



Quarterly Interim Management Statement

Three Months to June 30, 2015



BUSINESS HIGHLIGHTS FOR Q1

- Record Q1 profitability despite negative Easter effect
- Lower unit costs further increasing our cost advantage
- 20% passenger growth in Q1 to 4.9m passengers
- Fresh new brand and allocated seating
- 110 Airbus A321 NEO order securing growth for next decade
- Full year 2016 net profit guidance range raised to €175m - €185m

MARKET LEADING POSITION

LCC Market	Number 1	Number 2	Number 3
CEE	 39%	Ryanair 32%	Norwegian 6%
Poland	Ryanair		Norwegian
Romania		Blue Air	Ryanair
Hungary		Ryanair	Norwegian
Czech Republic	Easyjet	Ryanair	
Lithuania	Ryanair		Norwegian
Bulgaria		Easyjet	Norwegian
Latvia	Ryanair		Norwegian
Ukraine		Pegasus	FlyDubai
Slovakia	Ryanair		FlyDubai
Serbia		Pegasus	Norwegian
Macedonia		Pegasus	FlyDubai
Bosnia & Herzegovina		Pegasus	Germanwings

Source: Company Information. Innovata, April 2015 to June 2015.

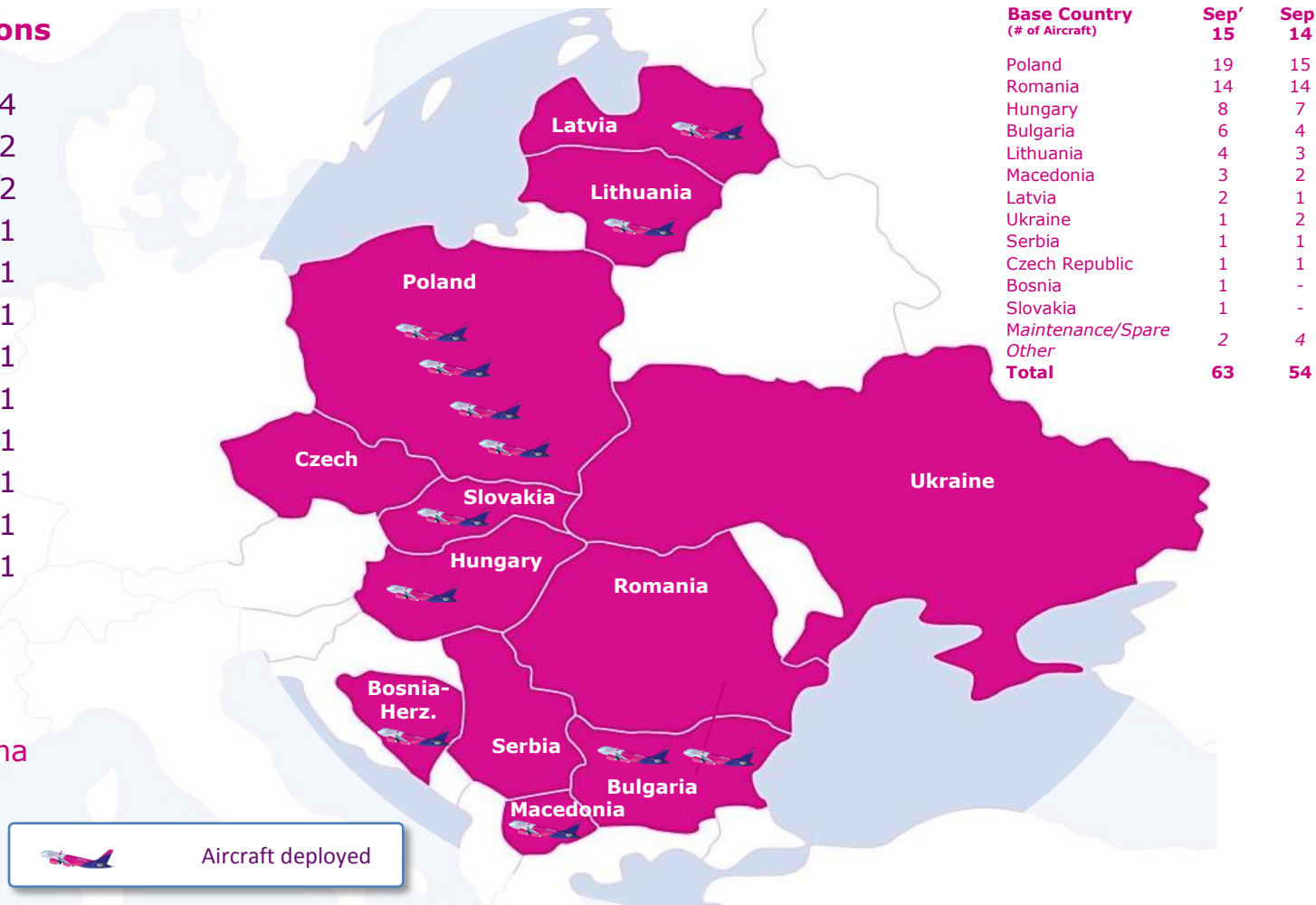
SUMMER CAPACITY 2015 VS 2014

16 New Destinations

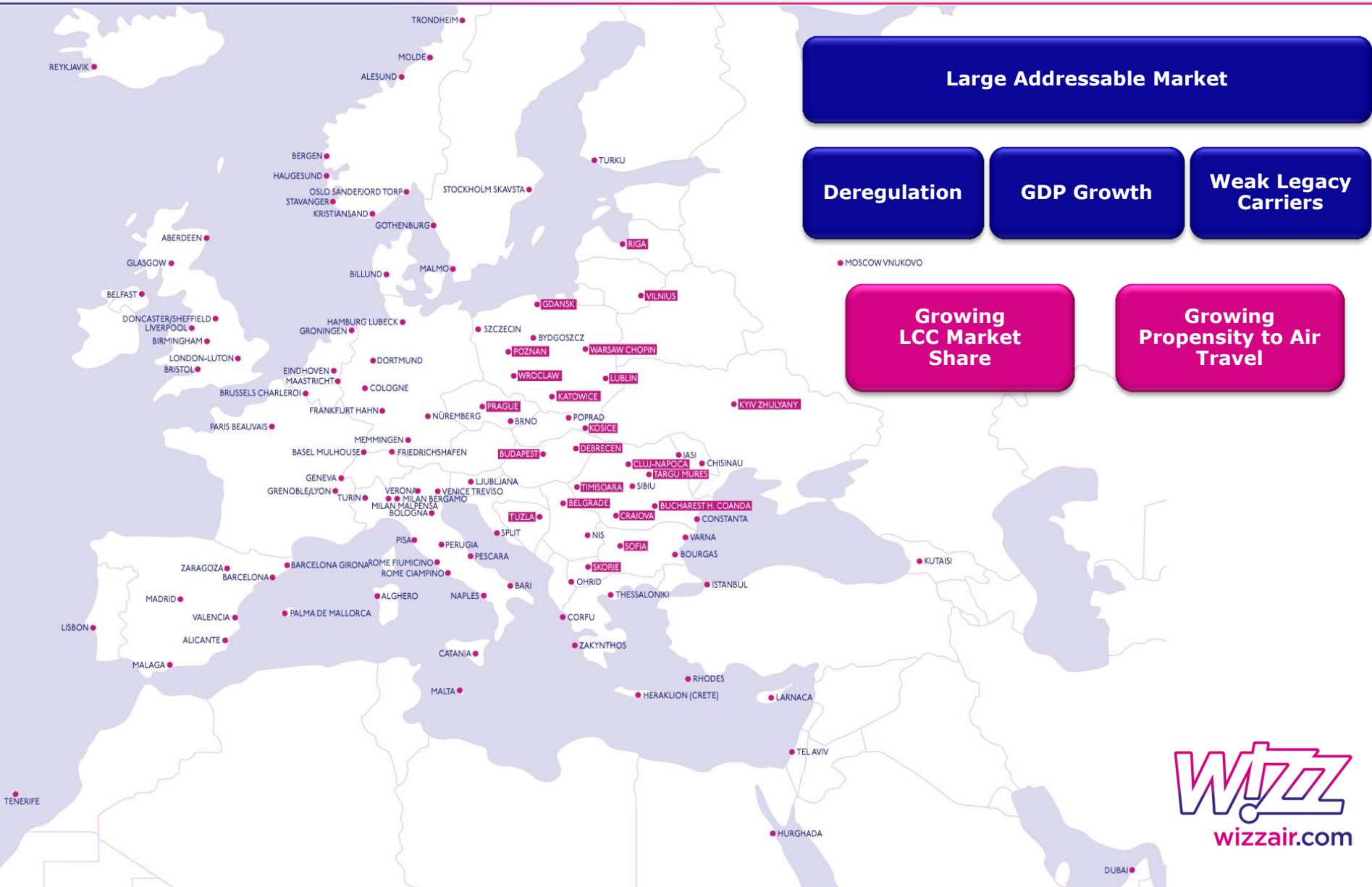
UK	+ 4
Netherlands	+ 2
Romania	+ 2
Germany	+ 1
Norway	+ 1
Serbia	+ 1
Denmark	+ 1
Portugal	+ 1
Egypt	+ 1
Slovakia	+ 1
Macedonia	+ 1
Iceland	+ 1

3 New Bases

Slovakia
Bosnia & Herzegovina
Poland



CEE – A UNIQUE OPPORTUNITY FOR GROWTH



A321 NEO ORDER

- **110 A321 NEO's** deliveries from 2019
- **Option** to buy up to 90 additional A321 NEO's
- **Cancellation** of 10 A320 CEO's due in 2018
- **Right to substitute** certain A321 NEO's for A320 NEO's
- 50 aircraft scheduled to leave fleet between 2019 and 2024. Total expected fleet of **154 aircraft** by end 2024.



Cost Reduction Drivers

- Higher seat configuration (180 vs 239 seats)
- Fuel efficient engine technology

Q1 FINANCIAL HIGHLIGHTS

For the three months ended 30 June

	2015	2014	Change
Revenue (€ m)	332.5	295.2	+12.7%
Net profit for the quarter (€ m), (IFRS)	32.9	29.2	+12.5%
Underlying net profit after tax* (€ m)	33.9	29.6	+14.7%
CASK (€ cents)	3.54	3.66	-3.3%
RASK (€ cents)	3.95	4.12	-4.0%
Ancillary revenue per pax (€)	26.0	25.2	+3.0%
Load Factor (%)	88.8	87.4	+1.3ppt
Free cash (€ m)	571	280	+€291m
Shareholders funds (€ m)	515	194	+€321m

Source: Company Information. * Excluding exceptional items

RECORD Q1 PROFITABILITY

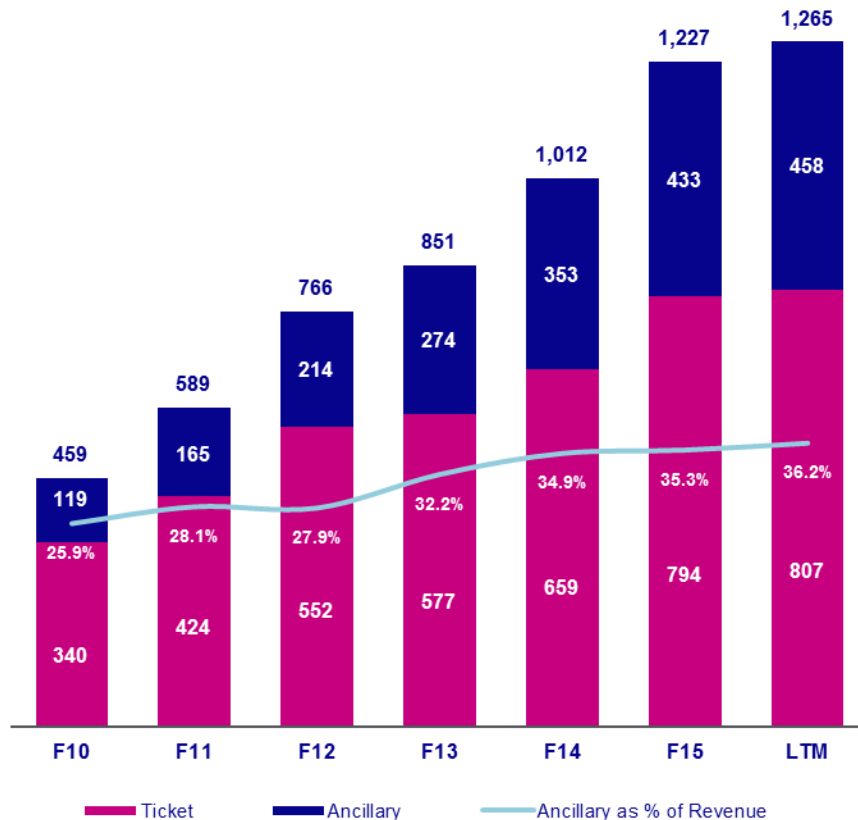


Source: Company information. * Underlying net income excluding exceptional items

FURTHER ANCILLARY REVENUE GROWTH

Revenue Development

€m



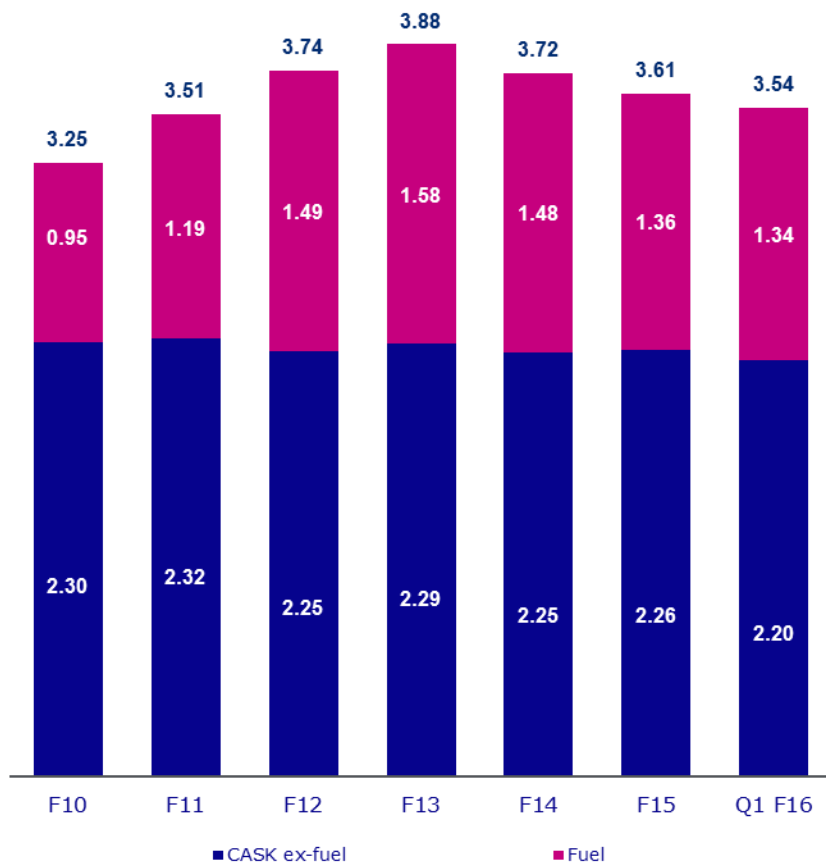
Innovative revenue generation:

- Q1 passenger volumes +20%
- Load Factor of 88.8% (+1.3 pts)
- Ticket revenue per pax €42.2 (-11.3%)
- Ancillary revenue per pax €26.0 (+3.0%)
- Total revenue per pax €68.2 (-6.3%)
- Average stage length -0.9%

INCREASING OUR COST ADVANTAGE

CASK* and CASK* ex-fuel Development

€ cent



CASK reduction driven by:

- Total CASK -3.3%
- Fuel CASK -5.6%
- CASK ex-fuel -1.8%
- Fuel initiatives
- Better engine performance
- Active airport mix management

Source: Company Information. * Excluding exceptional items

FURTHER CASK REDUCTIONS

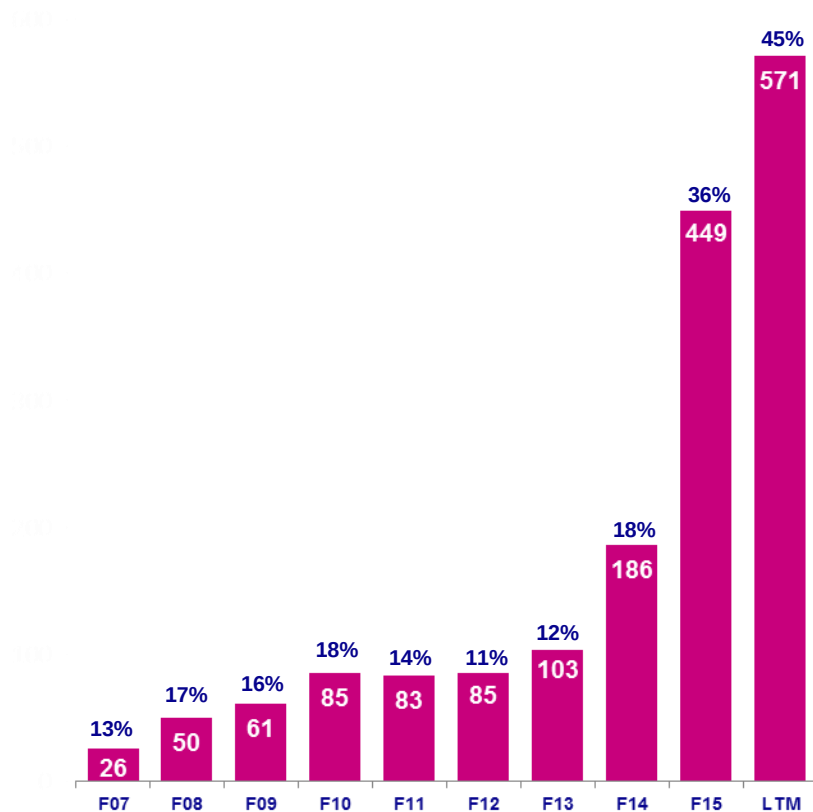
	€ cent	€ cent	€ cent
<i>For the three months ended 30 June</i>	2015	2014	<i>Absolute change</i>
Fuel costs	1.34	1.42	(0.08)
Staff costs	0.27	0.26	0.02
Distribution and marketing	0.07	0.08	(0.01)
Airport, handling and en-route charges	1.00	1.01	(0.01)
Aircraft rentals	0.43	0.46	(0.03)
Maintenance, materials and repairs	0.25	0.21	0.04
Depreciation and amortisation	0.07	0.13	(0.06)
Other expenses	0.10	0.10	-
	3.54	3.66	(0.12)

Source: Company Information. Excluding exceptional items

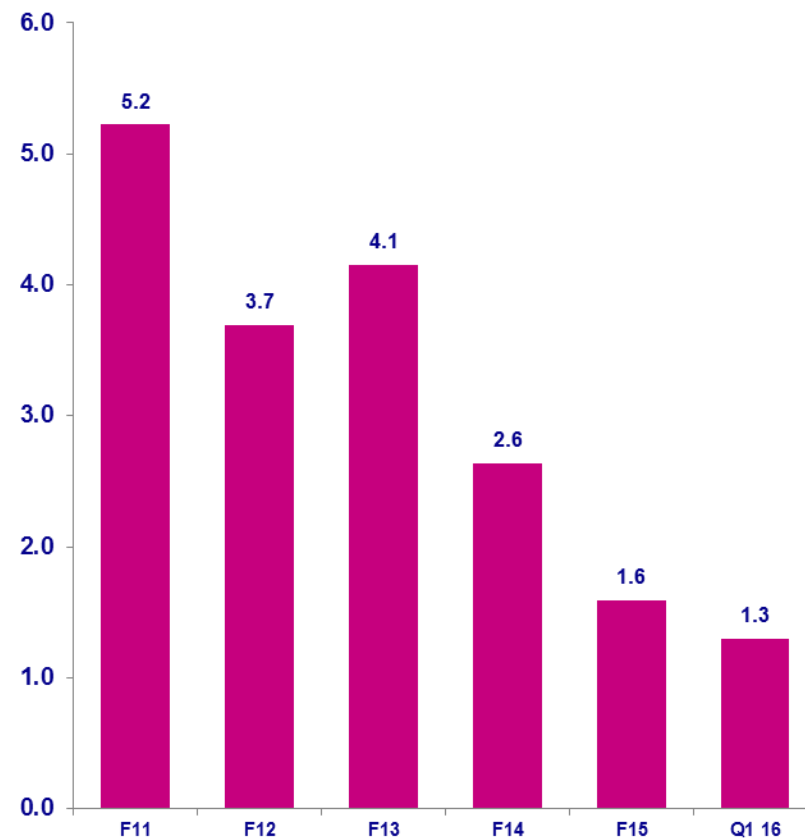
LIQUIDITY AND LEVERAGE

Cash as % of LTM Revenue

Cash and Cash Equivalents (€m)



Leverage*



Source: Company information. *Leverage is defined as net debt adjusted to include capitalised operating lease obligations divided by earnings before interest tax depreciation, amortisation and aircraft rentals

OUTLOOK: FY16 GUIDANCE RAISED

	Current Guidance	Previous Guidance	Other Comments
Capacity growth (ASKs)	17 %	17 %	H1: 17%, H2: 17%
Average stage length	Unchanged	Unchanged	-
Load Factor	Modest improvement	Modest improvement	-
Fuel CASK	-3.0%	-1.5%	Assumes spot price of \$600/MT
Ex-fuel CASK	+1.0%	+1.0%	Assumes \$/€1.10
Total CASK	-0.5%	Unchanged	-
Revenue per ASK	Down low single digit	Down low single digit	Pass through of lower fuel prices
Tax rate	6%	6%	-
Net profit	€175 - 185million	€165 - 175million	Excluding unusual or exceptional items

Source: Company Information,

THANK YOU FOR YOUR ATTENTION



BALANCE SHEET

€ million

	30 June 2014	31 March 2015	30 June 2015
Property, plant and equipment	215.1	247.1	249.0
Restricted cash ¹	47.5	73.6	79.8
Derivative financial instruments ¹	1.1	60.7	49.6
Trade and other receivables ¹	144.7	167.9	174.4
Cash and cash equivalents	280.1	448.6	570.8
Other assets ¹	18.6	22.6	24.8
Total assets	706.9	1,020.5	1,148.4
Equity	193.6	459.9	515.0
Trade and other payables	143.8	123.9	164.5
Borrowings ¹	18.0	4.2	4.1
Convertible debt ¹	44.9	27.3	27.8
Deferred income ¹	262.5	262.9	332.6
Derivative financial instruments ¹	0.6	81.7	43.9
Provisions ¹	40.0	52.4	56.2
Other liabilities ¹	3.5	8.2	4.3
Total Liabilities	513.3	560.6	633.4
Total equity and liabilities	706.9	1,020.5	1,148.4

Source: Company Information, 1.Current & Non-Current.

UNDERLYING FINANCIAL PERFORMANCE

	Q1 F15	Q2 F15	Q3 F15	Q4 F15	F15 Total	Q1 F16	Change vrs Q1 F15
Passenger ticket revenue	192,951	294,976	166,494	139,373	793,794	205,897	6.7%
Ancillary revenue	102,201	137,171	98,106	96,011	433,490	126,596	23.9%
Total revenue	295,153	432,148	264,600	235,384	1,227,284	332,493	12.7%
Staff costs	(18,346)	(20,463)	(21,246)	(21,793)	(81,848)	(22,899)	24.8%
Fuel costs	(101,412)	(119,784)	(92,190)	(83,214)	(396,599)	(112,372)	10.8%
Distribution and marketing	(5,616)	(5,219)	(3,881)	(4,092)	(18,809)	(6,159)	9.7%
Maintenance, materials and repairs	(14,942)	(14,189)	(19,272)	(13,581)	(61,983)	(21,262)	42.3%
Aircraft rentals	(32,684)	(34,282)	(34,144)	(35,969)	(137,079)	(35,796)	9.5%
Airport, handling and en-route charges	(72,371)	(85,440)	(69,913)	(69,940)	(297,665)	(84,525)	16.8%
Depreciation and amortisation	(9,336)	(12,667)	(5,783)	(6,076)	(33,863)	(6,272)	(32.8%)
Other expenses	(7,515)	(7,188)	(8,163)	(6,412)	(29,278)	(8,546)	13.7%
Total operating expenses	262,222	299,232	254,592	241,078	1,057,124	297,831	13.6%
Operating profit	32,931	132,915	10,008	(5,694)	170,160	34,662	5.3%
Financial income	221	(64)	90	1,597	1,844	523	
Financial expenses	(1,631)	(1,871)	(1,368)	(793)	(5,663)	(1,206)	
Net foreign exchange gain/loss	(195)	(3,065)	(4,793)	(3,560)	(11,613)	1,447	
Net financing costs	(1,605)	(5,000)	(6,072)	(2,756)	(15,433)	764	
Income tax expense	(1,769)	(4,075)	(333)	(2,379)	(8,555)	(1,521)	
Underlying Net Profit	29,557	123,840	3,604	(10,829)	146,172	33,906	14.7%
Reported Net Profit	29,211	128,925	19,749	5,294	183,180	32,874	12.5%

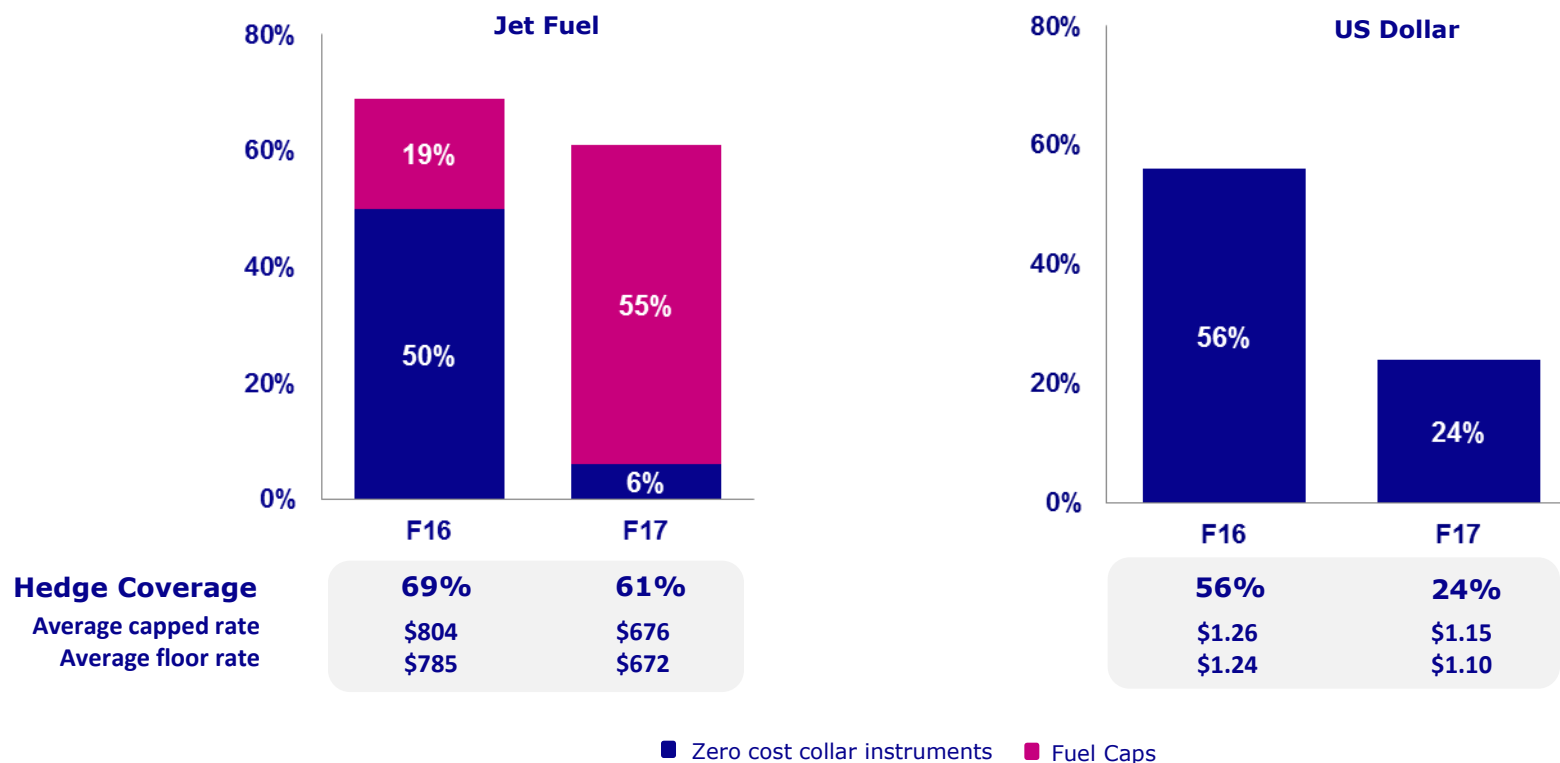
Source: Company Information

SELECTED QUARTERLY KPI'S

	Q1 F15	Q2 F15	Q3 F15	Q4 F15	Full Year F15	Q1 F16	Change vrs Q1 F15
CAPACITY							
Number of aircraft at end of period	52	54	55	55	55	62	19.2%
Equivalent aircraft	49	53	54	54	53	58	18.6%
Utilisation	13.2	13.8	11.6	11.7	12.6	13	(1.2%)
Total block hours	58,882	67,228	57,323	57,278	240,711	68,998	17.2%
Total flight hours	51,130	58,303	49,678	49,625	208,736	59,794	16.9%
Revenue departures	25,760	29,408	25,234	25,225	105,627	30,528	18.5%
Average departures per day per aircraft	5.78	6.03	5.10	5.16	5.51	5.77	(0.1%)
Seat capacity	4,636,800	5,293,440	4,542,120	4,540,500	19,012,860	5,495,040	18.5%
Average aircraft stage length (km)	1,546	1,557	1,526	1,525	1,539	1,531	(0.9%)
Total ASKs ('000 km)	7,166,210	8,243,829	6,930,347	6,926,124	29,266,510	8,413,329	17.4%
OPERATIONAL							
RPKs ('000 km)	6,247,691	7,438,576	5,859,747	5,804,809	25,350,823	7,473,531	19.6%
Load factor	87.4%	90.5%	84.6%	83.6%	86.7%	88.8%	1.3 ppt
Number of passenger segments	4,054,654	4,791,171	3,841,956	3,794,687	16,482,468	4,877,043	20.3%
Fuel price (average) (US\$ per ton)*	1,053	1,046	976	849	986	854	(18.9%)
Foreign exchange rate (average) (US\$/€)	1.37	1.34	1.31	1.26	1.32	1.26	(8.1%)
FINANCIAL							
Yield (€ cents)	4.72	5.81	4.52	4.05	4.84	4.45	(5.8%)
Average revenue per seat (€)	63.65	81.64	58.25	51.84	64.55	60.51	(4.9%)
Average revenue per passenger	72.79	90.20	68.87	62.03	74.46	68.18	(6.3%)
RASK (€ cents)	4.12	5.24	3.82	3.40	4.19	3.95	(4.0%)
CASK (including exceptional item) (€ cents)	3.66	3.63	3.67	3.52	3.62	3.54	(3.3%)
CASK (excluding exceptional item) (€ cents)	3.66	3.63	3.67	3.48	3.61	3.54	(3.3%)
Ex-fuel CASK (including exceptional item) (€ cents)	2.24	2.18	2.34	2.32	2.27	2.20	(1.8%)
Ex-fuel CASK (excluding exceptional item) (€ cents)	2.24	2.18	2.34	2.28	2.26	2.20	(1.8%)

Source: Company Information * Fuel price includes hedging impact and into-plane premium). Foreign exchange rate including hedging impact.

HEDGE PROGRAMME



Sensitivities (before hedges):

- A \$10 (per metric ton) movement price of jet fuel impacts F16 fuel bill by \$4.2 million.
- A one cent movement in the Euro/US Dollar FX rate impacts F16 operating costs by € 3.5million

Notes: 1. Fuel hedged capped rates excludes into plan premium and based on CIF NWE Jet fuel prices. 2. Average floor rates only apply to the proportion of fuel hedged with zero cost collars.
3. Remaining 8 month period (Aug – Mar) without hedge impact

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