



Full Year F15 Results

May 27, 2015



INTRODUCTION

József Váradi
Chief Executive Officer

BUSINESS HIGHLIGHTS FOR F15

- Record profitability and margin expansion in F15
- 18% passenger growth to 16.5m passengers
- Excellent operational performance
- Increasing our cost advantage
- Building on our strong market leadership in CEE
- Continued focus on customer experience
- IPO raising €150m

UPDATE SINCE THE IPO

- Fleet increased to 59 aircraft
- Continued network growth and diversification
- Further rationalization in Ukraine
- Fresh new brand for the next decade
- Introduction of fully allocated seating
- New “Plus Fare” category
- Launched pilot academies



FINANCIAL PERFORMANCE

Mike Powell
Chief Financial Officer

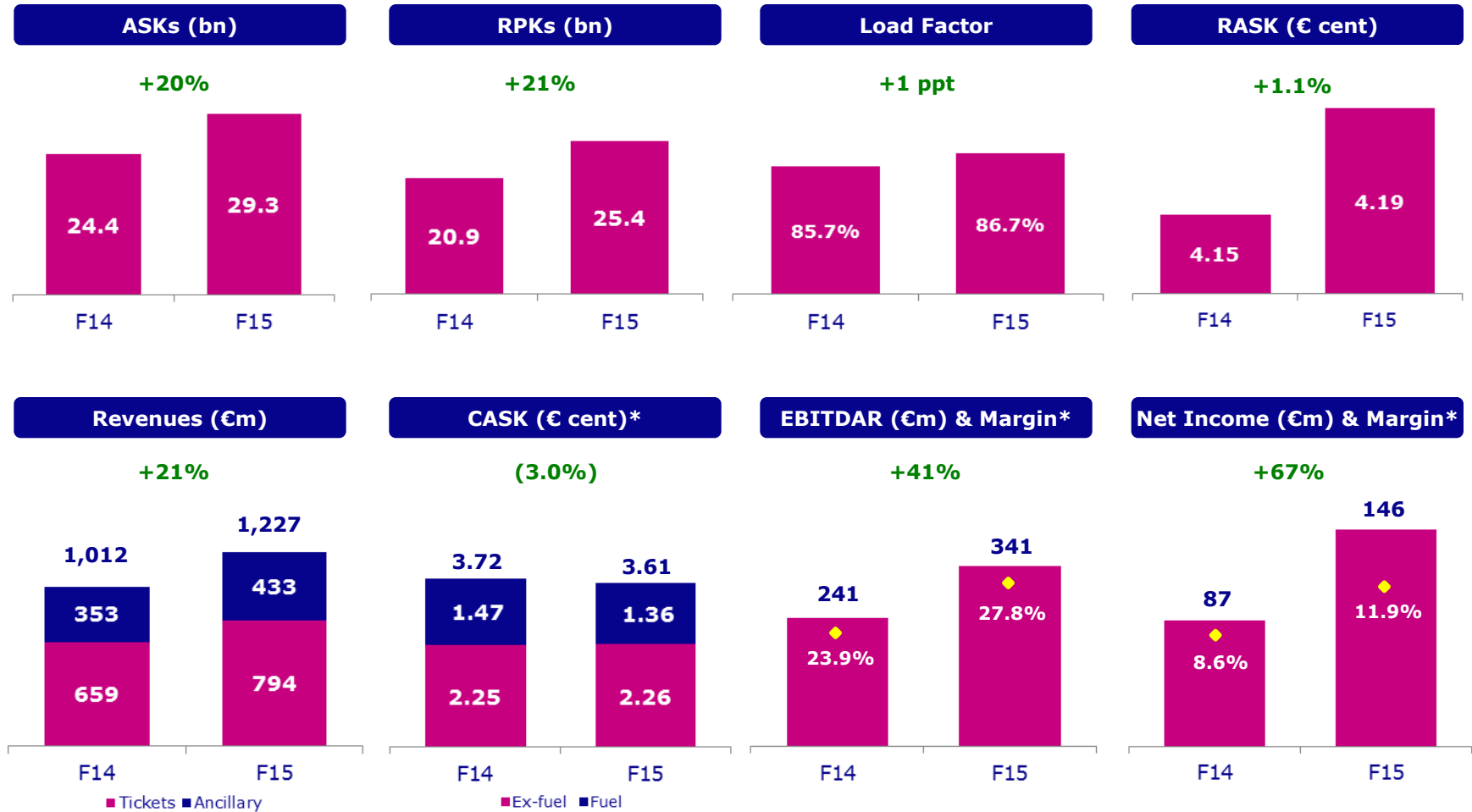
FINANCIAL HIGHLIGHTS

	2015	2014	Change
Revenue (€ m)	1,227	1,012	+ 21%
Net profit for the year (€ m), (IFRS)	183	88	+ 109%
Underlying net profit after tax* (€ m)	146	87	+ 67%
CASK* (€ cents)	3.61	3.72	- 3.0%
RASK (€ cents)	4.19	4.15	+ 1.1%
Ancillary revenue per pax (€)	26.3	25.4	+ 3.7%
Load Factor (%)	86.7	85.7	+ 1 ppt
Free cash (€ m)	449	186	+ €263m
Shareholders funds (€ m)	460	160	+ €300m

Source: Company Information

* Excluding exceptional items

RECORD PROFIT AND MARGIN EXPANSION

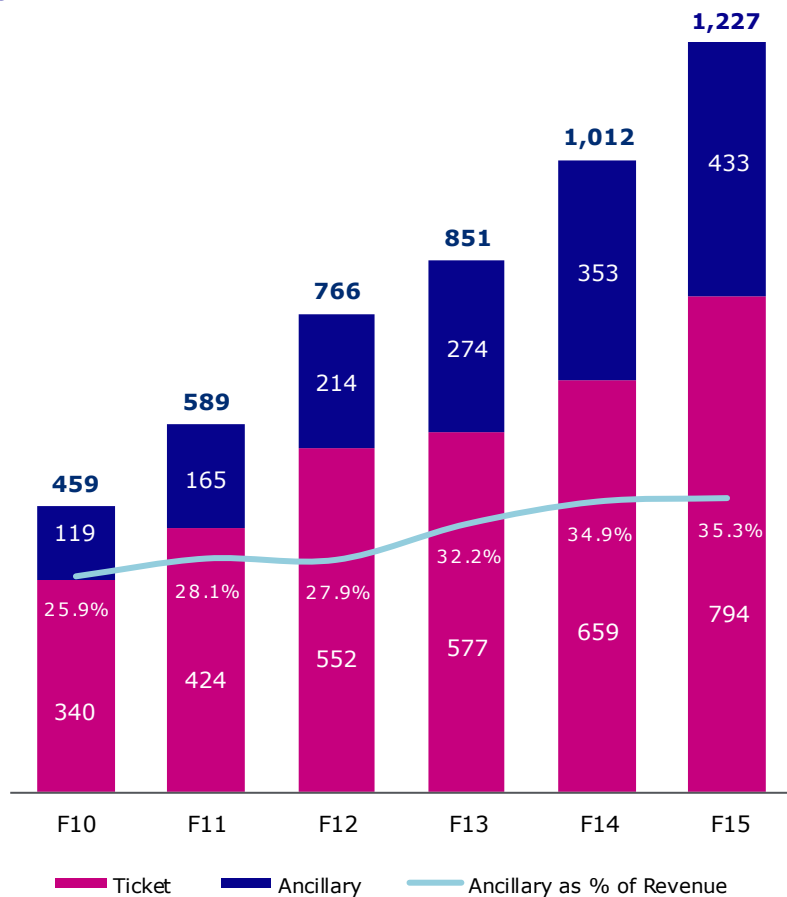


Source: Company information.
* Excluding exceptional items

STRONG REVENUE GROWTH

Revenue Development

€m

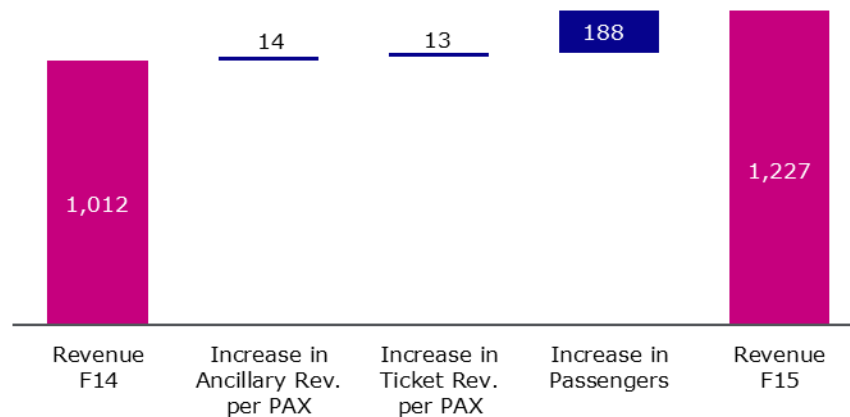


Innovative revenue generation driven by:

- F15 passenger volumes +18%
- Ticket revenue per pax €48.2 (+1.8%)
- Ancillary revenue per pax €26.3 (+3.7%)
- Total revenue per pax €74.5 (+2.5%)
- Average stage length +2.6%

Revenue Bridge

€m

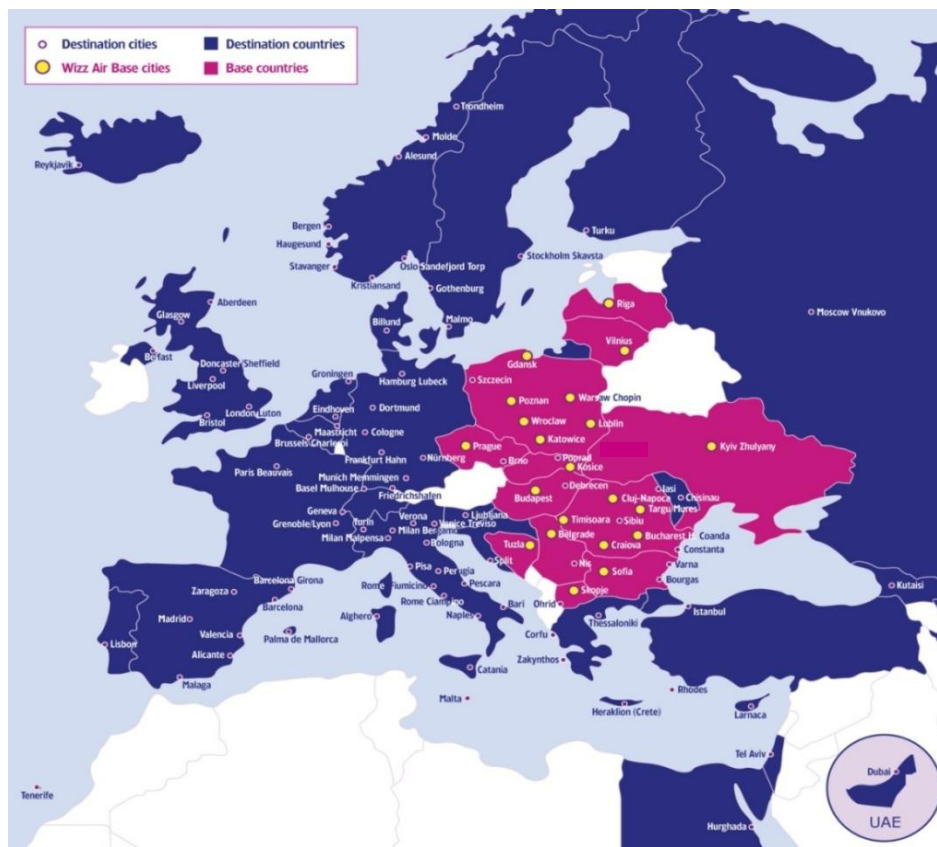


Source: Company Information

DIVERSE REVENUE MIX

Western Europe	
 UK	16.3%
 Italy	9.6%
 Germany	5.3%
 Spain	4.7%
 Sweden	3.8%
 Norway	3.4%
 Netherl.	2.8%
 France	1.7%
 Belgium	1.7%
Other ⁽¹⁾	1.8%

51%



CEE	
 Romania	12.3%
 Poland	11.5%
 Hungary	7.7%
 Bulgaria	3.8%
 Ukraine	3.0%
 Lithuania	2.3%
 Macedonia	1.5%
 Israel	1.3%
 Serbia	1.1%
 Czech R.	1.0%
 Latvia	0.8%
Other ⁽¹⁾	2.7%

49%

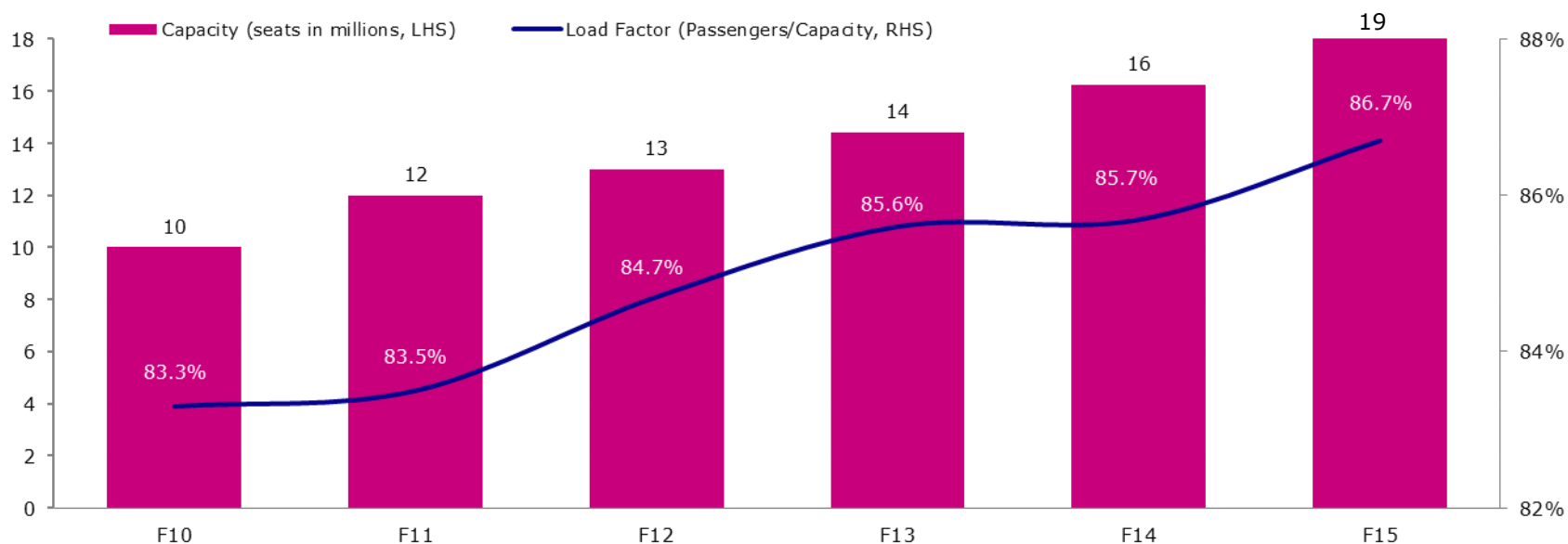
Revenue Split by Point of Sale F15

Source: Company Information.

Note: Other includes Finland, Switzerland, Cyprus, Portugal and Greece for Western Europe and Slovenia, Bosnia & Herzegovina, Georgia, Azerbaijan, Russian Federation, Turkey, Moldova, Egypt and Croatia for CEE.

ANCILLARY REVENUE GROWTH

Load Factor and Volume Growth



Revenue Breakdown per Passenger (€)

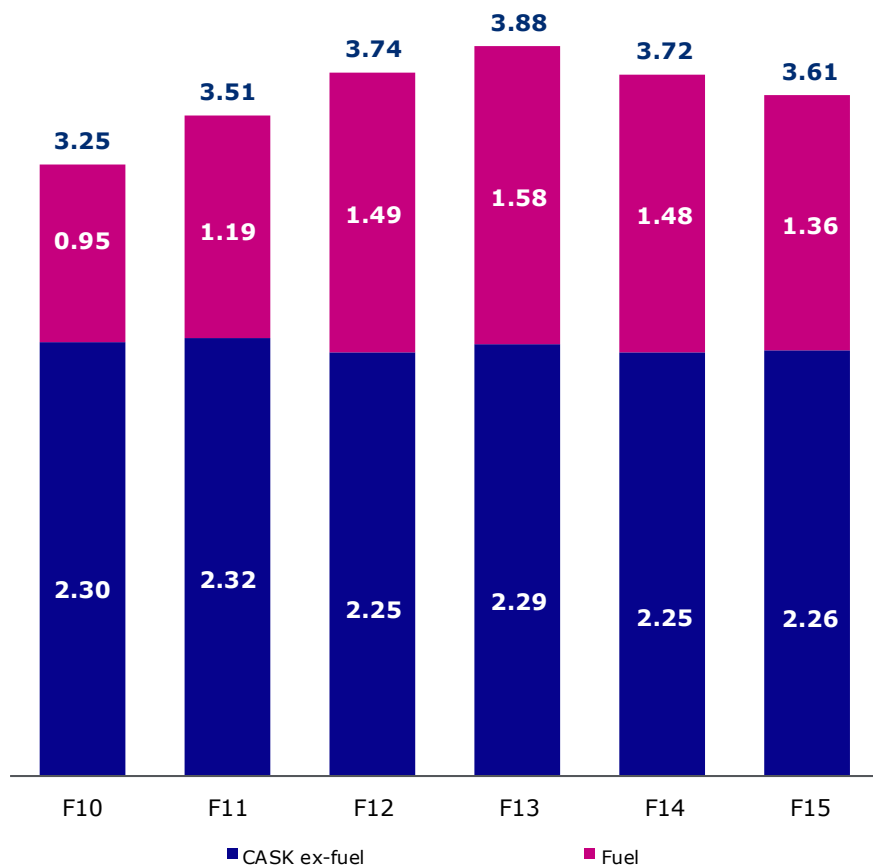
	F10	F11	F12	F13	F14	F15	
Ticket	41.5	43.0	49.1	46.8	47.3	48.2	+16 %
Ancillary	14.5	16.8	19.0	22.2	25.4	26.3	+81 %
Total	56.0	59.8	68.1	69.1	72.7	74.5	+33 %

Source: Company Information

DISCIPLINED COST MANAGEMENT

CASK* and CASK* ex-fuel Development

€ cent

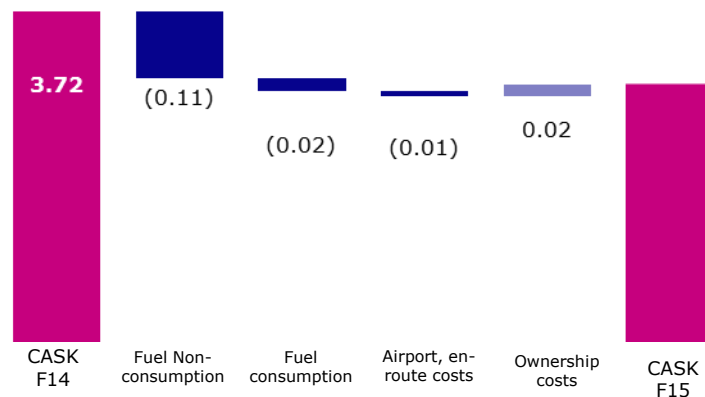


CASK reduction driven by:

- Total CASK -3.0%
- Fuel CASK -8.4%
- CASK ex-fuel +0.5%
- Fuel initiatives to support CASK reduction
- Active airport mix management
- Other cost categories broadly flat in unit terms

CASK Bridge

Cost per ASK (€ cent)



Source: Company Information
* Excluding exceptional items

CASK – KEY DRIVERS

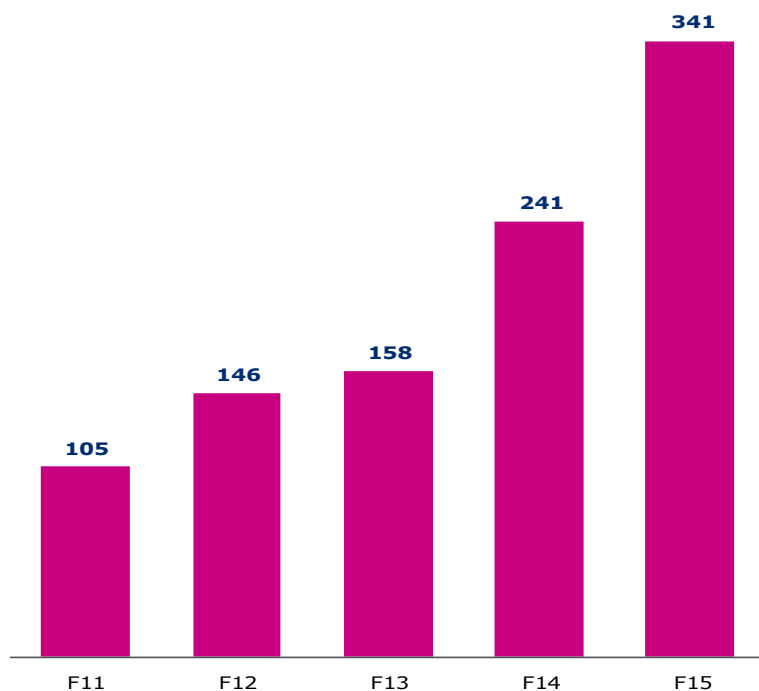
	€ cent 2015	€ cent 2014	% change
Staff costs	0.28	0.28	(0.2%)
Fuel costs	1.36	1.48	(8.4%)
Distribution and marketing	0.06	0.07	(8.4%)
Maintenance, materials and repairs	0.21	0.20	6.6%
Aircraft rentals	0.47	0.46	1.6%
Airport, handling and en-route charges	1.02	1.03	(0.9%)
Depreciation and amortisation	0.12	0.10	11.1%
Other expenses	0.10	0.11	(4.8%)
<i>Excluding exceptional items</i>	3.61	3.72	(3.0%)

Source: Company Information

EBITDAR MARGIN OF 27.8%

€m EBITDAR* Growth

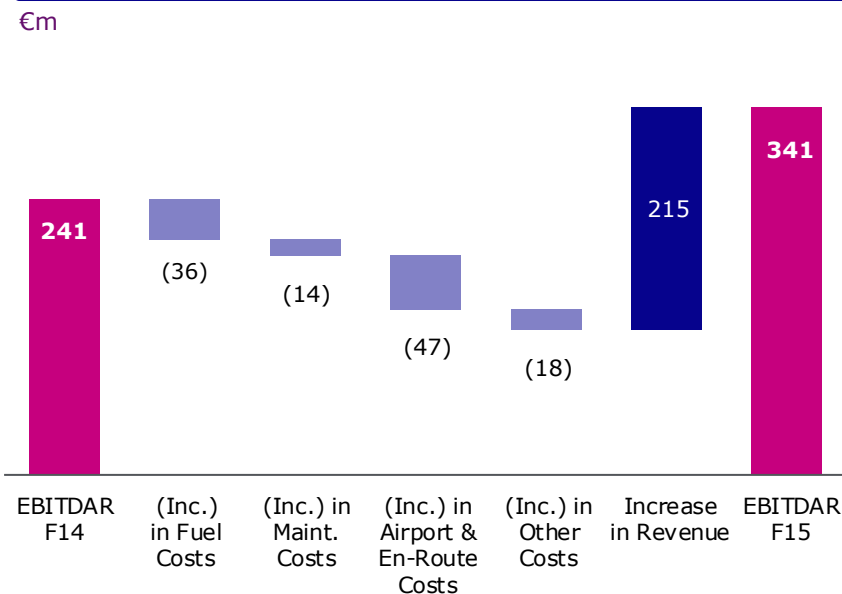
18% 19% 19% 24% 28% Margin



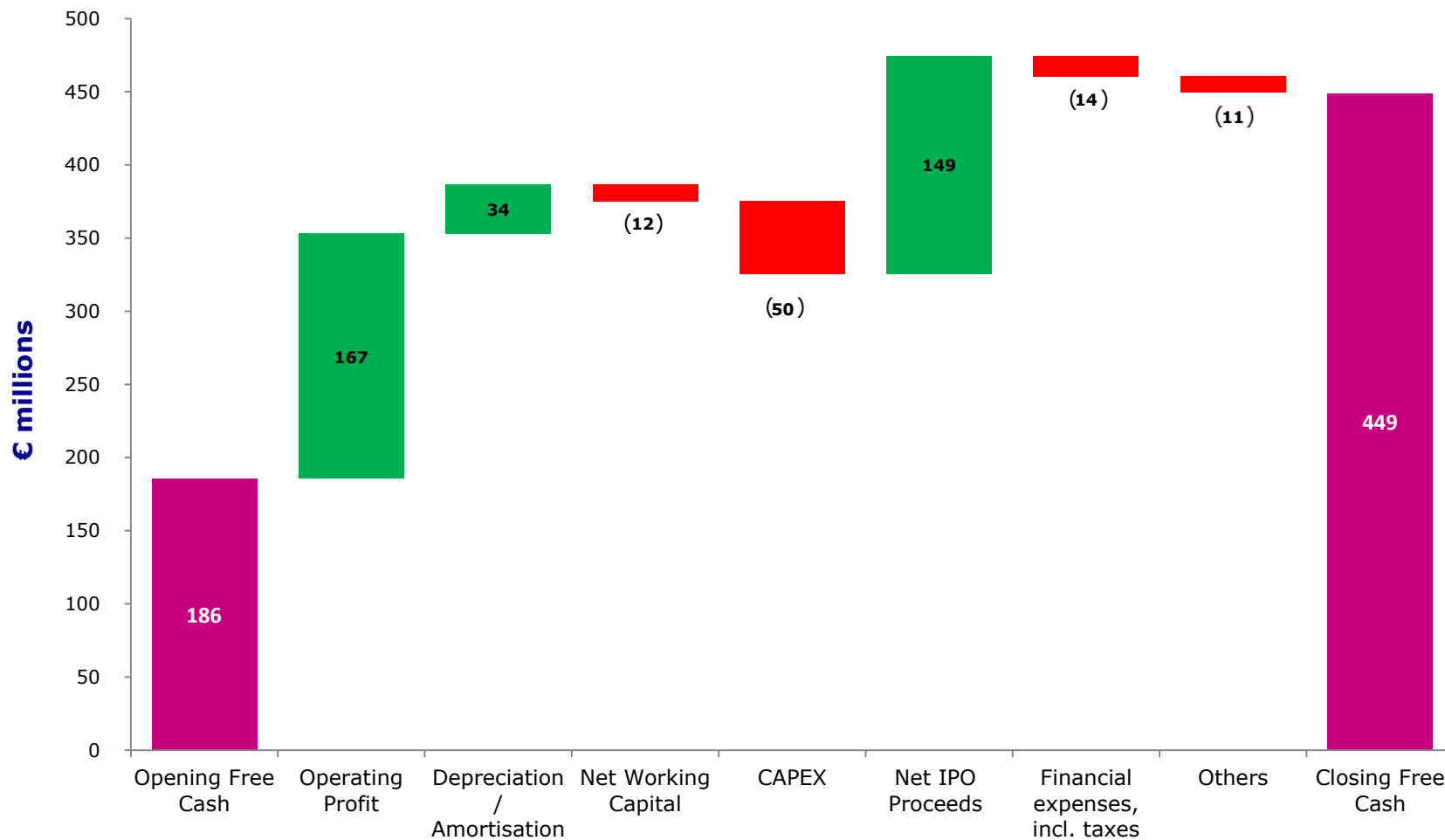
Strong EBITDAR improvement:

- Volume growth
- Rising unit revenues (RASK +1.1%)
- Lower unit costs (-3.0% total, +0.5% ex-fuel CASK)

EBITDAR* Bridge



STRONG CASH FLOW



Source: Company Information

SUMMARY BALANCE SHEET

€ million

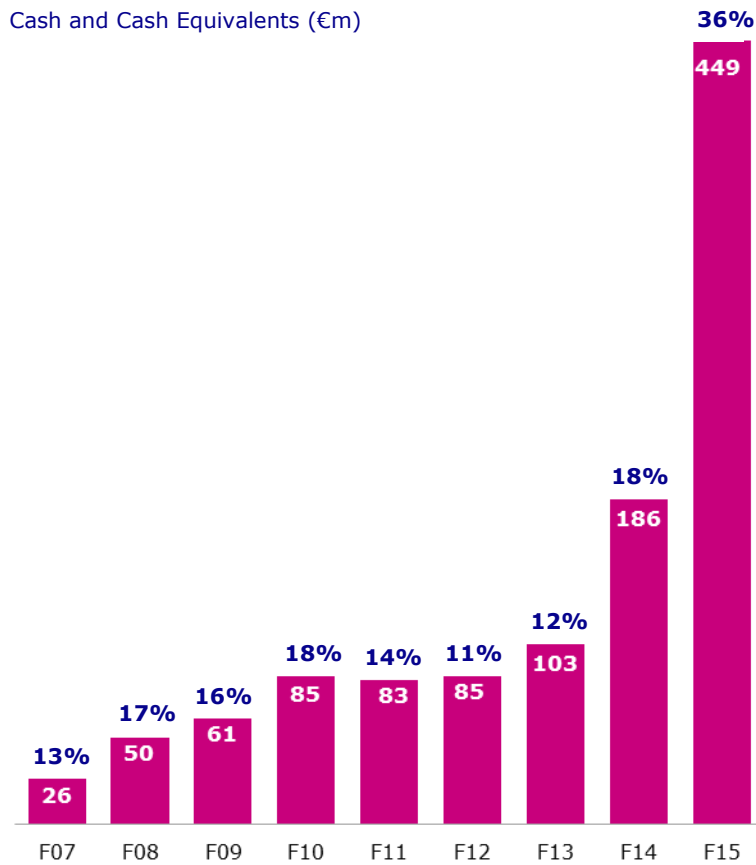
	2015	2014
Property, plant and equipment	247	222
Restricted cash ¹	74	42
Derivative financial instruments ¹	61	0
Trade and other receivables ¹	168	116
Cash and cash equivalents	449	186
Other assets ¹	23	19
Total assets	1,021	585
Equity	460	160
Trade and other payables	124	121
Borrowings ¹	4	20
Convertible debt ¹	27	43
Deferred income ¹	263	206
Derivative financial instruments ¹	82	4
Provisions ¹	52	28
Other liabilities ¹	8	4
Total equity and liabilities	1,021	585

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

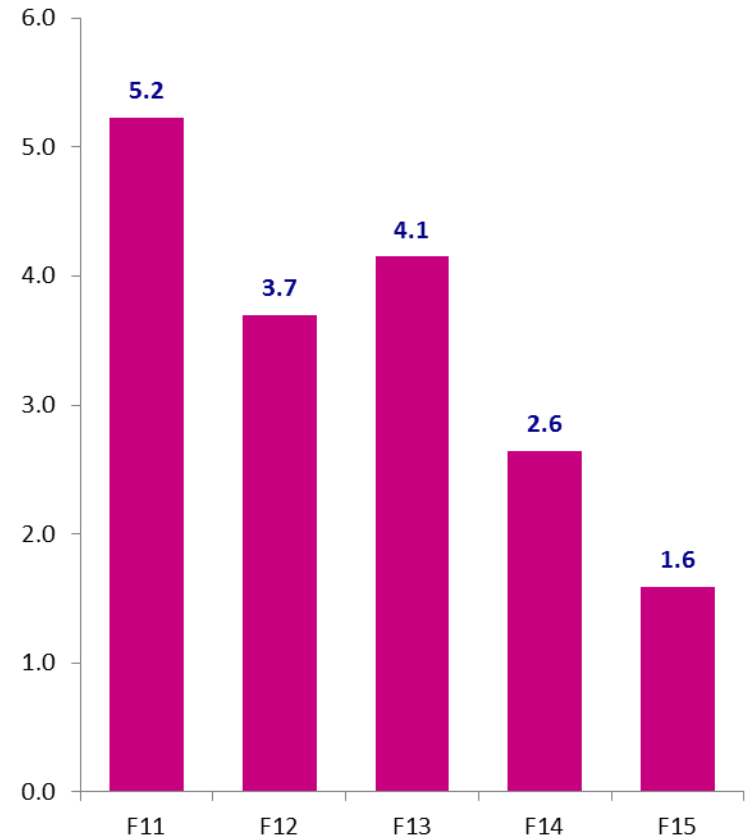
LIQUIDITY AND LEVERAGE

Cash as % of LTM Revenue

Cash and Cash Equivalents (€m)

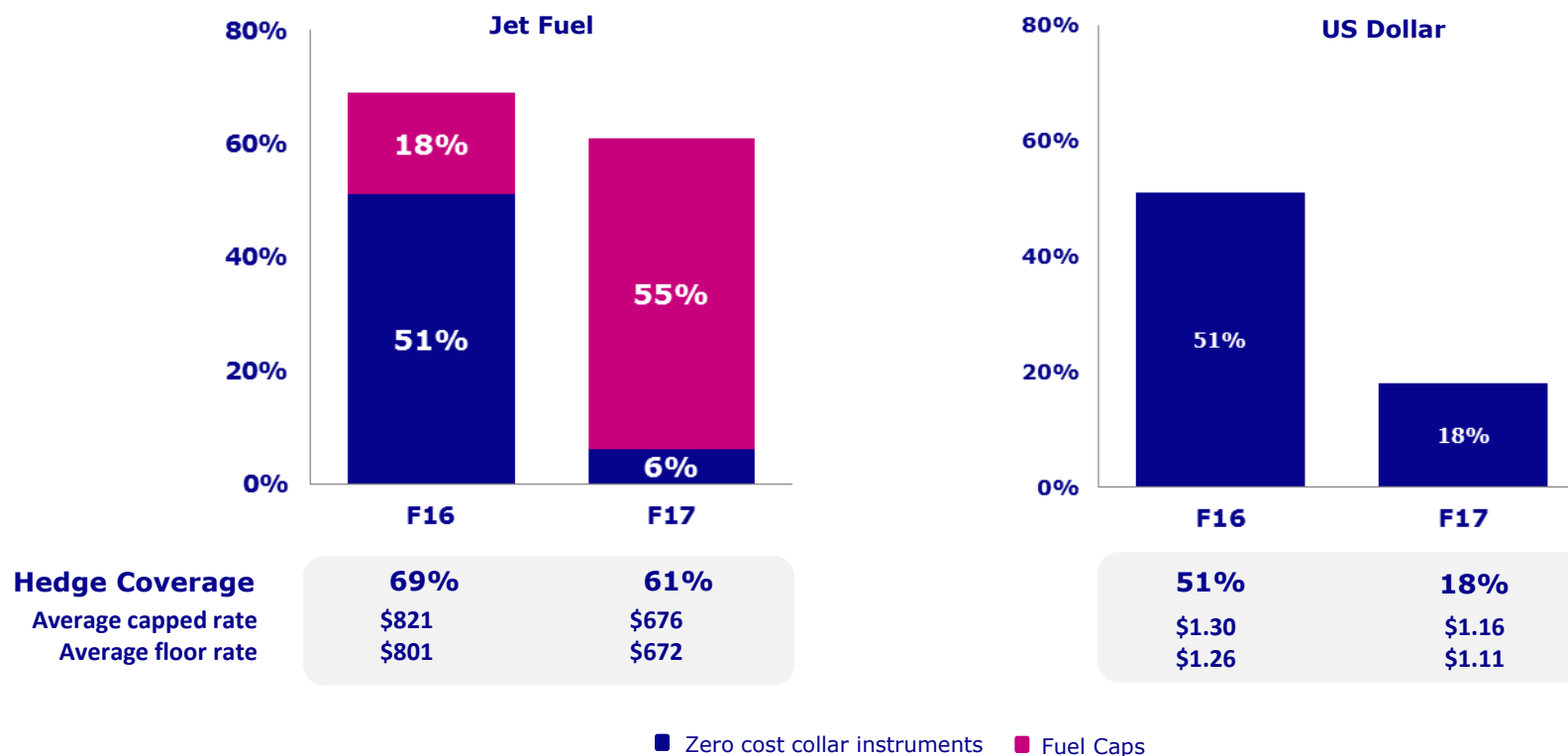


Leverage*



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

HEDGE PROGRAMME



Sensitivities *(before hedges)*:

- A \$10 (per metric ton) movement price of jet fuel impacts F16 fuel bill by \$6.3 million.
- A one cent movement in the Euro/US Dollar FX rate impacts F16 operating costs by €5.4 million.

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.

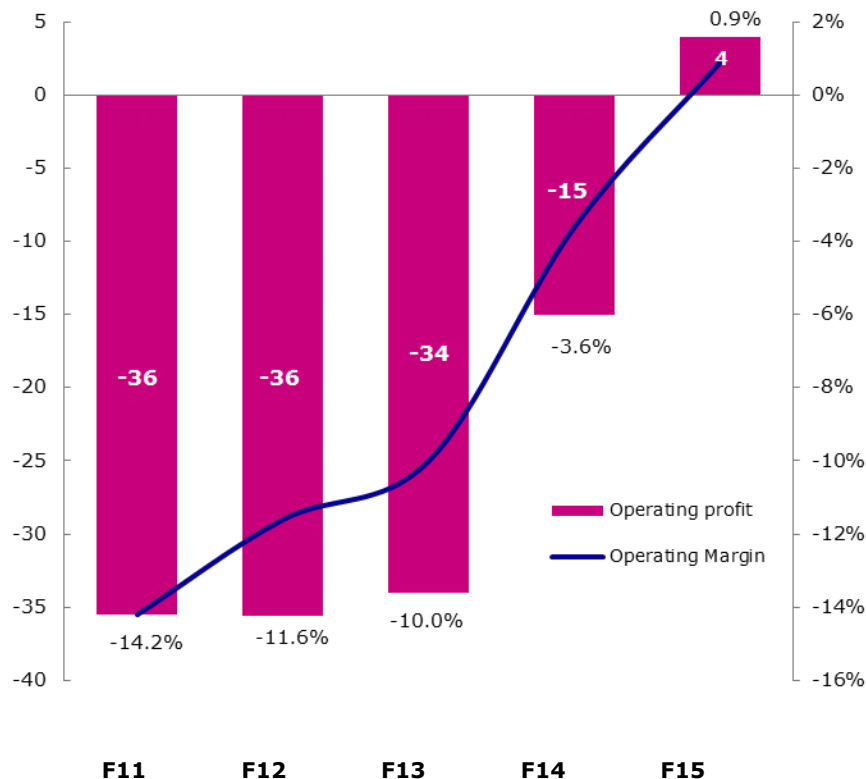
Q4 FINANCIAL HIGHLIGHTS

(€'000)	Q4 2015	Q4 2014	Change
Passenger ticket revenue	139,373	124,003	+ 12%
Ancillary revenue	96,011	73,861	+ 30%
Total revenue	235,384	197,864	+ 19%
Fuel costs	83,214	82,003	+ 1%
Other expenses	157,864	130,969	+21%
Total operating expenses	244,078	212,972	+ 15%
Operating Profit / (Loss)	(5,694)	(15,108)	
Reported net profit	5,294	(20,784)	
Underlying net profit	(10,829)	(23,466)	

Source: Company Information

IMPROVED WINTER PERFORMANCE

H2 Operating profit* development



Drivers

- Disciplined capacity management
- Benign competitive environment going into winter 2014/15
- Modest positive Easter effect
- Relatively mild winter 2014/15
- Maturing winter ski/sun routes
- H2 capacity growth 18%

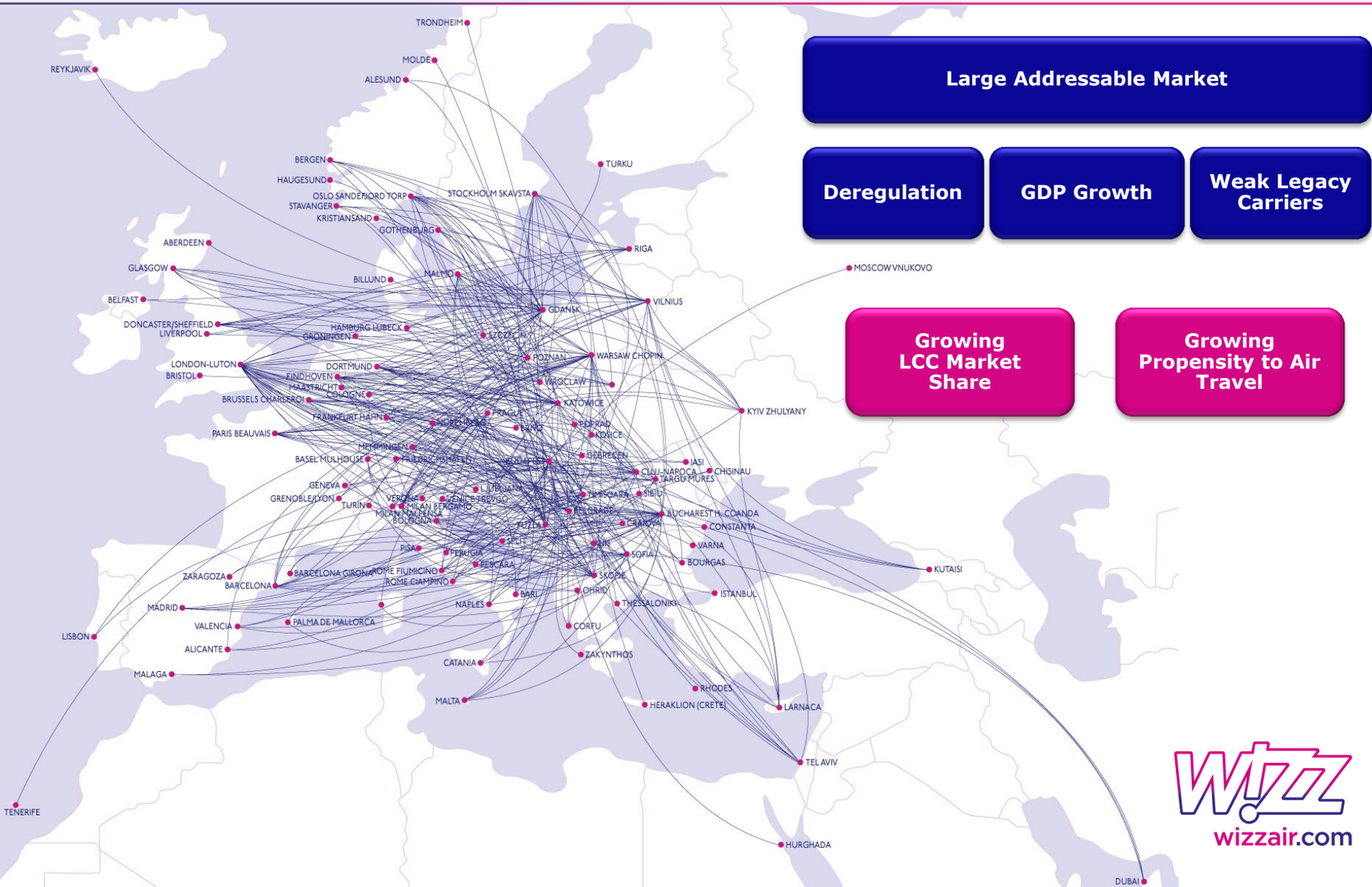
OUTLOOK

	2016 Financial Year	Other Comments
Capacity growth (ASKs)	17 %	H1: 18 %, H2: 16%.
Average stage length	Unchanged	
Load Factor	Modest improvement	
Fuel CASK	-1.5%	Assumes spot price of \$625/MT
Ex-fuel CASK	1.0%	Assumes \$/€1.10
Total CASK	Unchanged	
Revenue per ASK	Down low single digit	Pass through of lower fuel prices
Tax rate	6 %	
Net profit	€165-175million	Excluding unusual or exceptional items

BUSINESS REVIEW

József Váradi
Chief Executive Officer

CEE – A UNIQUE OPPORTUNITY FOR GROWTH



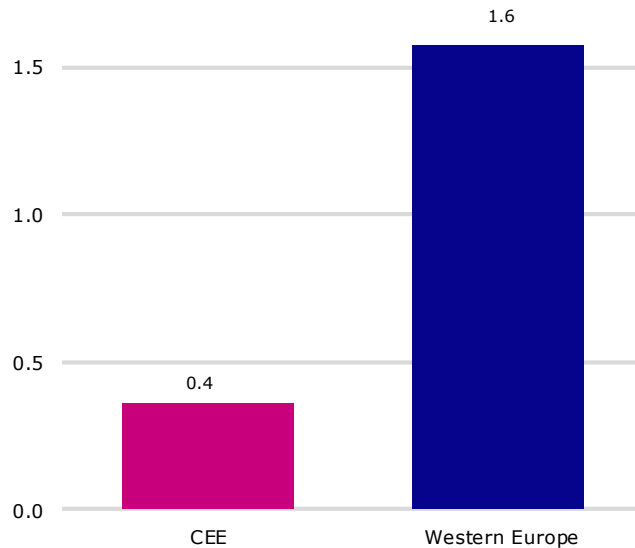
COMPELLING GROWTH PROSPECTS

Growing Propensity for Air Travel

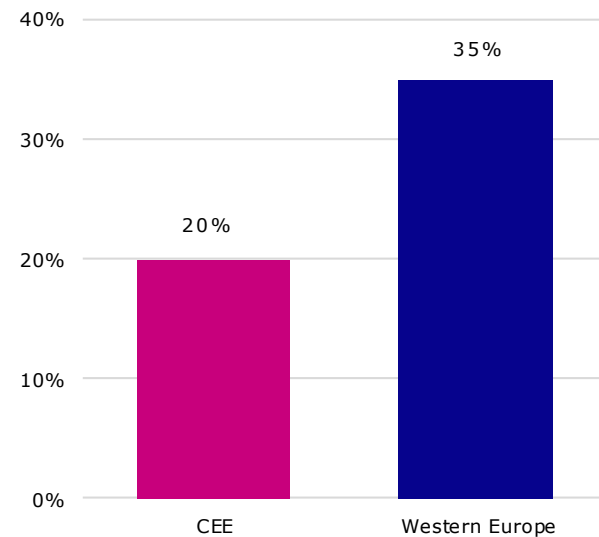


Higher LCC Penetration

Total Seats / Population



LCC Penetration



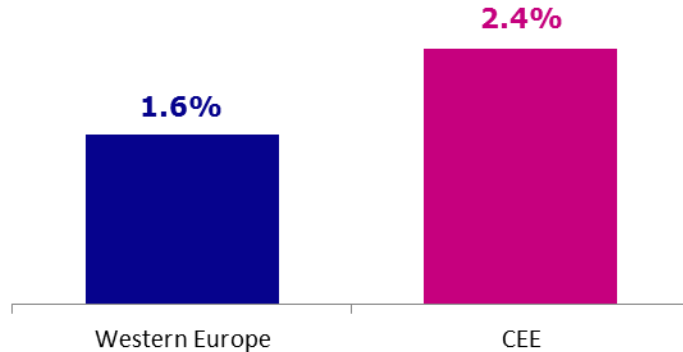
Note: Western Europe defined as EU-15 plus Cyprus, Iceland, Malta, Norway and Switzerland.

1. Source: Innovata (departing seat capacity per country, April 2013 to March 2014 inclusive) and IMF (population data as of January 2015), Capstats. 2. Source: Innovata (departing seat per country, April 2013 to March 2014 inclusive). 3. Source: IMF. 4. Potential extensions into entire "Go East" region: Armenia, Azerbaijan, Georgia, Jordan, Kazakhstan, Lebanon and Tunisia based on the total population in those countries.

STRONG ANTICIPATED ECONOMIC GROWTH

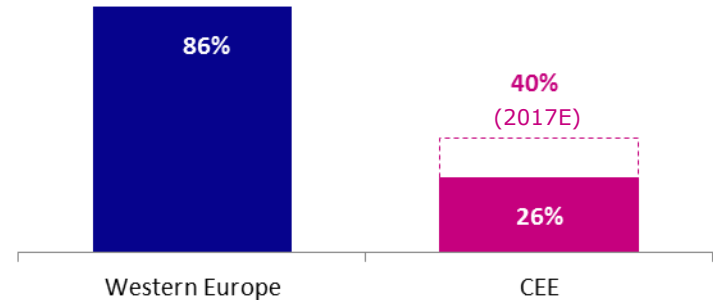
GDP Growth

CAGR 2014-2017



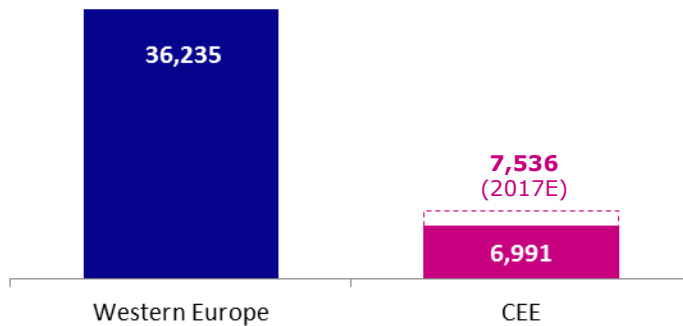
Middle Class Proportion⁽¹⁾

2014, as % of Population



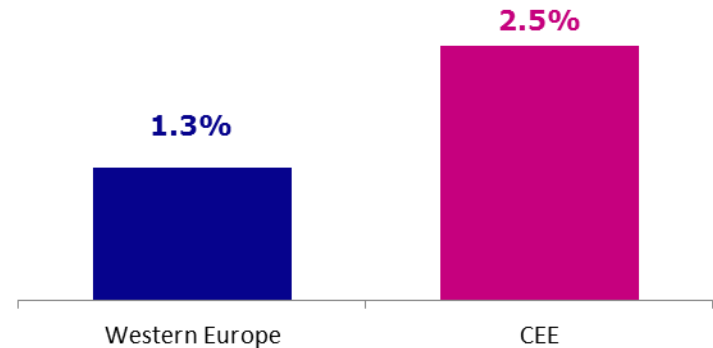
GDP per Capita

2014, in US\$



GDP per Capita Growth

CAGR 2014-2017



Source: IMF as of January 2015, EIU, Capstats.

Note: CEE includes Poland, Hungary, Romania, Czech Republic, Bulgaria, Ukraine, Serbia, Macedonia, Croatia, Lithuania, Latvia, Estonia, Slovakia, Slovenia, Bosnia & Herzegovina, Russia, Moldova, Albania, Belarus, Montenegro and does not include Kosovo due to lack of data. 1. Middle Class defined as population with annual net income of more than US\$ 25,000 as per EIU data, for CEE data only available for Bulgaria, Czech Republic, Romania, Russia and Slovakia.

MARKET POSITION

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

Source: Company Information. Innovata, April 2014 to March 2015.

DE-RISKED GROWTH PROFILE

F15 Capacity

Increasing Frequencies

67.1 %

Joining Existing Airports

27.2 %

New Airports

5.6 %

New Destination Countries

0.1 %

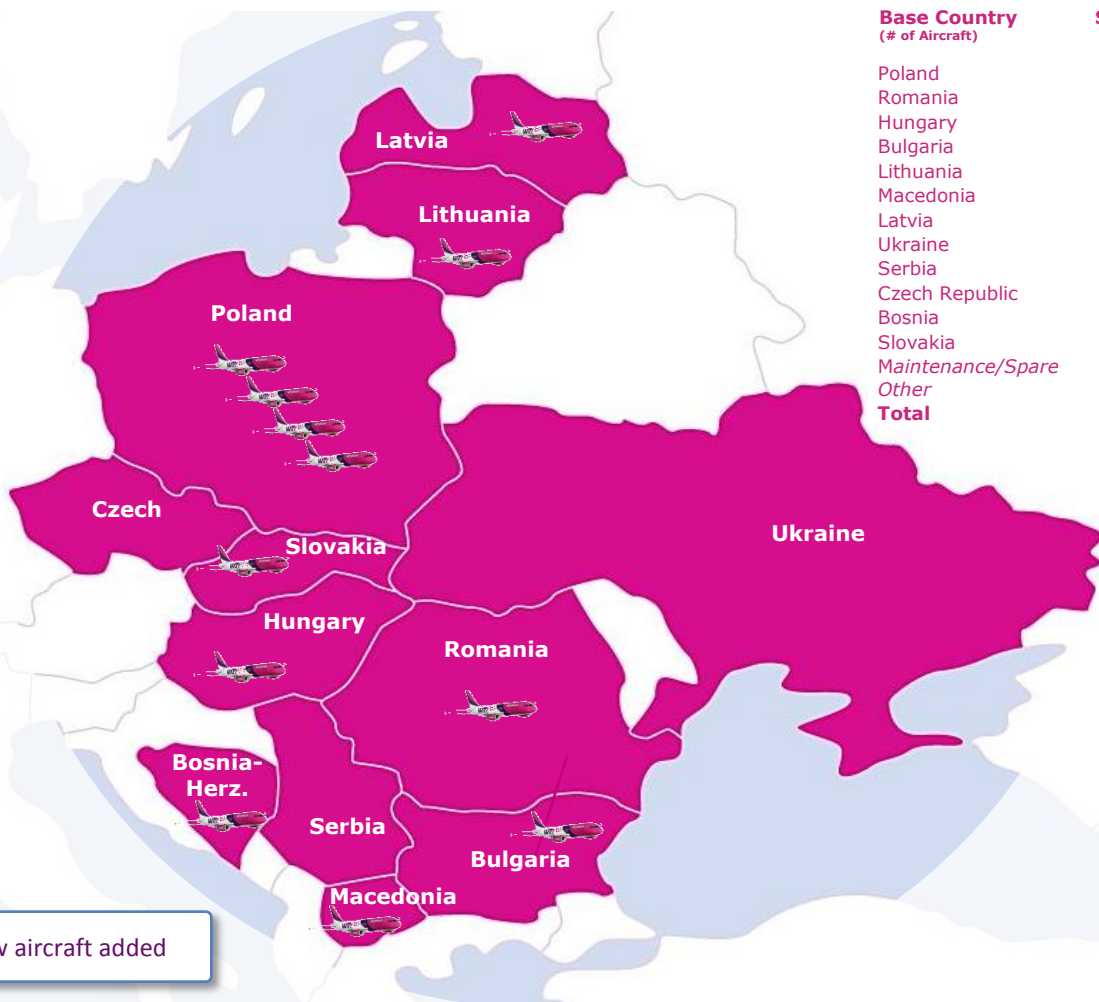
SUMMER 2015 VS. SUMMER 2014

16 New Destinations

UK	+ 3
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

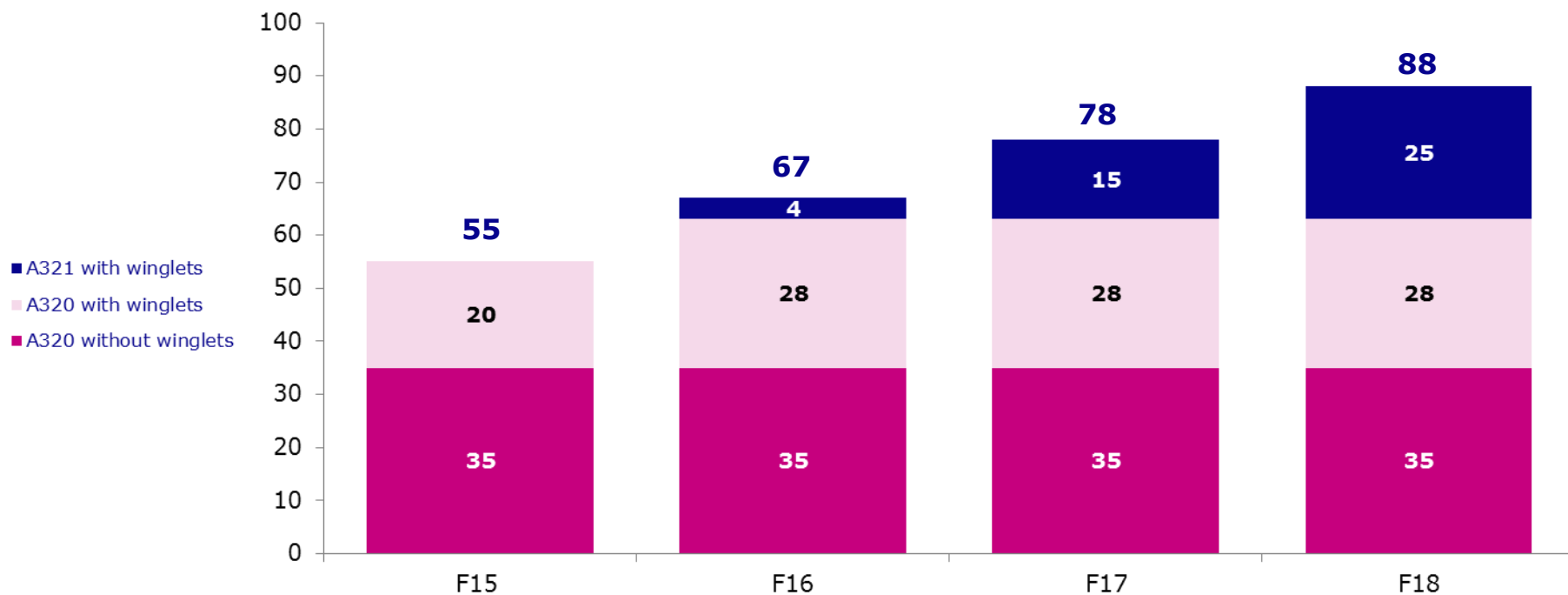
Slovakia
Bosnia & Herzegovina
Poland



Base Country (# of Aircraft)	Sep' 15	Sep' 14
Poland	19	15
Romania	15	14
Hungary	8	7
Bulgaria	5	4
Lithuania	4	3
Macedonia	3	2
Latvia	2	1
Ukraine	1	2
Serbia	1	1
Czech Republic	1	1
Bosnia	1	-
Slovakia	1	-
Maintenance/Spare	2	4
Total	63	54

FLEET ORDER SUPPORTING GROWTH

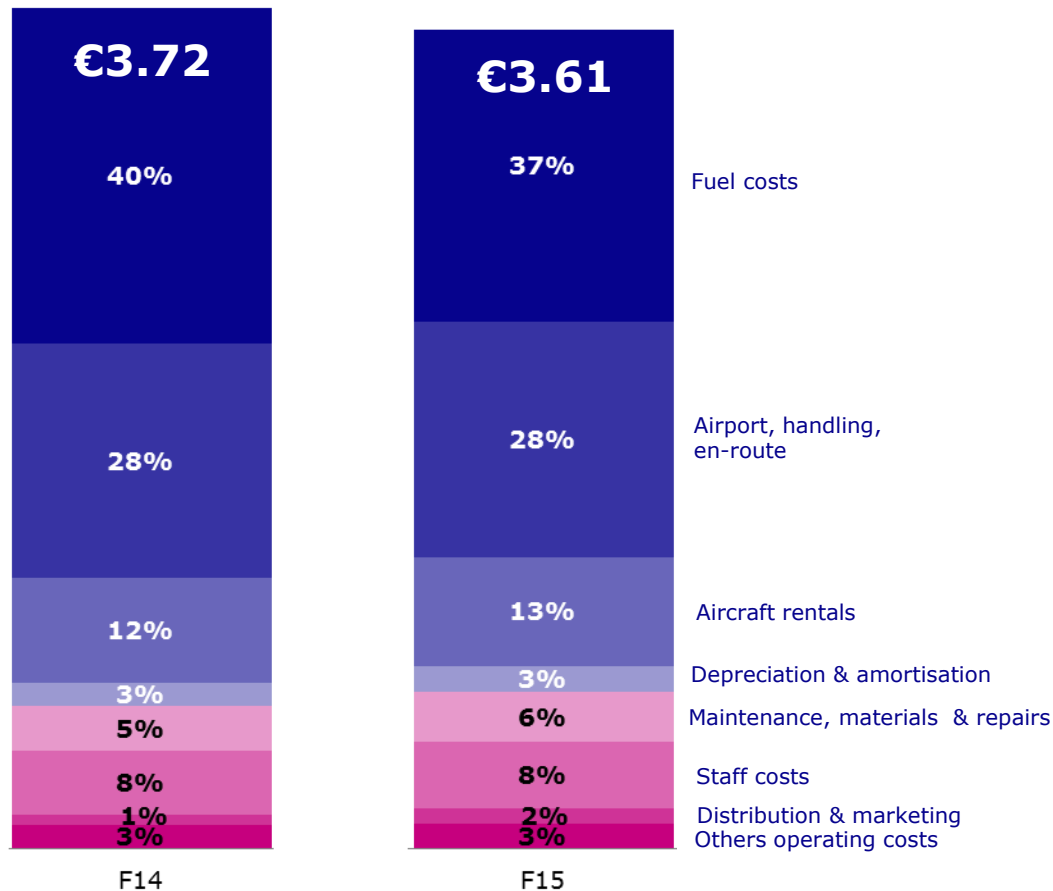
	F15	F16	F17	F18
Average Seat Count	180	183	190	194
Share with Winglets	36%	48%	55%	60%



Source: Company Information

DELIVERING COST LEADERSHIP

CASK (€ cent)



Challenges

- Inflationary pressures
- Infrastructure costs
- US dollar strength

Opportunities

- Fleet development
- Economies of scale
- Improved financial standing

MAXIMISING REVENUE THROUGH ANCILLARY INCOME

Lowest Possible Ticket Prices

+

- **Maximise Appeal to Drive Growth**
- **Influence Customer Behaviour**
- **Reduce Seasonality**
- **Increase Share of Wallet**
- **Leverage Brand**



LARGE CABIN BAG
56 x 45 x 25 cm



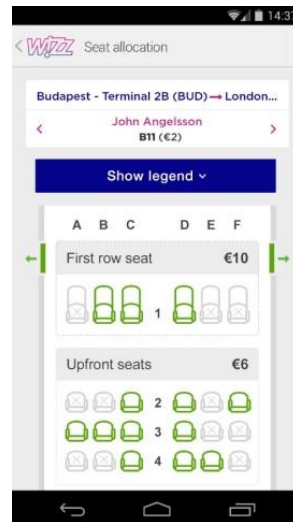
Large cabin
baggage
fees



EVEN BETTER CUSTOMER EXPERIENCE

Recent changes

- New and exciting **destinations**
- Fully **allocated seating**
- “**Plus Fare**” categories
- **Mobile** enhancements



Geneva → Cluj-Napoca			
BASIC ⓘ		PLUS ⓘ	
normal price	WIZZ Discount Club ⓘ	normal price	WIZZ Discount Club ⓘ

Coming in F16

- **Website** upgrades
- Launch **mobile site**
- **Lowest Fare Finder** function
- **Wizz Tours** package holidays available in **more countries** throughout 2015
- New deliveries of A320 and A321 in **new livery**
- **New interior** in A321 from November
- **New uniforms** with refreshed brand colors



WIZZ BRAND WORLD

WHERE OPPORTUNITY FLIES!

BRAND PLUS



MANIFESTO

WE BELIEVE THAT
TRAVEL
PROVIDES
OPPORTUNITIES
THAT CAN MAKE LIFE
&  THE WORLD
AROUND
US **BETTER.**

That's why, at WIZZ, we're committed to making sure that everyone, everywhere can **benefit from travel at the lowest prices** possible and to setting high benchmarks in safety and reliability

CLOSING COMMENTS

- ULCC is the right model for our markets
- Delivering substantial growth in revenue and profit
- Dynamics of the market remain compelling
- Market leader in CEE
- Fleet plan supports our growth and cost goals
- Well placed to deliver long term shareholder value

THANK YOU FOR YOUR ATTENTION



APPENDIX

UNDERLYING PERFORMANCE

	Operating Profit		Profit for the year	
	2015	2014	2015	2014
Statutory (IFRS) profit measure	167.3	109.8	183.2	87.7
Exceptional items:				
Settlement received from card acquirer		(6.3)		(6.3)
Cost of extending and revaluing convertible debt			2.5	
Translation gain relating to closure of Wizz Air Ukraine Airlines LLC			(14.5)	
IPO related costs	2.8		2.8	
Total exceptional adjustments	2.8	(6.3)	(9.2)	(6.3)
Unrealised foreign exchange (gains)/losses			(27.8)	6.1
Underlying profit performance	170.1	103.5	146.2	87.5

2015 QUARTERLY PERFORMANCE

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

*Excluding exceptional IPO item of €2.8m booked above EBIT

2015 QUARTERLY OPERATIONAL KPI

CAPACITY	Q1 F15	Q2 F15	Q3 F15	Q4 F15
Number of aircraft at end of period	52	54	55	55
Equivalent aircraft	48.98	52.97	53.81	54.37
Utilisation	13.21	13.79	11.58	11.71
Total block hours	58,882	67,228	57,323	57,278
Total flight hours	51,130	58,303	49,678	49,625
Revenue departures	25,760	29,408	25,234	25,225
Average departures per day per aircraft	5.78	6.03	5.10	5.16
Seat capacity	4,636,800	5,293,440	4,542,120	4,540,500
Average aircraft stage length (km)	1,546	1,557	1,526	1,525
Total ASKs ('000 km)	7,166,210	8,243,829	6,930,347	6,926,124

OPERATING DATA				
RPKs ('000 km)	6,247,691	7,438,576	5,859,747	5,804,809
Load factor	83.48%	86.88%	84.59%	83.57%
Number of passenger segments	4,054,654	4,791,171	3,841,956	3,794,687
Fuel price (average) (US\$ per ton) (including hedging impact and into-plane premium)	1,053	1,046	976	849
Foreign exchange rate (average) (US\$/€) (including hedging impact)	1.37	1.34	1.31	1.26

INCOME STATEMENT

	2015 € million	2014* € million
Passenger ticket revenue	793.8	658.7
Ancillary revenue	433.5	353.1
Total revenue	1,227.3	1,011.8
Staff costs	(83.4)	(68.3)
Fuel costs	(396.6)	(360.6)
Distribution and marketing	(18.8)	(10.9)
Maintenance materials and repairs	(62.0)	(48.4)
Aircraft rentals	(137.1)	(112.4)
Airport, handling and en-route charges	(297.7)	(250.4)
Depreciation and amortisation	(33.9)	(25.4)
Other expenses	(30.5)	(25.6)
Total operating expenses	(1,060.0)	(902.0)
Operating profit	167.3	109.8
<i>Comprising</i>		
– operating profit excluding exceptional item	167.3	103.5
– exceptional item	—	6.3
Financial income	1.8	0.4
Financial expenses	(8.1)	(7.8)
Net foreign exchange gain/(loss)	16.2	(7.0)
Exceptional foreign exchange gain on closure of subsidiary operation	14.5	-
Net financing costs	24.4	(14.4)
Profit before income tax	191.7	95.4
Income tax expense	(8.5)	(7.7)
Profit for the year	183.2	87.7
Earnings per share (Euro/share)	14.43	10.04
Diluted earnings per share (Euro/share)	6.91	5.21

* Restated
Source: Company Information

BALANCE SHEET

€ million

ASSETS	2015	2014	Change
Non-current assets	431.5	320.9	110.6
Property, plant and equipment	247.1	221.8	25.3
Restricted cash	70.4	38.6	31.8
Other non-current assets	114.0	60.5	53.5
Current assets	589.0	264.3	324.7
Restricted cash	3.2	3.8	(0.6)
Cash and cash equivalents	448.6	185.6	263.0
Other current assets	137.2	74.9	62.3
Total assets	1,020.5	585.2	435.3
EQUITY AND LIABILITIES			
Total equity	459.9	159.9	300.0
Non-current liabilities	155.8	79.8	76.0
Borrowings	3.8	4.2	(0.4)
Convertible debt	27.0	—	27.0
Other non-current liabilities	273.3	75.9	197.4
Current liabilities	404.8	345.5	59.3
Borrowings	0.4	16.0	(15.6)
Deferred income	188.7	152.6	36.1
Convertible debt	0.3	43.2	(42.9)
Other current liabilities	215.4	133.7	81.7
Total equity and liabilities	1,020.5	585.2	435.3

Source: Company Information

CASH FLOW

	2015 € million	2014* € million
Profit before tax	191.7	95.4
<i>Adjustments for:</i>		
Depreciation	32.5	24.2
Amortisation	1.4	1.2
Financial income	(44.2)	(0.4)
Financial expense	8.1	12.9
Loss on sale of property, plant and equipment	-	-
Share based payment charges	0.2	0.1
Cash flows from operating activities	189.7	133.4
Changes in working capital		
(Increase)/decrease in trade and other receivables	(35.9)	5.3
(Increase)/decrease in restricted cash	(24.4)	6.5
Increase in derivatives	(25.9)	-
(Increase)/decrease in deferred interest	(0.3)	-
Increase in inventory	(2.6)	(0.9)
Increase in provisions	1.0	0.1
Increase in trade and other payables	17.5	7.8
Increase in deferred income	59.1	50.5
Cash generated by operating activities before tax,	178.2	202.7
Comprising		
- cash flow excluding exceptional item	177.2	197.4
- exceptional item	1.0	5.3
Income tax paid	(4.2)	(6.3)
Net cash generated by operating activities	174.0	196.4
Purchase of aircraft maintenance assets	(36.3)	(54.9)
Purchase of available for sale financial asset	-	(1.0)
Purchases of tangible and intangible assets	(7.3)	(6.5)
Advances paid for aircraft	(74.6)	(72.6)
Refund of advances paid for aircraft	68.2	40.8
Interest received	0.2	0.2
Net cash used in investing activities	(49.8)	(94.0)
Proceeds from the issue of share capital	149.1	-
Interest paid	(3.7)	(4.3)
Commercial loan repaid	(6.1)	(14.9)
Net cash generated from/(used in) financing activities	139.3	(19.2)
Net increase in cash and cash equivalents	263.5	83.2
Cash and cash equivalents at the beginning of the year	185.6	103.5
Effect of exchange rate fluctuations on cash and cash equivalents	(0.5)	(1.1)
Cash and cash equivalents at the end of the year	448.6	185.6

* Restated

Source: Company Information

SELECTED KPI'S

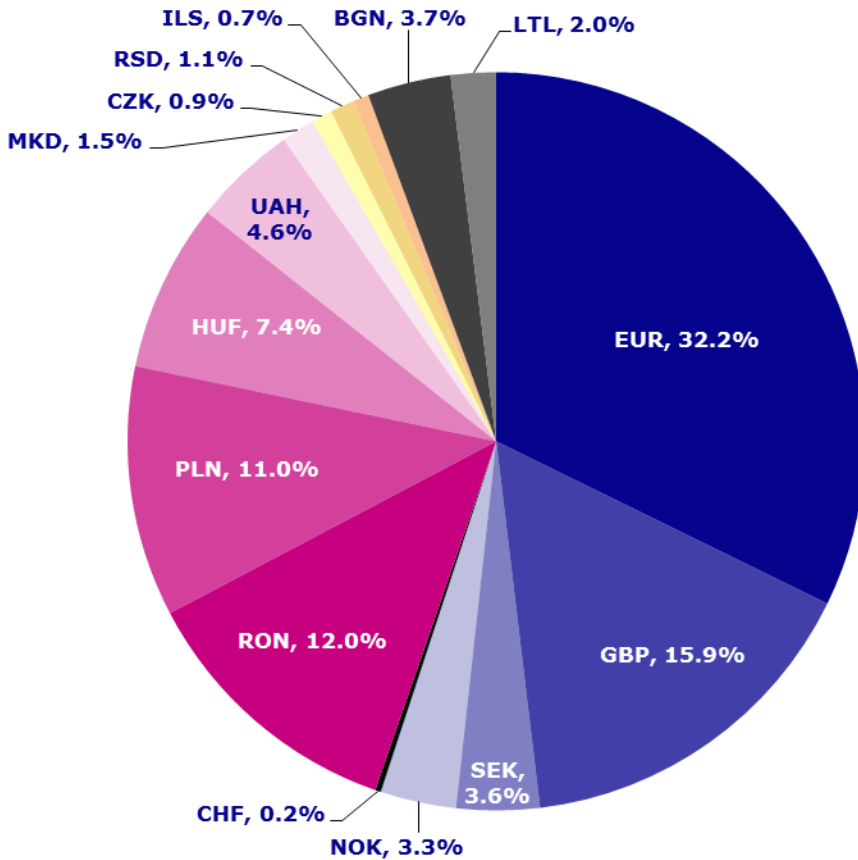
	2015	2014
CAPACITY		
Number of aircraft at end of period	55	46
Equivalent	52.53	44.4
Utilisation	12.6	12.4
Total block hours	240,711	200,991
Total flight	208,736	174,515
Revenue	105,627	90,293
Average departures per day per aircraft	5.51	5.57
Seat capacity	19,012,860	16,252,560
Average aircraft stage length (km)	1,539	1,500
Total ASKs ('000 km)	29,266,510	24,385,031
OPERATING DATA		
RPKs ('000 km)	25,350,823	20,867,032
Load factor	86.69%	85.69%
Number of passenger segments	16,482,468	13,926,541
Fuel price (average) (US\$ per ton) (including hedging impact and into-plane premium)	986	1,069
Foreign exchange rate (average) (US\$/€) (including hedging impact) .	1.32	1.34

SELECTED FINANCIAL KPI'S

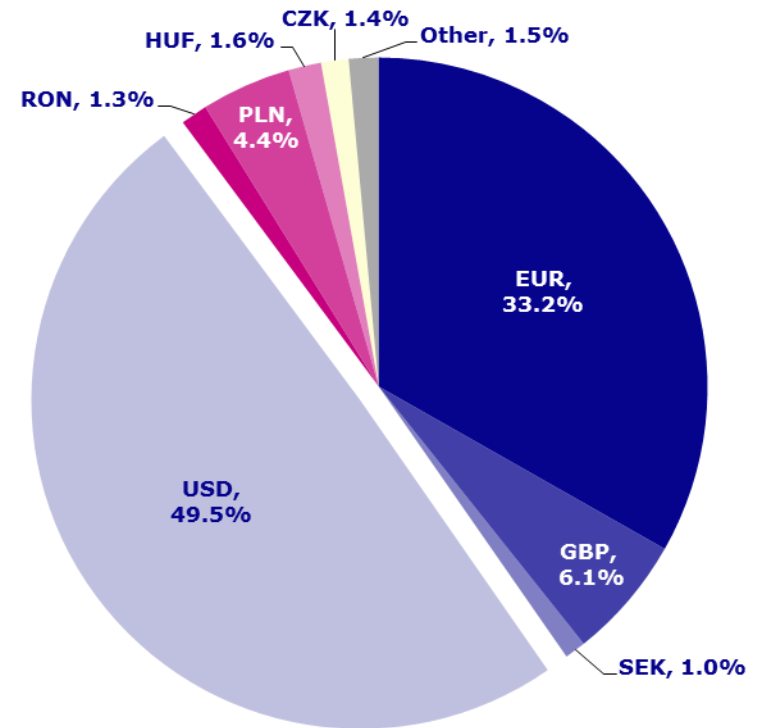
	2015	2014
Yield (€ cents)	4.84	4.85
Average revenue per seat (€)	64.55	62.26
Average revenue per passenger	74.46	72.65
RASK (€ cents)	4.19	4.15
CASK (including exceptional item) (€ cents)	3.62	3.70
CASK (excluding exceptional item) (€ cents)	3.61	3.72
Ex-fuel CASK (including exceptional item) (€ cents)	2.27	2.22
Ex-fuel CASK (excluding exceptional item) (€ cents)	2.26	2.25
Passenger ticket revenue (€'000)	793,798	658,719
Ancillary revenue (€'000)	433,486	353,097

CURRENCY BREAKDOWN

Revenues



Operating Costs



Source: Company Information

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