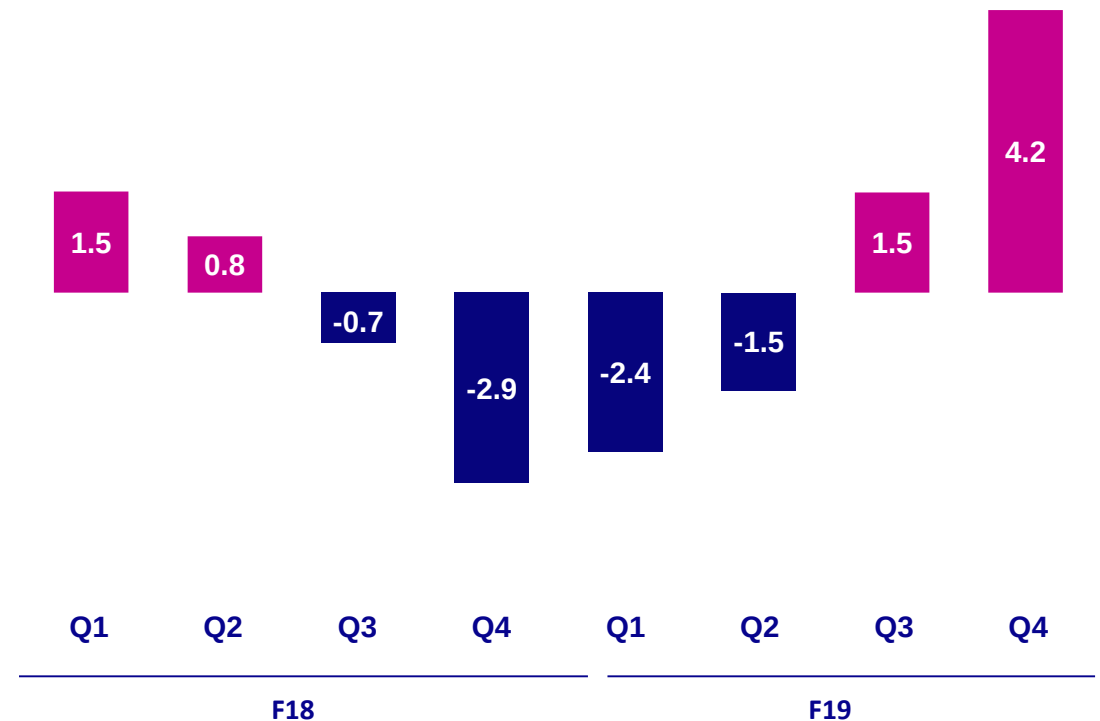


FY19 | STRONG ANCILLARY REVENUE RECOVERY

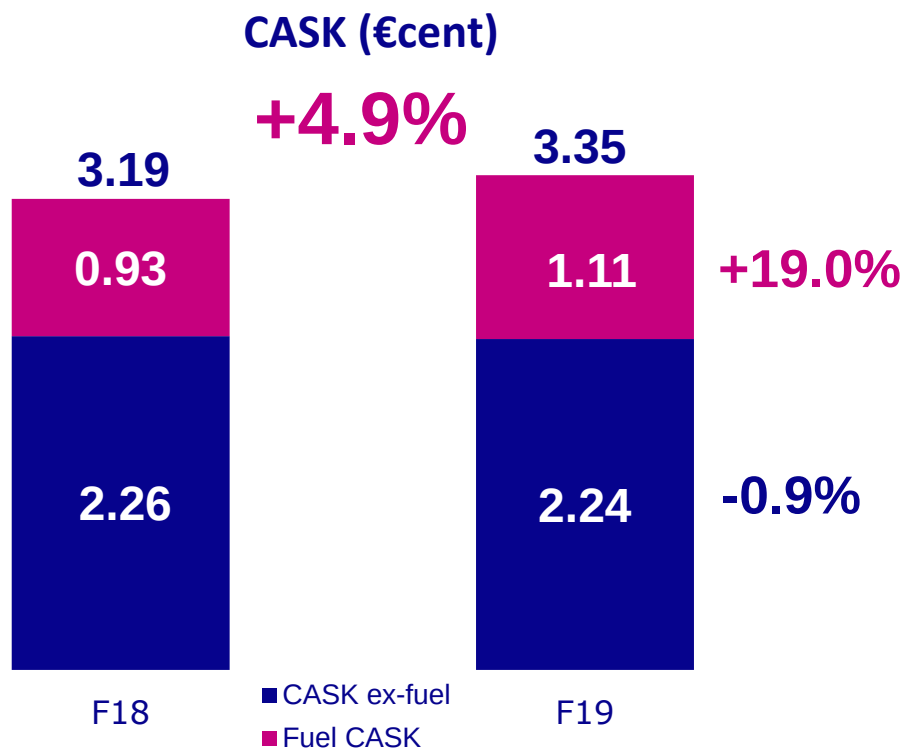
Ancillary Revenue* €/pax



Quarterly Change Ancillary Revenue per pax (€)



FY19 | DISCIPLINED ULTRA-LOW COSTS



CASK € cent	FY19	FY18	Change
Fuel	1.11	0.93	0.18
Staff costs	0.33	0.29	0.04
Distribution & marketing	0.06	0.06	0.00
Maintenance, materials & repairs	0.19	0.19	0.00
Aircraft rentals	0.54	0.54	0.00
Airport, handling & en-route charges	0.91	0.90	0.01
Depreciation & amortization	0.15	0.18	(0.03)
Other	0.05	0.11	(0.06)
Total CASK	3.35	3.19	0.16

Value creation from A321 neo deliveries
Structural cost savings of larger A321 aircraft
Economies of Scale

Fuel prices up 22% YoY
Pilot salary increases
H2 capacity discipline impact on aircraft utilization

FY19 | PRODUCT INNOVATION

Wizz Bundles



Wizz Allocated Seating

Select your seat now and

- ✓ Save up to 20%
- ✓ Sit wherever you prefer – next to the window, your friends or your family.
- ✓ Check-in 30 days before departure

If you don't select your seat now

- ✗ They may become more expensive later
- ✗ One of the remaining seats will be assigned to you
- ✗ You will be able to check in only 48 hours before departure



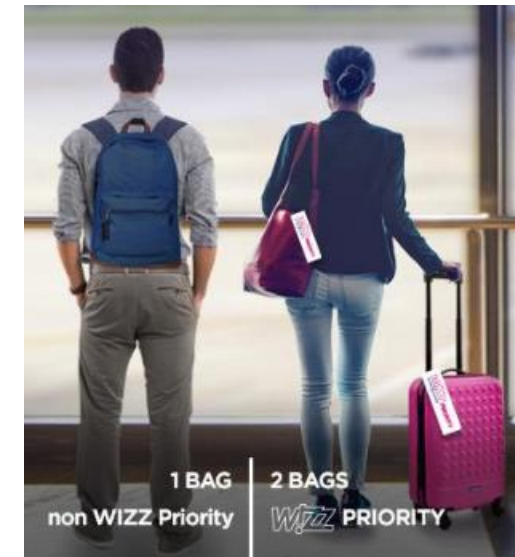
Wizz Priority Products



PRIORITY BOARDING



PRIORITY CHECK-IN



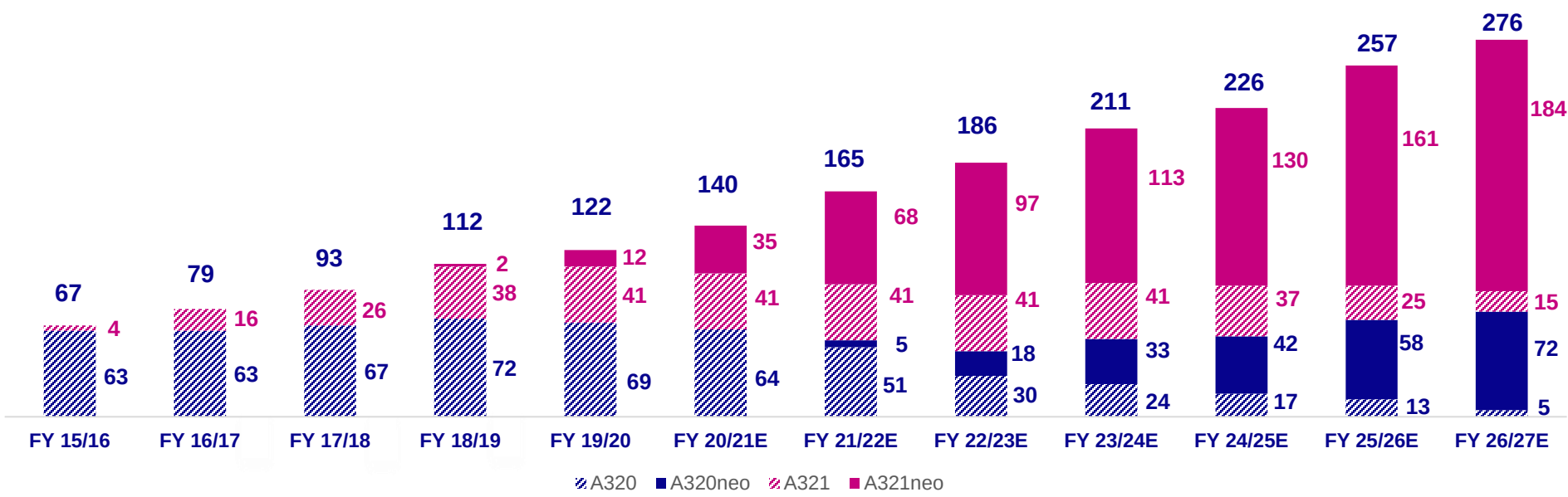
FY19 | A321NEO – A TRUE GAME CHANGER

-  16% less fuel burn
-  16% less CO2 emissions
-  43% lower noise footprint
-  16% flying further

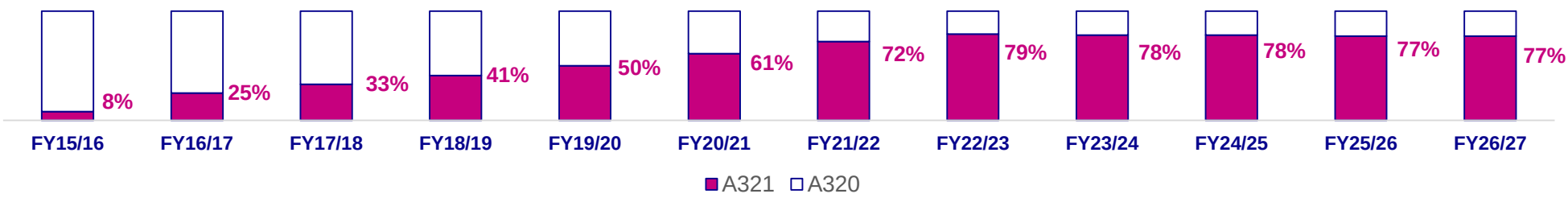


 **20% lower unit costs vs A320ceo**

FY19 | LARGE ORDER BOOK OF A321 / A320NEO AIRCRAFT TO DRIVE COSTS EVEN LOWER



PROPORTION OF SEATS ON A321

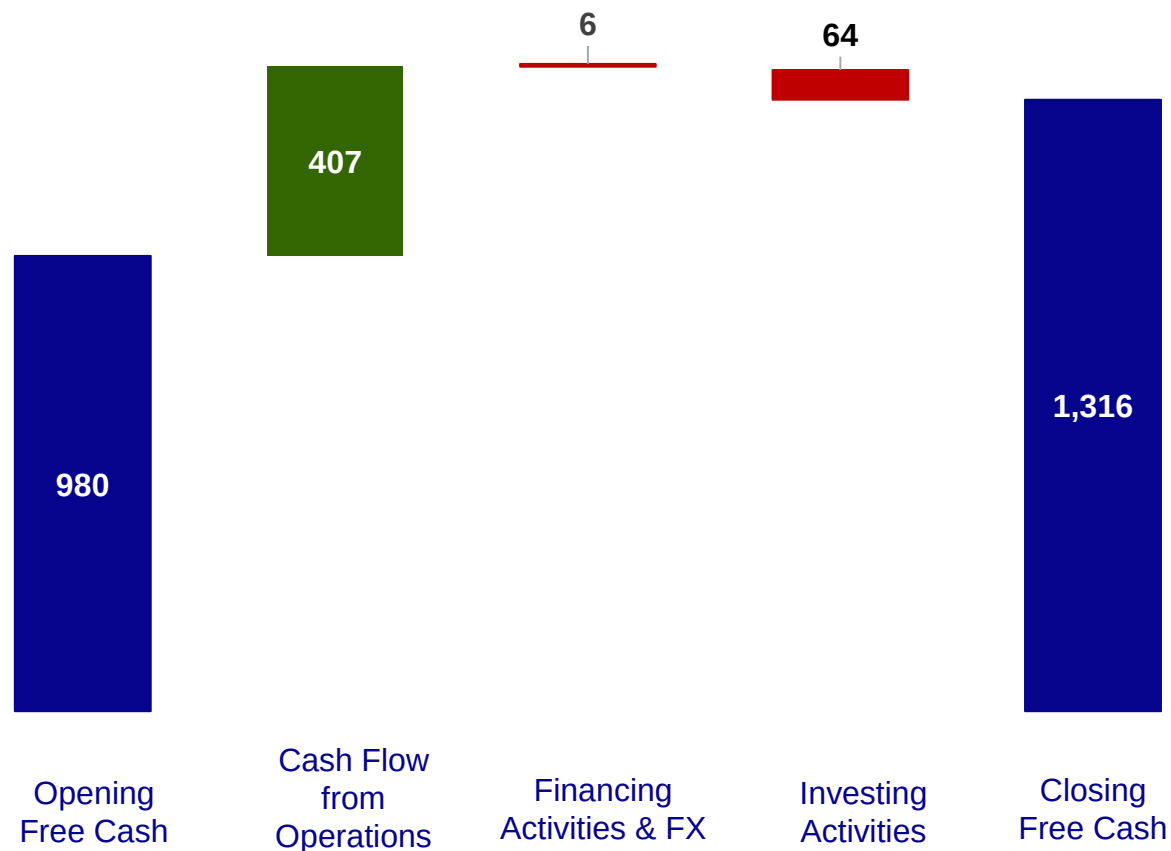



256
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER


**INDUSTRY
LEADING
PRICING**


**LOWER
OPERATING
COST**

FY19 | BALANCE SHEET STRENGTH TO UNDERPIN EVEN LOWER UNIT COSTS



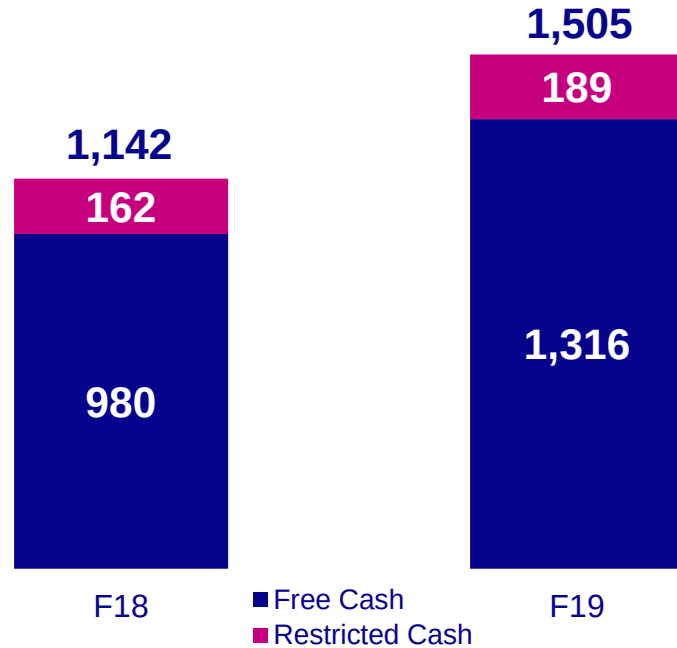
Balance Sheet Strength:

- Strong cash generation in FY19
- Historically low interest rates
- SLB of all CEO assets
- Self-financing aircraft deposits
- 246 Airbus neo aircraft to finance
- Restricted cash requirement easing

FY19 | RECORD CASH GENERATION

€ million

+32%



Strong cash generation

Investment grade balance sheet

Maintaining or lowering leverage

Multiple aircraft financing options

Leverage

1.4x

FY18: 1.5x

Current methodology derives debt of €2.3bn
Under IFRS16 lease debt is €1.8bn

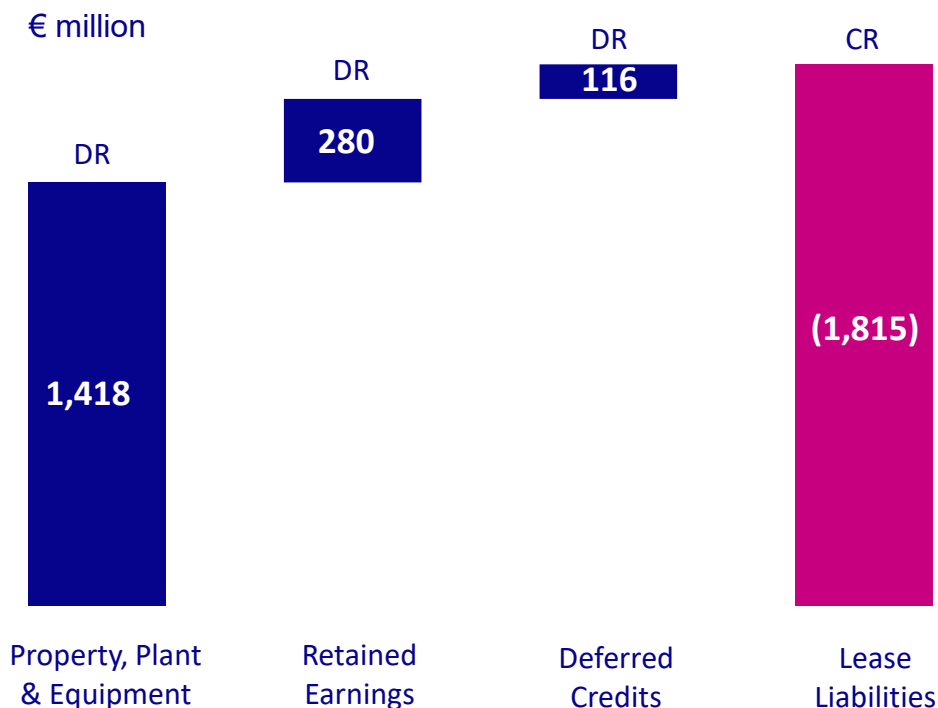
FY20 | GUIDANCE

Capacity growth (ASKs)	+16% (H1: 17%, H2 15%)
Average stage length	Modest increase
Load Factor	+ 1 ppt
Fuel CASK	+ 7 %
Ex-fuel CASK *	- 2 %
Ex-fuel CASK * (including net interest expense)	Broadly flat
Total CASK	+2 %
Revenue per ASK	Up low single digit
Effective tax rate	4 %
Net profit	Range €320 – € 350 million

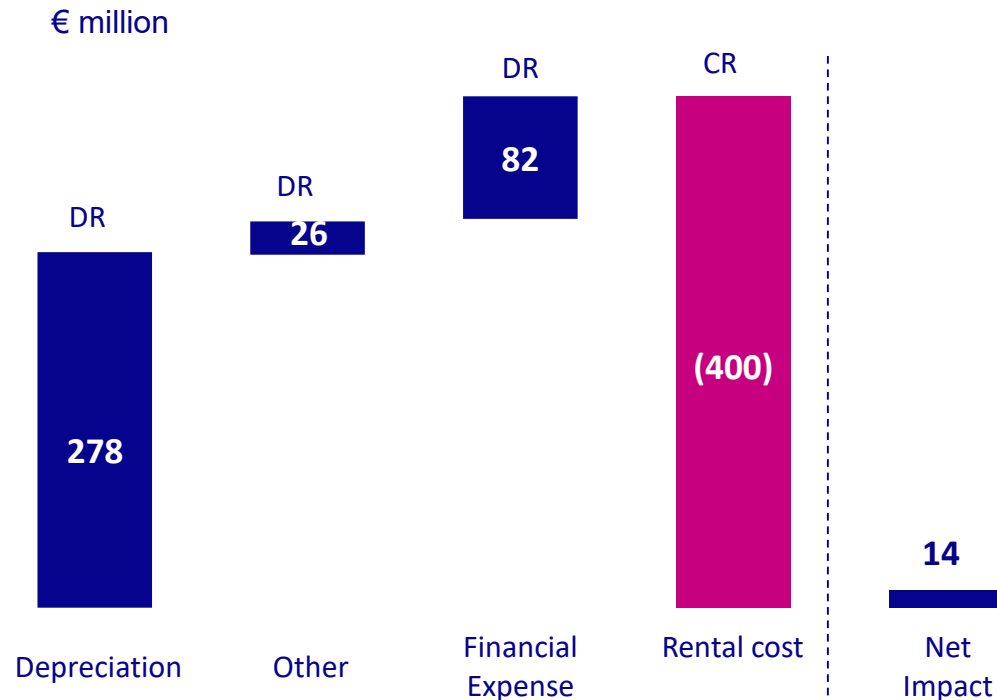
Note: * Under IFRS16 lease costs are reclassified to depreciation and interest expense, effective 1 April 2019

FY20 | IMPACT OF IFRS 16 – LEASE ACCOUNTING

Opening Balance Sheet Adjustments



Estimated P&L Changes in FY20



IFRS 16 adopted on 1 April 2019 and aircraft assets and operating lease liabilities brought on balance sheet

Lease liabilities denominated primarily in US Dollar, change in FX risk management policy

Interest income to increase significantly as Company will hold cash in US dollars

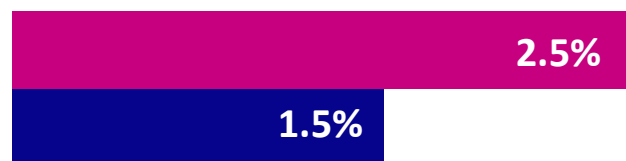
Significant Growth Opportunity in CEE



LEADING ULCC IN CEE

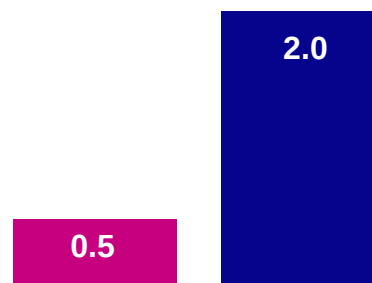
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Attractive Growth

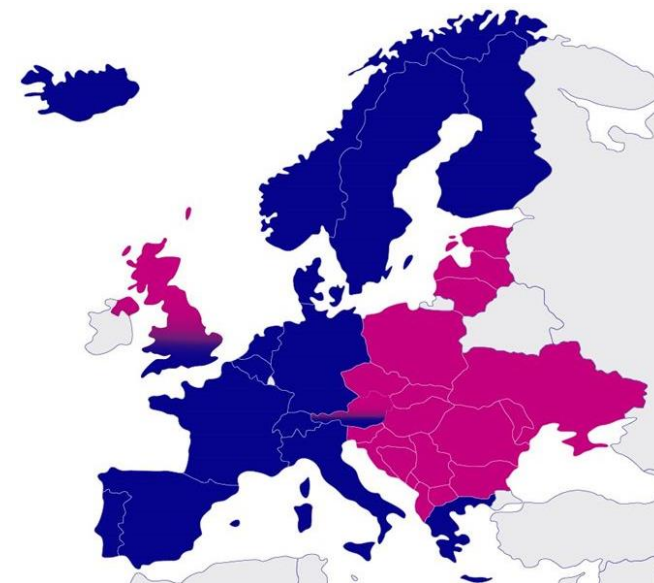


GDP Growth – 2020 est.

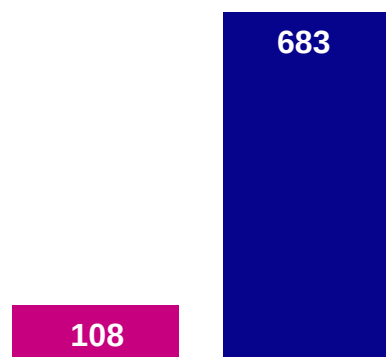
Growing Propensity to Travel



Propensity to travel



Underpenetrated Markets



FY19 Seats in m

Failing and Weak Airlines

Monarch
Flybmi
Primera
Wow Air
Small Planet
Germania
Sky Works
Cobalt
Cello
Azur

#1 LCC
in CEE

NETWORK GROWTH FY19

Increasing Frequencies

+ 56%

Joining existing airports

+28%

New Destination Countries

+14%

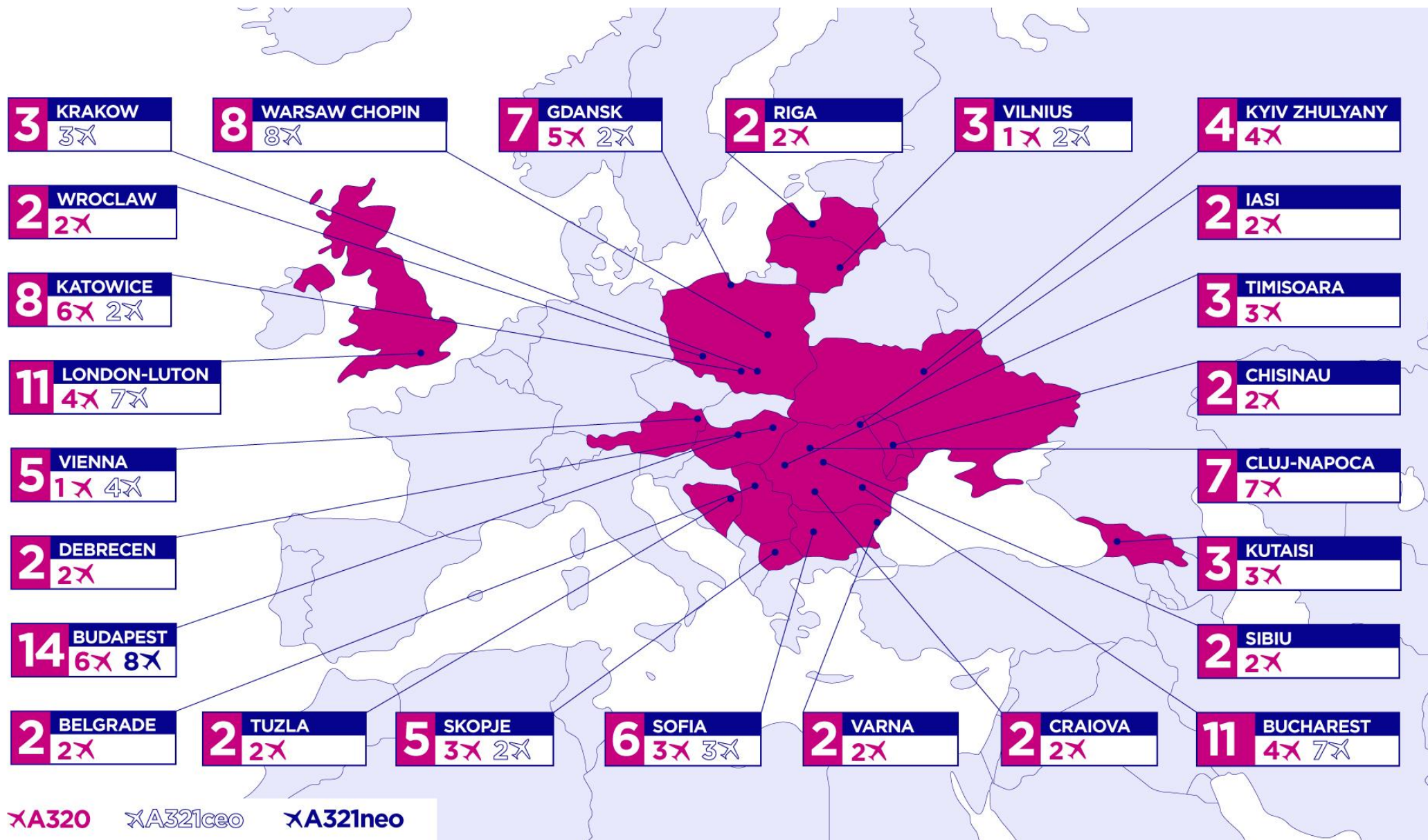
Austria, Estonia

New Airports

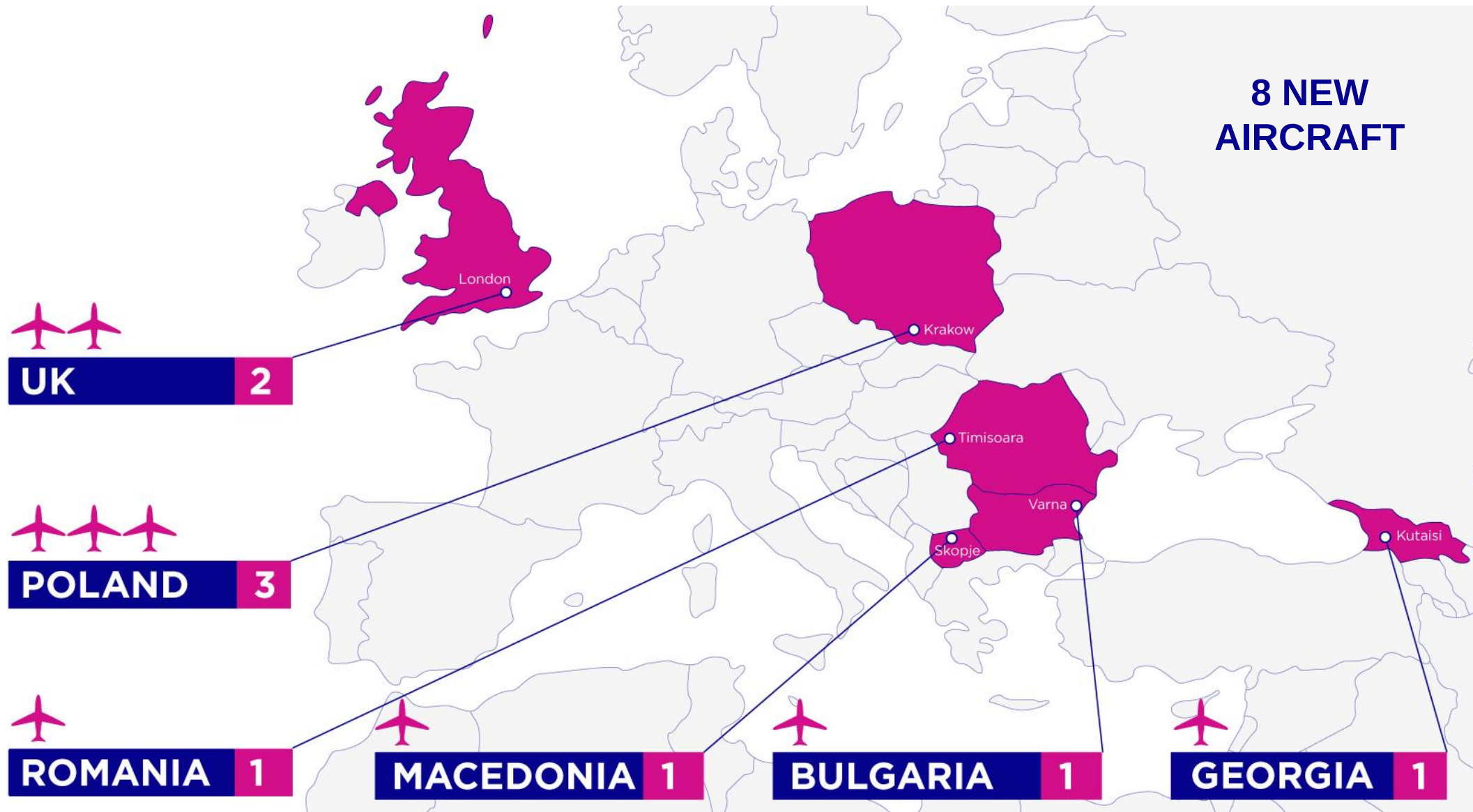
+2%

6 airports

CEE HOMETOWN AIRLINE



NEW AIRCRAFT DEPLOYED SO FAR IN FY20



NEW AIRLINE: WIZZ UK

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



Current Fleet 11



UK Team 450+



IMPROVING OPERATIONAL PERFORMANCE AND CUSTOMER EXPERIENCE

Industry Challenges

Disruptions

- ATC
- Ground transportation
- Ground / Baggage handlers



Infrastructure Constraints

- Navigation
- Airports



Aircraft Capacity

- Delivery schedules
- Availability of spare aircraft and engines



Actions Taken

Scheduling

- Optimise block times
- Mid-day schedule breaks
- Night flights

Improved Boarding Times

- New baggage policy

Capacity

- Airbus delivery schedule adjusted
- Secured additional spare engine capacity
- Additional spare aircraft



TRULY DIGITAL BUSINESS



TOP 10 WORLD'S MOST VISITED
AIRLINE WEBSITE

#1 EUROPEAN LCC
ON FACEBOOK
HIGHEST ENGAGEMENT RATE



INSTAGRAM
ACCELERATED GROWTH
FOLLOWERS DOUBLED Y-O-Y



WEB
(incl. mobile devices)

27
LANGUAGES

1.6
BILLION
PAGEVIEWS
in the last 12 months



APP

18
LANGUAGES

2.2
BILLION
SCREEN VIEWS
in the last 12 months



INVESTING IN OUR PEOPLE



Inauguration of state-of-the-art €30m training centre in Budapest

Awarded highest 7-star safety ranking by AirlineRatings.com

Wizz People Council created

Wizz Foundation created

CEESAR Award “Best Cabin Crew in CEE”



WIZZ 300

100M
pax/year

€6-7 BN
revenues

10.000
employees

2000
new hires/year



CLOSING COMMENTS

- ➔ Another record year in FY19 and solid start to FY20
- ➔ Market characteristics and economic prospects across CEE continue to favour Wizz Air's ULCC business model, significant growth opportunity
- ➔ Delivery of Airbus A321neo game-changing aircraft commenced. Order book of 253 aircraft to 2026 which combined with Wizz Air's investment grade balance sheet underpins structural cost savings
- ➔ Operating conditions across the industry unlikely to improve in short term. Initiatives taken aimed at improving Wizz Air's operational performance and customer experience ahead of Summer 2019 season
- ➔ FY20 net profit guidance range of €320m – €350m

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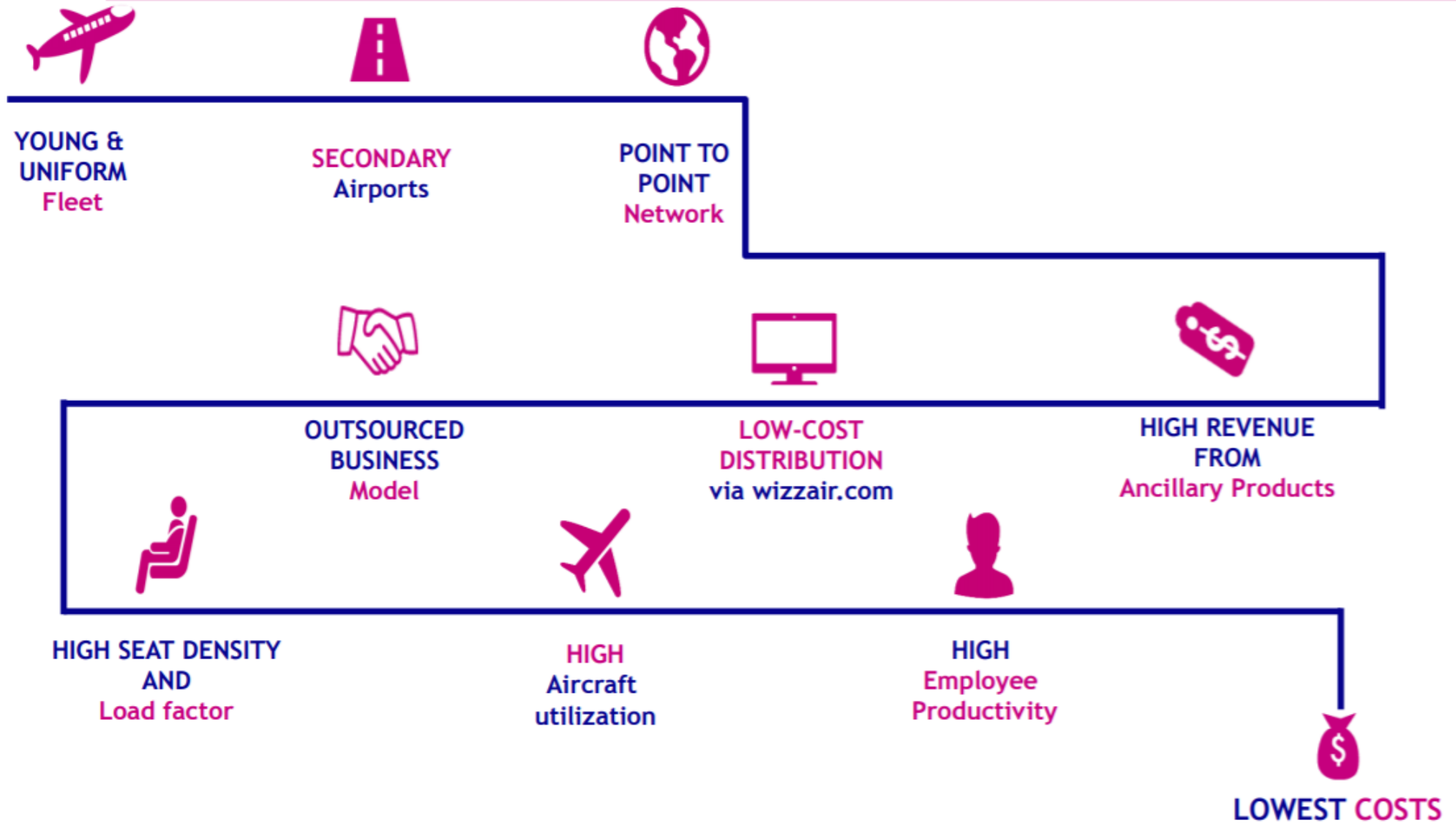
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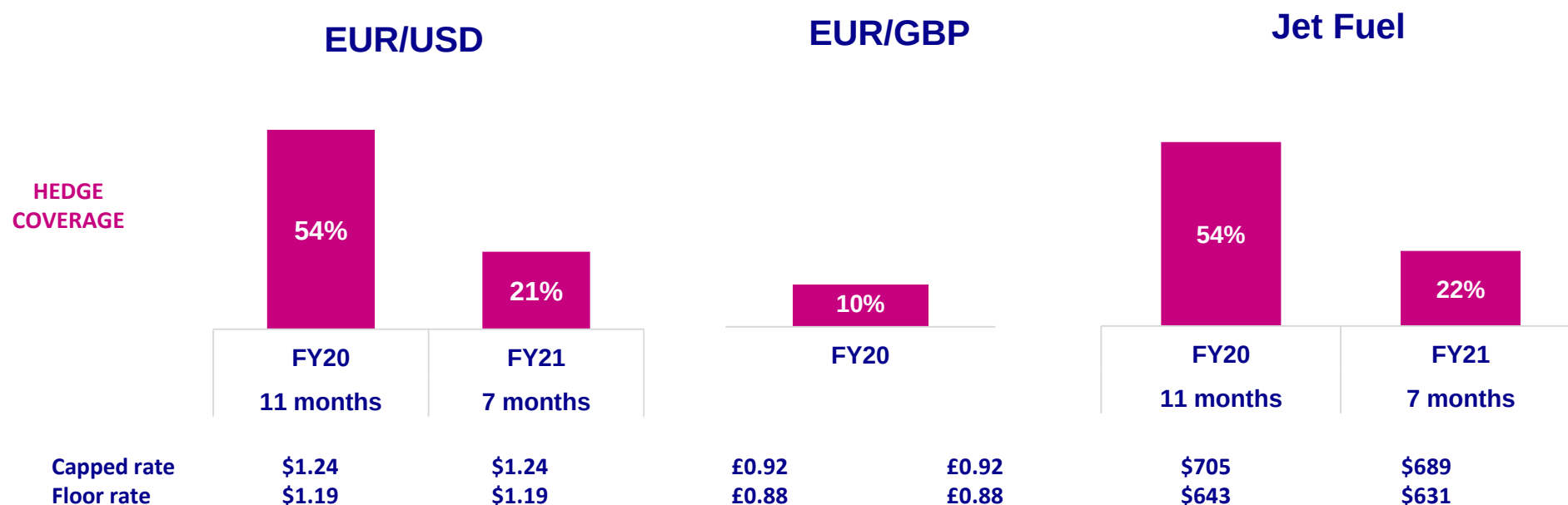
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APPENDIX | ULCC MODEL



APPENDIX: HEDGE PROGRAM



Sensitivities (before hedges) for the remaining F20 period:

- A one cent movement in the Euro/US Dollar exchange rate impacts the 2020 financial year operating expenses by €6 million.
- A one penny movement in the Euro/British Pound exchange rate impacts the 2020 financial year operating expenses by €1.9 million.
- A \$10 (per metric ton) movement in the price of jet fuel impacts the 2020 financial year fuel costs by \$11 million

Source: Company Information