

WIZZ AIR HOLDINGS PLC

Q1 F23 RESULTS

27 July 2022



Q1 F23 | HIGHLIGHTS

- ➔ +30% ASKs vs F20 against challenging macro backdrop
- ➔ Unit revenue building month on month, Q1 impacted by April/May
- ➔ Q1 ticket revenue -12%, strong ancillary revenue per pax +14% vs F20
- ➔ Fuel unit cost 94% up vs Q1 F20; 'insurance' hedges for F23, systematic fuel hedging as of F24
- ➔ Ex-fuel unit cost at €2.62 cents (incl. €0.22 cents for flight disruptions)
- ➔ Operating loss of €285m; net reported loss of €453m (incl. unrealized FX)
- ➔ Strong liquidity at €1.6bn; maintain investment-grade credit rating
- ➔ Revenue momentum, expect material operating profit in Q2 F23

Q1 F23 | KEY BUSINESS METRICS

Versus Q1 F22

Passengers 12.2m (+312%)

Aircraft* 157 (+16)

Airports 193 (+26)

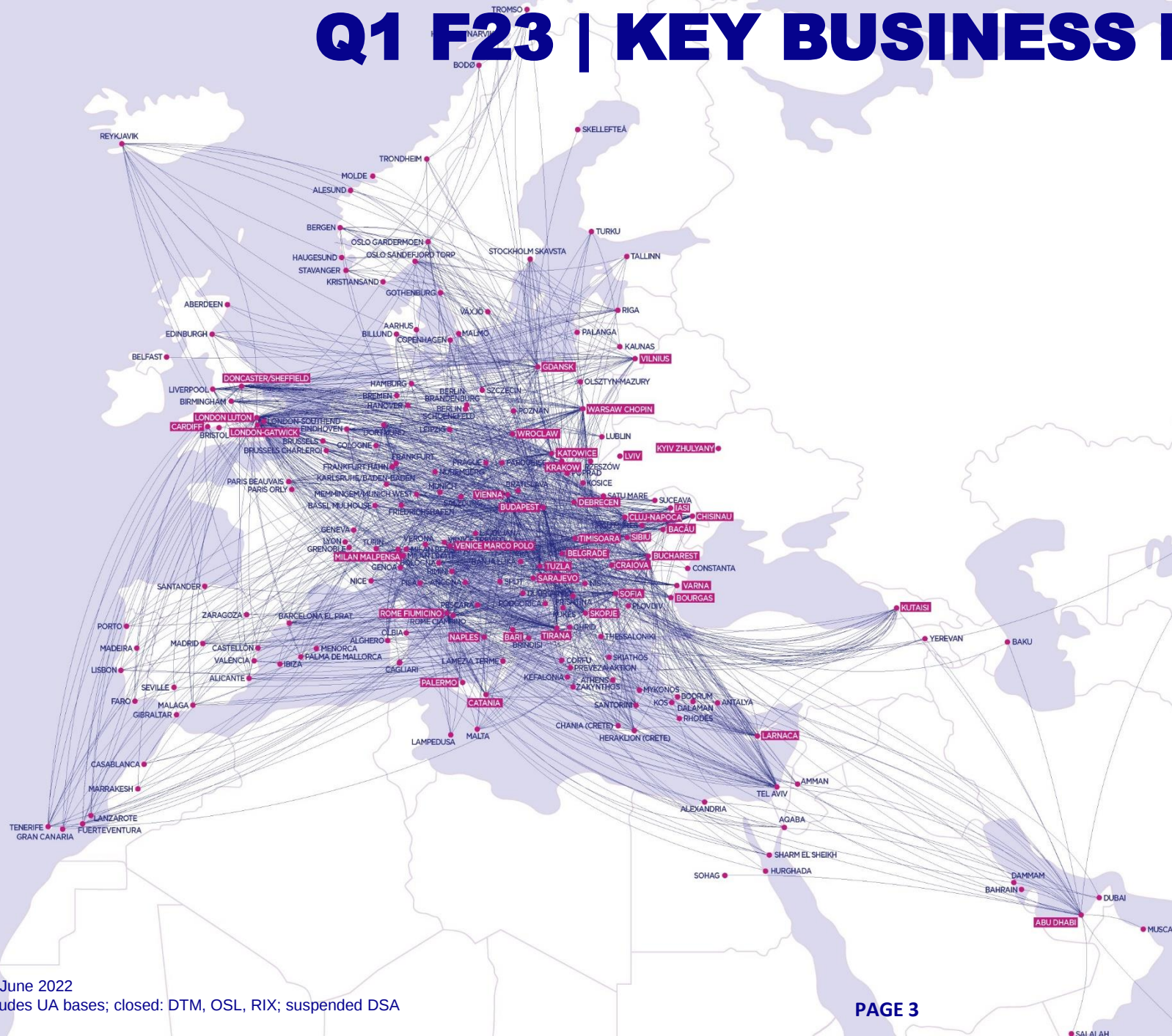
Bases** 40 (-4)

Countries 50 (+2)

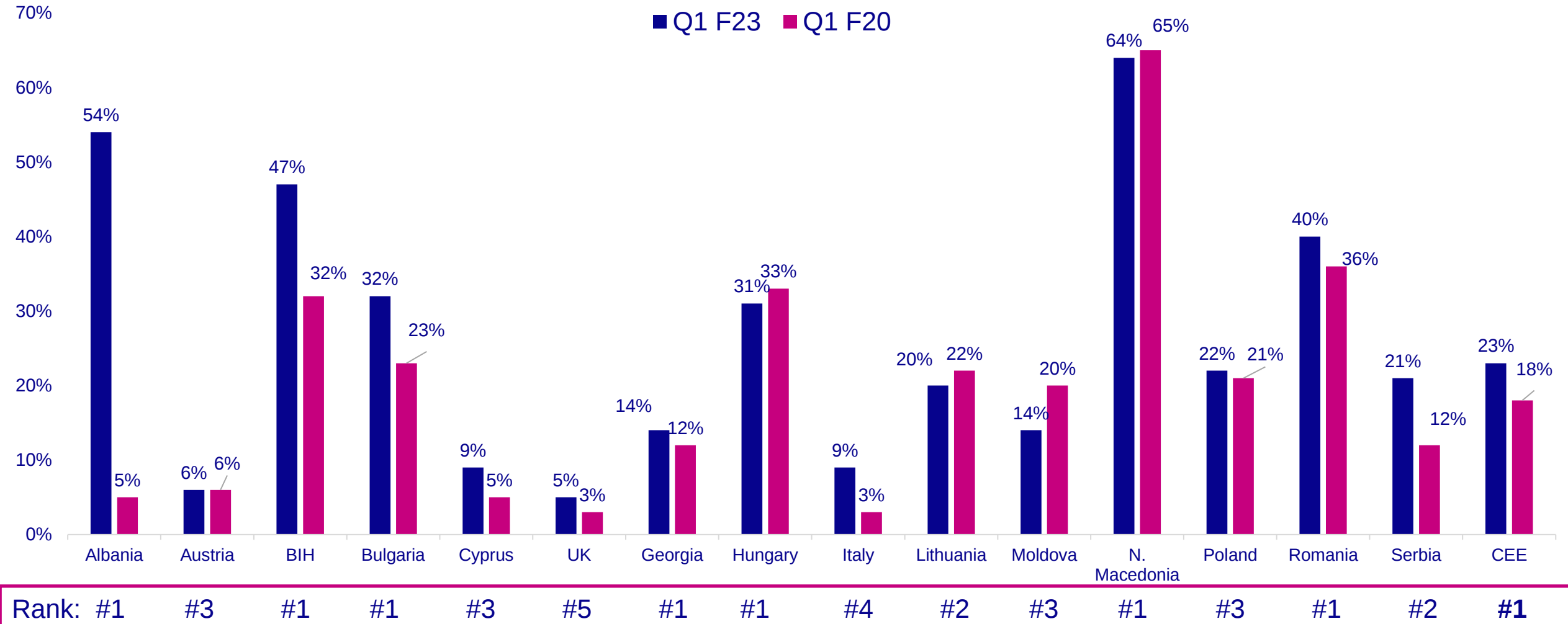
World Finance 2022 Most Sustainable Low-Cost Airline

Aviation 100 2021 Airline of the Year

CH-Aviation Europe's youngest fleet (+100 aircraft)



Q1 F23 | MARKET SHARE



Q1 F23 | FINANCIAL PERFORMANCE

	Q1 F23	Q1 F22	Change
Revenue (€m)	808.8	199.0	306.4%
EBITDA (€m)	(154.4)	(17.8)	(766.6%)
Operating cost (€m)	1,093.3	307.7	255.4%
Operating (loss) (€m)	(284.5)	(108.6)	162.0%
Reported (loss) (€m)	(452.5)	(114.4)	295.5%
Net foreign exchange (loss)/ gain (€m)*	(139.9)	14.9	n.m.
Total Cash (€m)	1,583.2	1,378.8**	+14.8%

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

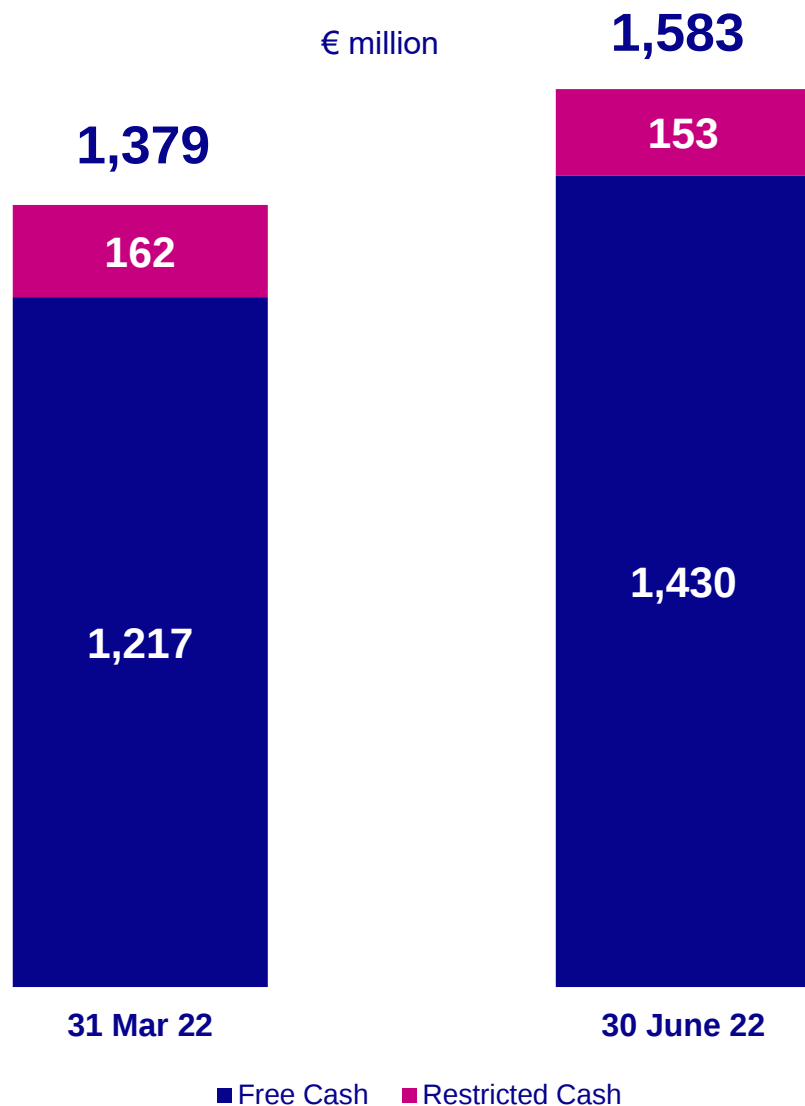
** Total Cash balance as at March 31, 2022. Total cash comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash.

Q1 F23 | CASK FOCUS

	CASK (€ cent)			Cost (€m)		
	<u>Q1 F23</u>	<u>Q1 F22</u>	<u>Q1 F20</u>	<u>Q1 F23</u>	<u>Q1 F22</u>	<u>Change</u>
Fuel	2.18	0.86	1.12	508.0	63.5	700.6%
Staff costs	0.37	0.47	0.32	86.3	34.5	150.0%
Distribution & marketing	0.09	0.10	0.07	20.0	7.3	174.2%
Maintenance, materials & repairs	0.23	0.56	0.24	53.8	41.6	29.2%
Airport, handling & en-route	0.98	0.95	0.94	229.6	69.9	228.4%
Depreciation & amortization	0.56	1.23	0.52	130.1	90.8	43.3%
Other expense/(income)	0.27	0.00	0.11	65.5	0.1	<i>n.m.</i>
Net financing expense*	0.11	0.27	0.07	26.6	19.9	33.7%
Total	4.80	4.43	3.39	1,119.9	327.6	241.8%
Ex-Fuel	2.62	3.57	2.27	611.9	264.1	131.7%

* Excluding net FX loss of -139.9m in Q1 F23 and FX gain of 14.9m in Q1 F22

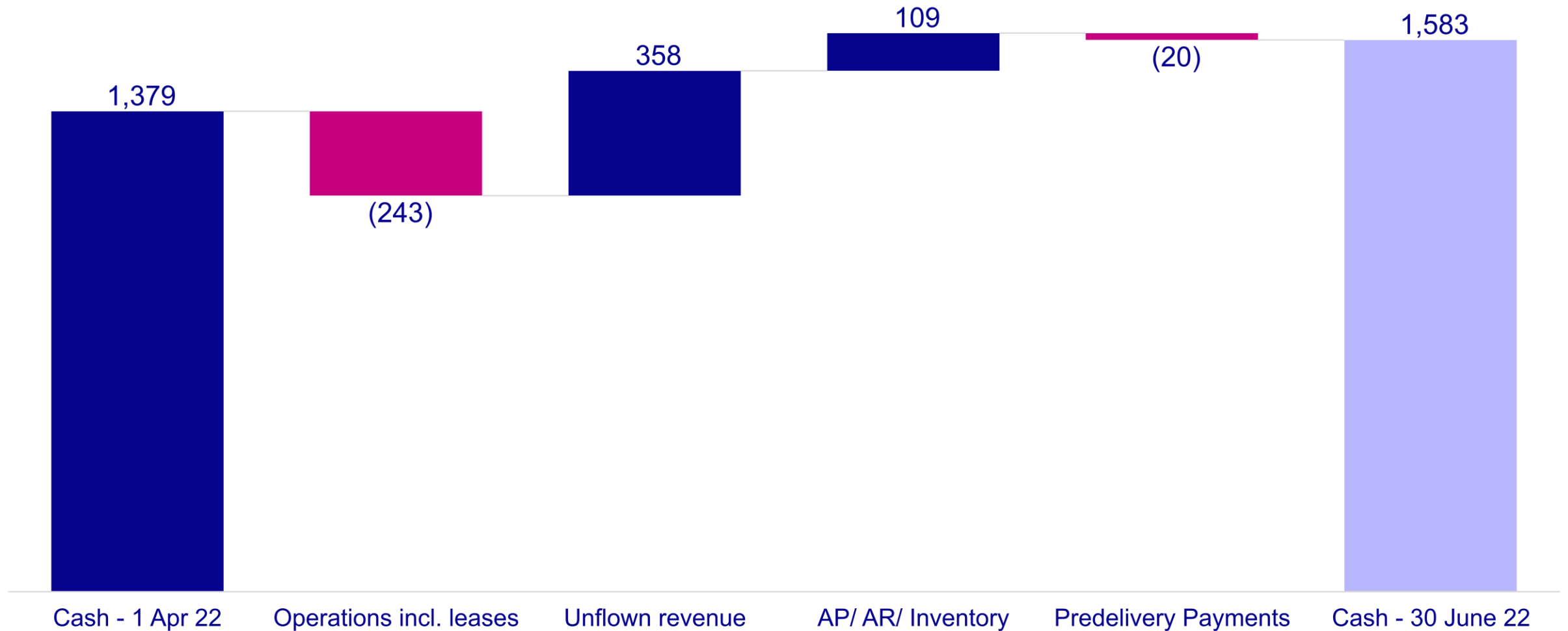
Q1 F23 | CASH INCREASE



- ➡ Improved liquidity driven by strong working capital
- ➡ Investment grade balance sheet
- ➡ Continued discipline on costs, operations and network geared towards profit and cash contribution

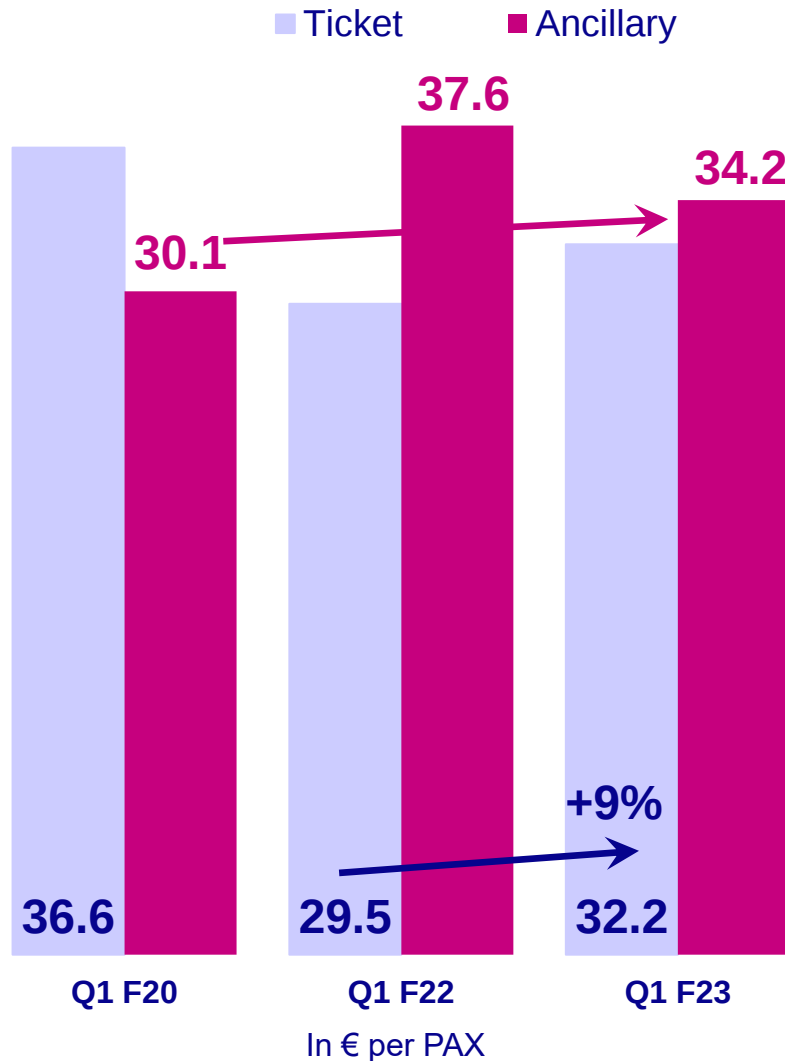
Q1 F23 | CASH INCREASE

In € million



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

Q1 F23 | REVENUE PERFORMANCE



- ✓ Tickets per pax **+9%** vs Q1 F22 (**-12%** vs Q1 F20)
- ✓ Ancillary per pax **-9%** vs Q1 F22 (**+14%** vs Q1 F20)

- ✓ Sequential improvement month on month
- ✓ Ancillary **52%** of total revenue (45% in Q1 F20)
- ✓ Increased demand for flexibility products
- ✓ Dynamic pricing added to more product streams

TRADING PERFORMANCE

1. Operational Performance
2. Flight disruptions normalizing
3. Focus on maximising revenue
4. Fleet and network growth
5. Sustainability leadership



OPERATIONAL PERFORMANCE

vs Q1 F22

Flights

67,243
+191%

People

6,350
End July '22

Utilization

11.5 hours
+170%

Regularity

98.35%
-1.4ppt

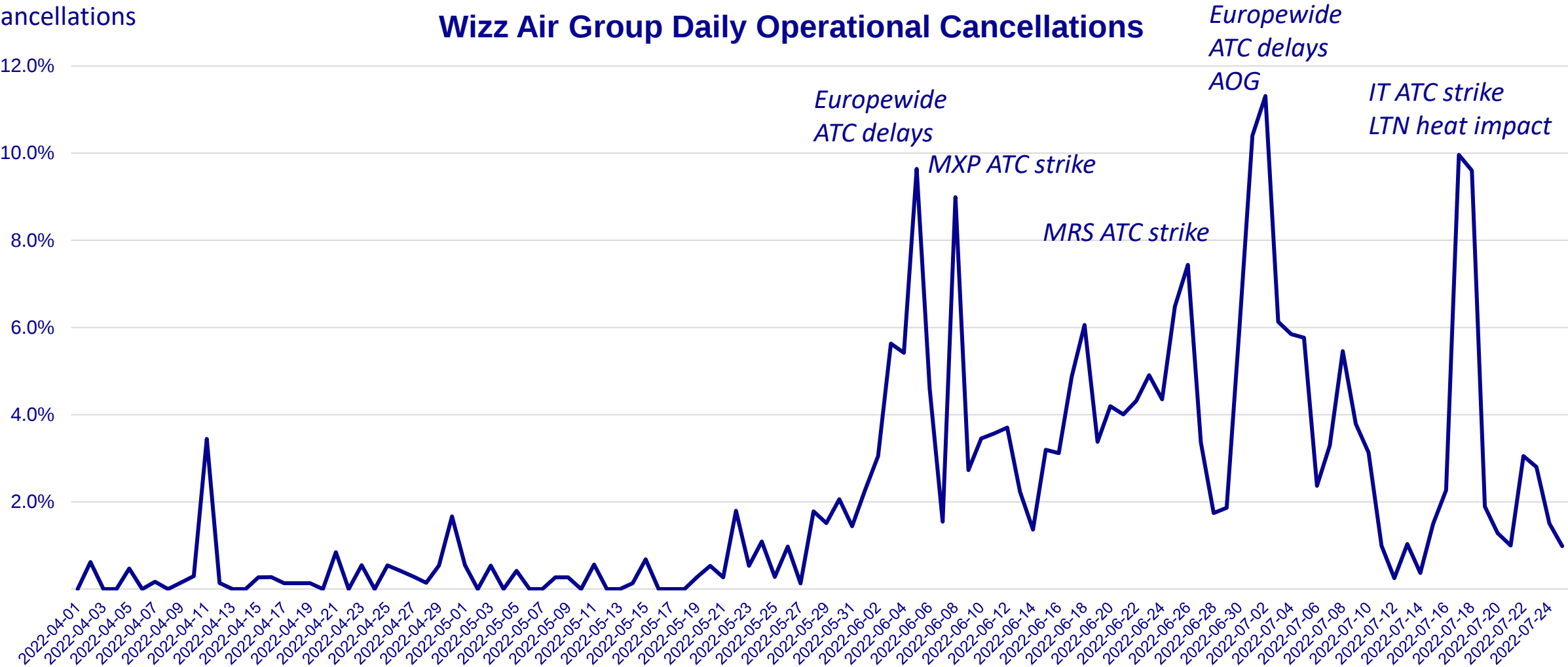
Q1 F23 Record Flights Operated
(whilst dealing with industry-wide disruptions)

- ✓ Adjusted flight volumes
- ✓ Redesigned flight duties
- ✓ Additional spare aircraft
- ✓ Added resources to planning and logistics
- ✓ Added call center capacity
- ✓ Built in buffers in daily schedules
- ✓ Streamlined boarding procedures
- ✓ Minimized customer disruption

FLIGHT DISRUPTIONS NORMALIZING

% of operational
cancellations

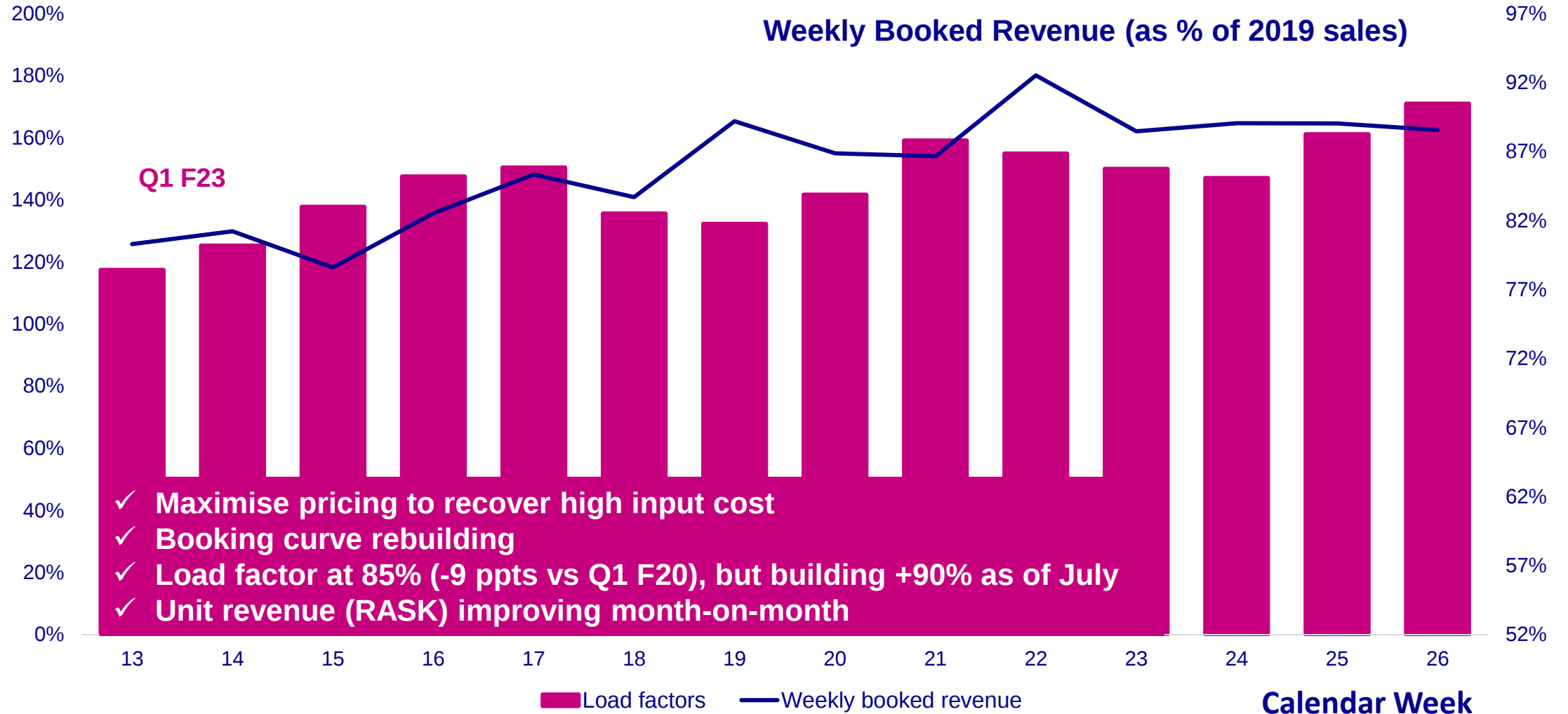
Wizz Air Group Daily Operational Cancellations



MAXIMISING REVENUE

Revenue booked

Load Factor

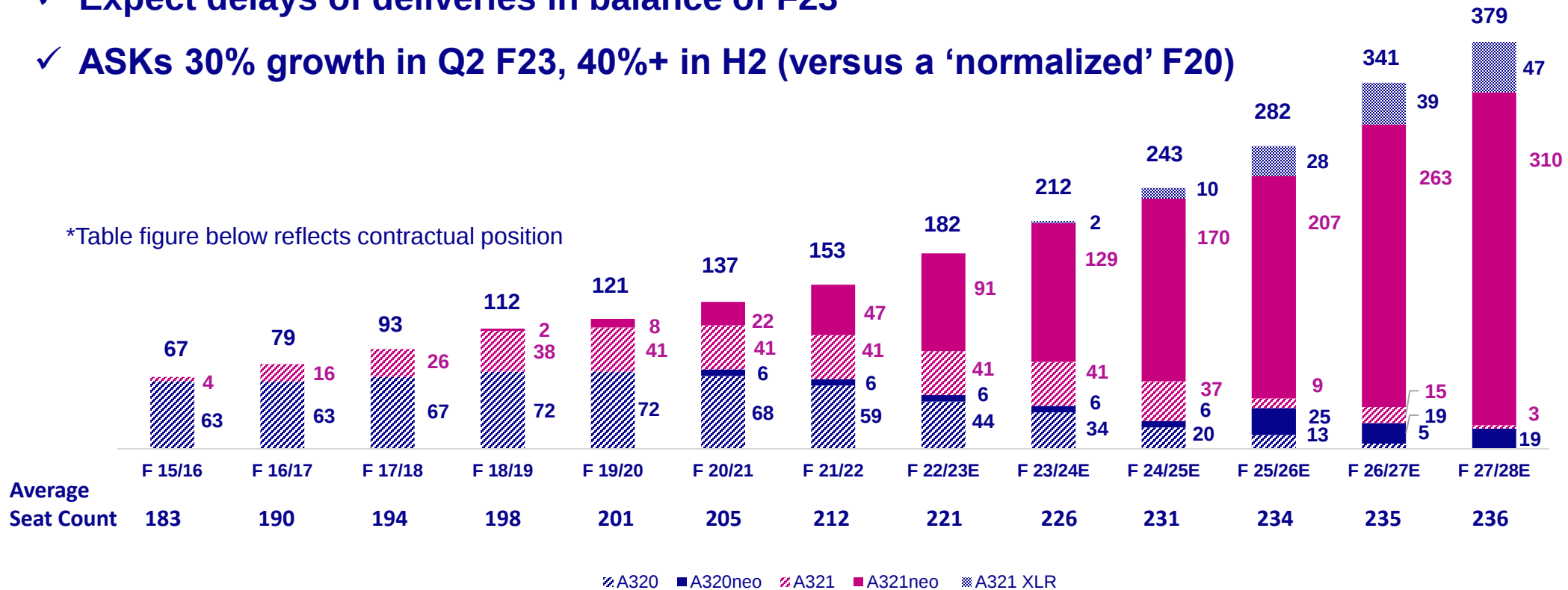


Calendar Week

FLEET RENEWAL DRIVING GROWTH + EFFICIENCIES

- ✓ 157 aircraft; eight x A321NEO delivered; four x older A320CEOs exit fleet
- ✓ 4.9-year average fleet age, 214 fleet average seat count at Q1 F23 (vs 199 Q1 F20)
- ✓ Young and fuel-efficient fleet partially offsets rising fuel prices
- ✓ Strong financing offers despite interest rate environment
- ✓ Expect delays of deliveries in balance of F23*
- ✓ ASKs 30% growth in Q2 F23, 40%+ in H2 (versus a 'normalized' F20)

*Table figure below reflects contractual position




407
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER


**INDUSTRY
LEADING
PRICING**


**LOWER
OPERATING
COST**

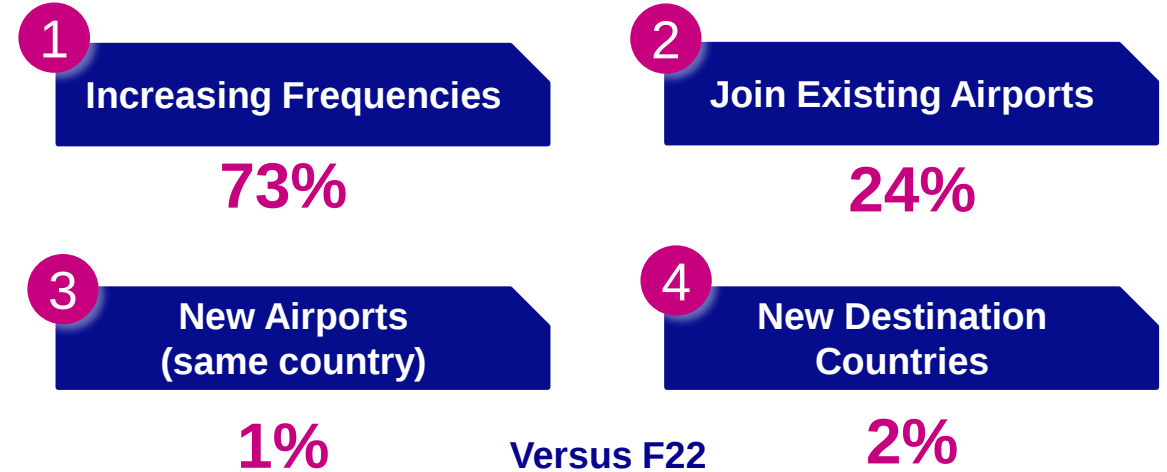
LEVERAGING STRENGTH OF NETWORK

STRENGTHENING MARKET LEADERSHIP IN CEE REGION



#1 in CEE

- ✓ Restoring historic CEE markets
- ✓ Footprint additions only in Abu Dhabi



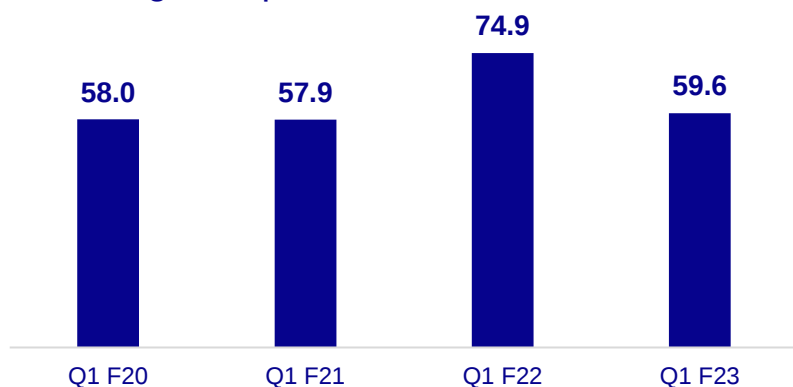
- ✓ Focus on existing bases/airports
- ✓ Lowest cost base operates the route
- ✓ Push and maximize revenue per pax
- ✓ Machine learning pricing algorithms
- ✓ New ancillary products (26kg bag, self connect)

LEADING WHERE IT COUNTS

WIZZ AIR'S ENVIRONMENTAL FOCUS

- “Most Sustainable Low-Cost Airline in 2022” by World Finance magazine
- SAF powered flight: Bucharest to Lyon (part of “Connecting Europe Days 2022” – sustainable mobility conference)
- Sustainable Procurement Policy implemented
- Female gender diversity on management team moves to 36% during the quarter

CO2 grams per RPK*



*Rolling 12 months

2030 targets CO2 (g/RPK)

WIZZ	RYA
43	60



OUTLOOK Q2 F23

- ➔ ASK growth to +30% vs F20 for Q2, +40%* vs F20 for H2
- ➔ Maintain crew productivity, high fleet utilisation around 12 hours/day
- ➔ RASK improvement +10% for Q2 vs F20
- ➔ Load factors +90% from July; consumer demand strong over summer
- ➔ Driving ex-fuel CASK back towards historical market-leading levels
- ➔ Expect to deliver material operating profit in Q2 F23
- ➔ Continue to extend jet-fuel hedge and carbon emission coverage for F24
- ➔ At this point not providing further financial guidance for the year

*versus a normalized F20 base, pre-Covid-19 impact of March 2022

IN CLOSING

- ➔ Wizz Air – strengthening leadership in CEE, exposure to strong growth
- ➔ Operational disruptions normalizing
- ➔ Unit revenue building month on month
- ➔ Ex-fuel unit cost at target once full utilization in place
- ➔ Fuel CASK a level playing field as of F24
- ➔ Strong liquidity at €1.6bn
- ➔ Fleet unlocks lowest cost and lowest carbon intensity commitment

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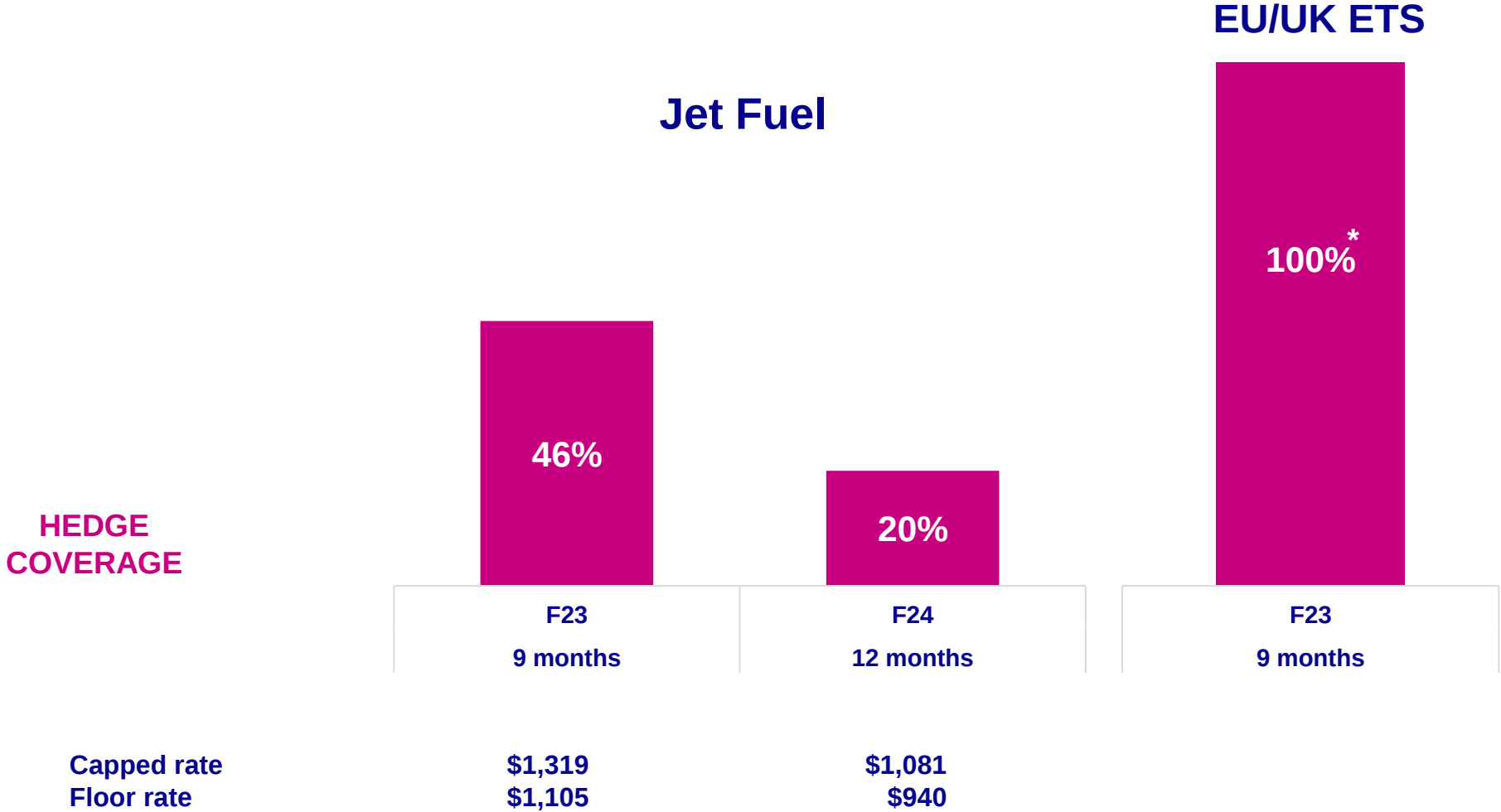
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