

# WIZZ AIR HOLDINGS PLC

Q1 F27 Results Presentation

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## Q1 Presentation Speakers



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# Q1 F27 – absorbing cost pressures and high growth

Successfully delivered on guidance on all key drivers

Q1 ASKs +15%  
YoY



Seats +25%,  
Passengers  
+25%



Load factor  
broadly flat YoY



Q1 RASK -8%  
YoY



Q1 ex-fuel unit  
costs -2%



- Q1 capacity and pricing in line with guidance
- Strong ex-fuel CASK performance and stable Load Factor
- Improved operational efficiency with OTP (A15) up 3.6ppts YoY to 82.7% and the completion rate up 75bps to 99.9%
- Strong cash position of €2.21bn. 37% 12mth rolling liquidity ratio one of strongest in industry
- 27 engine-related groundings at end Q1 vs 41 a year ago. End F27 groundings expected to be in the range of 15-20 aircraft
- Current trading resilience, with Q2 RASK expected to be down low-single digit on 20% ASK growth
- Positive fuel hedge positions in place with 39% of H1 F28 now hedged in the range of US\$776 to US\$864 per metric tonne
- Leveraging growth into improving ex-fuel costs in key areas such as airports and labour

# Q1 PAT in line with expectations

| Summary data (€m)           | Q127           | Q126           | YoY (%)      |
|-----------------------------|----------------|----------------|--------------|
| Ticket revenue              | 807            | 799            | 1%           |
| Ancillary revenue           | 700            | 629            | 11%          |
| <b>Total Revenue</b>        | <b>1,507</b>   | <b>1,428</b>   | <b>6%</b>    |
| Fuel cost                   | (611)          | (438)          | 39%          |
| Non-fuel cost               | (793)          | (689)          | 15%          |
| Other (costs)/income        | 43             | (1)            | nm           |
| <b>EBITDA</b>               | <b>147</b>     | <b>300</b>     | <b>(51%)</b> |
| Depreciation & amortization | (331)          | (273)          | 21%          |
| <b>Operating costs</b>      | <b>(1,691)</b> | <b>(1,401)</b> | <b>21%</b>   |
| Operating profit/(loss)     | (183)          | 27             | nm           |
| Net financing (cost)/income | (54)           | (44)           | 23%          |
| FX (loss)/gain              | (15)           | 65             | nm           |
| Pre-tax profits             | (252)          | 48             | nm           |
| Tax (charge)/credit         | 54             | (10)           | nm           |
| Net profits pre-minorities  | (198.2)        | 38.4           | nm           |
| Minorities                  | (0.4)          | 0.9            |              |
| <b>PAT</b>                  | <b>(198.6)</b> | <b>39.3</b>    |              |

| Unit data                                 | Q127        | Q126        | YoY (%)      |
|-------------------------------------------|-------------|-------------|--------------|
| Ticket RASK (€ c)                         | 2.17        | 2.47        | -12.1%       |
| Ancillary RASK (€ c)                      | 1.88        | 1.94        | -3.1%        |
| <b>TOTAL RASK</b>                         | <b>4.05</b> | <b>4.41</b> | <b>-8.1%</b> |
| ASKs (bn)                                 | 37.2        | 32.4        | 14.9%        |
| Average stage length                      | 1,592       | 1,738       | -8.4%        |
| Seats (m)                                 | 23.4        | 18.6        | 25.4%        |
| Passengers (m)                            | 21.2        | 17.0        | 25.1%        |
| Load Factor                               | 90.9%       | 91.1%       | -0.2pp       |
| <b>Fleet utilisation: block hours/day</b> | <b>Q127</b> | <b>Q126</b> | <b>YoY</b>   |
| per aircraft                              | 10:01       | 10:03       | -0.3%        |
| per operating aircraft                    | 11:36       | 12:23       | -6.3%        |

## Summary

- Stage length down -8.4% YoY to 1,592kms due to network optimisation
- Seats up 25.4% YoY, load factor broadly stable
- Total RASK down 8.1% YoY
- PAT decrease substantially reflects higher fuel bill

# Unit cost driven by fuel and peak CEO redelivery schedule

| Costs (€m)                      | Q127           | Q126           | yoy (€m)     | Q127 CASK (€c) | Q126 CASK (€c) | YoY(%)        |
|---------------------------------|----------------|----------------|--------------|----------------|----------------|---------------|
| Fuel cost                       | (611)          | (438)          | (172)        | (1.64)         | (1.35)         | 21.3%         |
| Staff costs                     | (178)          | (157)          | (21)         | (0.48)         | (0.48)         | (1.2%)        |
| Maintenance                     | (130)          | (111)          | (19)         | (0.35)         | (0.34)         | 2.1%          |
| Airport, handling & en route    | (444)          | (384)          | (61)         | (1.19)         | (1.18)         | 0.8%          |
| Depreciation & amortization     | (331)          | (273)          | (58)         | (0.89)         | (0.84)         | 5.6%          |
| Distribution & marketing        | (41)           | (37)           | (3)          | (0.11)         | (0.11)         | (5.0%)        |
| Other (costs)/income            | 43             | (1)            | 45           | 0.12           | (0.00)         | nm            |
| <b>Total operating expenses</b> | <b>(1,691)</b> | <b>(1,401)</b> | <b>(290)</b> | <b>(4.54)</b>  | <b>(4.32)</b>  | <b>5.1%</b>   |
| Net interest cost               | (54)           | (44)           | (10)         | (0.15)         | (0.14)         | <b>7.0%</b>   |
| <b>Total</b>                    | <b>(1,745)</b> | <b>(1,445)</b> | <b>(300)</b> | <b>(4.69)</b>  | <b>(4.46)</b>  | <b>5.1%</b>   |
| <b>Ex-Fuel</b>                  | <b>(1,134)</b> | <b>(1,007)</b> | <b>(128)</b> | <b>(3.05)</b>  | <b>(3.11)</b>  | <b>(1.9%)</b> |

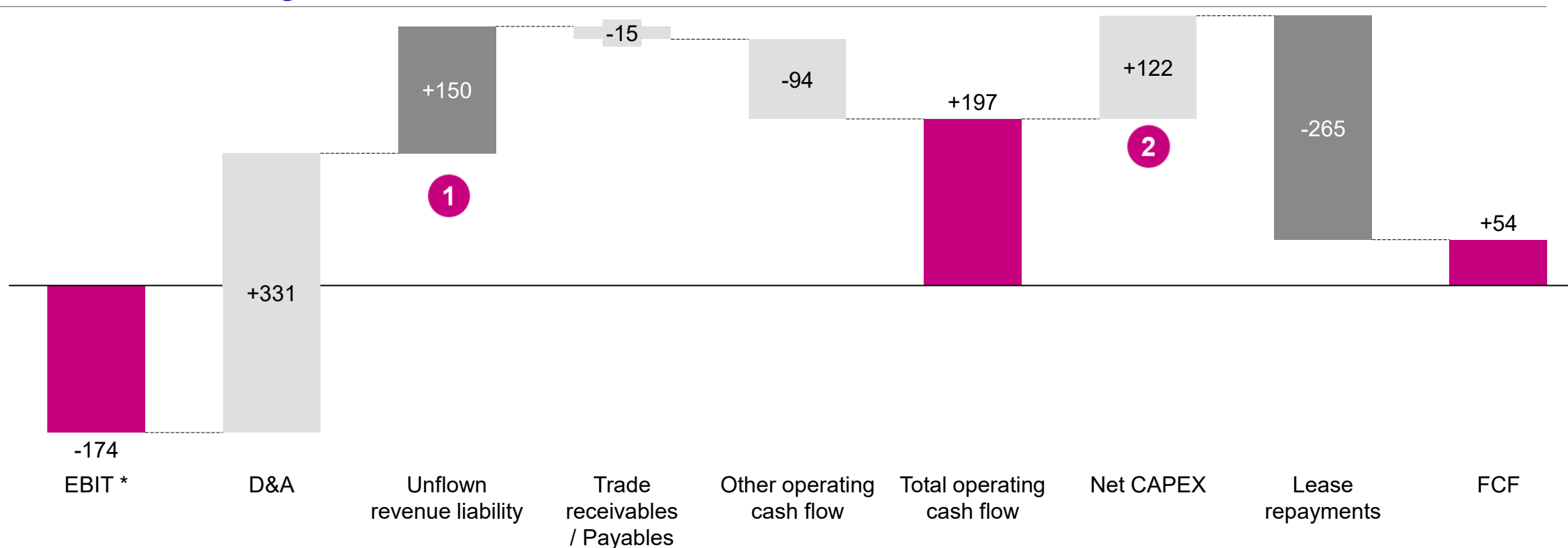
| Other (costs) / income            | Q127      | Q126       | yoy (€m)  | Q127 CASK (€c) | Q126 CASK (€c) | YoY(%)    |
|-----------------------------------|-----------|------------|-----------|----------------|----------------|-----------|
| Sale and leasebacks               | 53        | 28         | 25        | 0.14           | 0.09           | 65%       |
| Credits & compensation            | 45        | 69         | (24)      | 0.12           | 0.21           | (43%)     |
| Disruption costs                  | (9)       | (34)       | 25        | (0.02)         | (0.10)         | (77%)     |
| Wet leases                        | -0        | (9)        | 9         | -0             | (0.03)         | (100%)    |
| Overheads and others              | (46)      | (55)       | 10        | (0.12)         | (0.17)         | (28%)     |
| <b>Total other (costs)/income</b> | <b>43</b> | <b>(1)</b> | <b>44</b> | <b>0.12</b>    | <b>(0.00)</b>  | <b>nm</b> |

## Summary

- Ex-fuel CASK down 1.9%
- Ex-fuel costs per passenger down 10.3% YoY
- While 'Others' helped the ex-fuel cost number, this line was better due to lower costs rather than additional income.
- Lower disruption costs of note while higher SLB profits were offset by lower compensation payments from reduced groundings
- Higher depreciation and maintenance unit costs as guided, given the CEO returns cycle
- Positive trends in airports and staff costs derived in part from Wizz's densification programme and new airport deals.
- Airport unit costs down 4.5% YoY driven by a return to volume growth

# Q1 FCF in positive territory

## Q1 EBIT to FCF bridge



### Balance sheet - key data

|                          | Q127  | Q126  |
|--------------------------|-------|-------|
| Total cash (€bn)         | 2.21  | 2.13  |
| Net debt (€bn)           | 5.13  | 4.94  |
| Net debt/12mth EBITDAR   | 4.4x  | 4.4x  |
| 12 month liquidity ratio | 36.9% | 35.0% |

- 1 Continued build-up in forward bookings
- 2 Benefit of adjusted PDP schedule and timing of SLBs still evident

\* EBIT including €9m of recognised FX gains

# Four forces impacting Q1 unit revenue



Source: internal estimates

# Outlook

## Capacity

Q2 ASKs up circa 20% YoY, seats up high twenties percent

## Load Factor

H1 Flat YoY

## RASK

Q2 RASK down low single digits (supported by stage length reduction), notwithstanding unprecedented capacity growth

## Costs

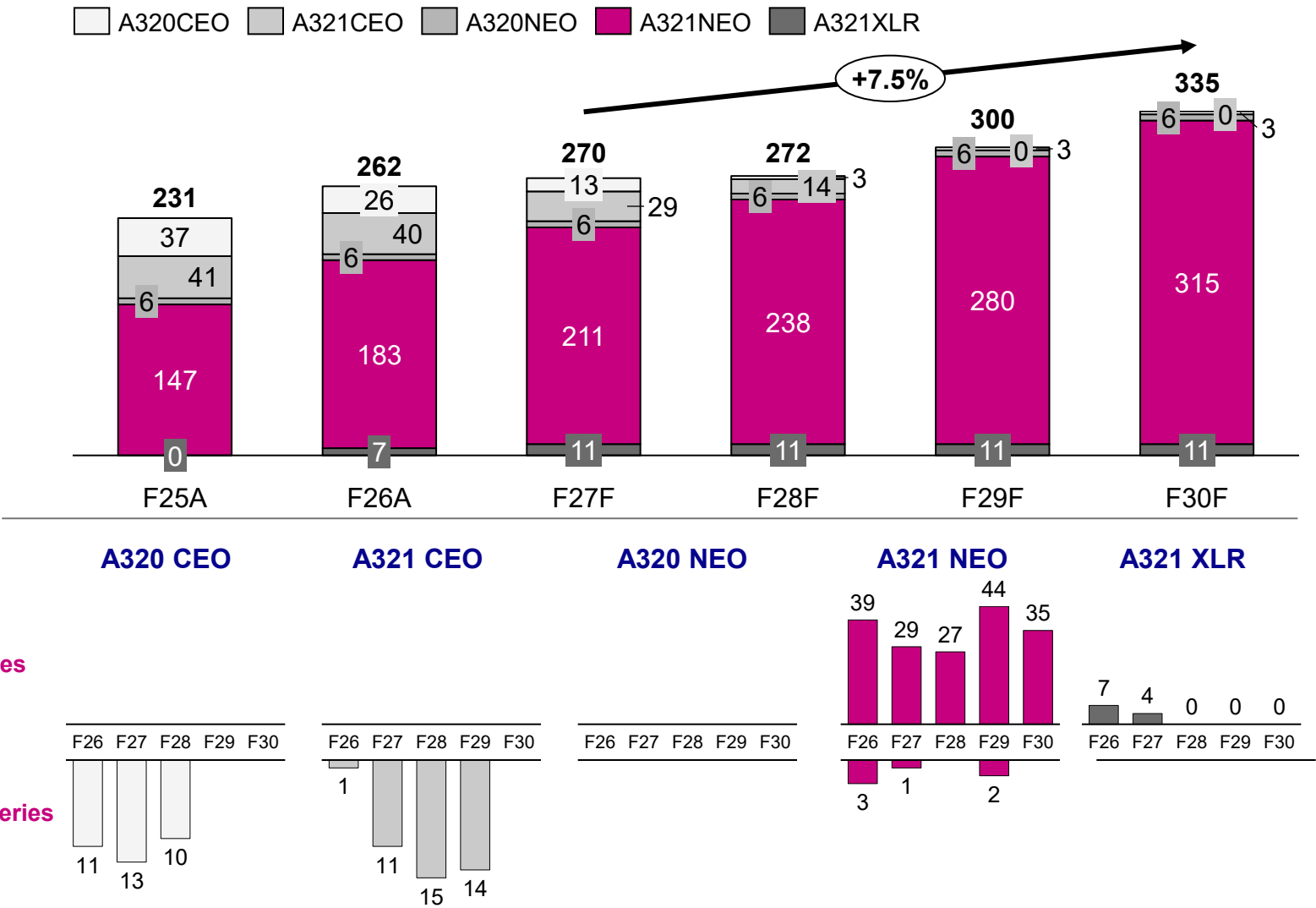
Q2 fuel CASK up mid-to-high single digits (based on current market prices)  
H1 ex-fuel CASK up low single digit YoY



**THANK YOU**

# Fleet and capacity growth to slow from next year

Strategic upsizing to all-NEO fleet sees 11% 3yr CAGR in seats F27 to F30, outpacing the 7.5% growth in aircraft



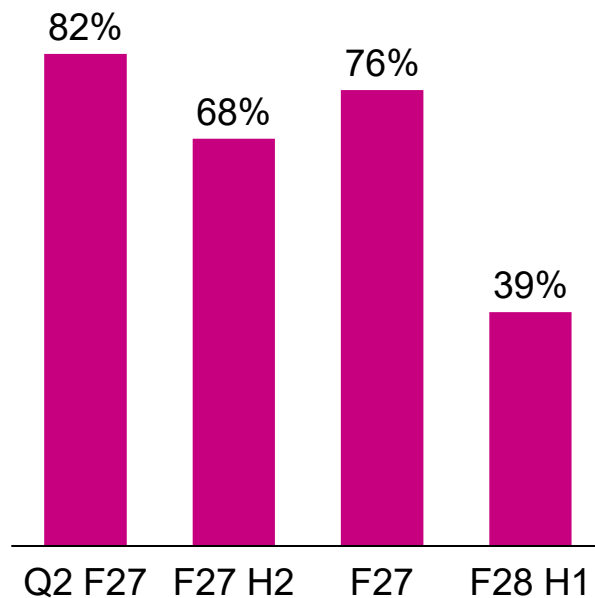
## Summary

- Q2 seat capacity growth expected to be up high 20% YoY, ASKs up circa 20%
- 2 fewer A321neos being delivered this year than previously planned. Deferred until F29
- CEO retirement cycle will see related depreciation costs fall in F28
- All GTF related grounded aircraft to be flying by end calendar 2027

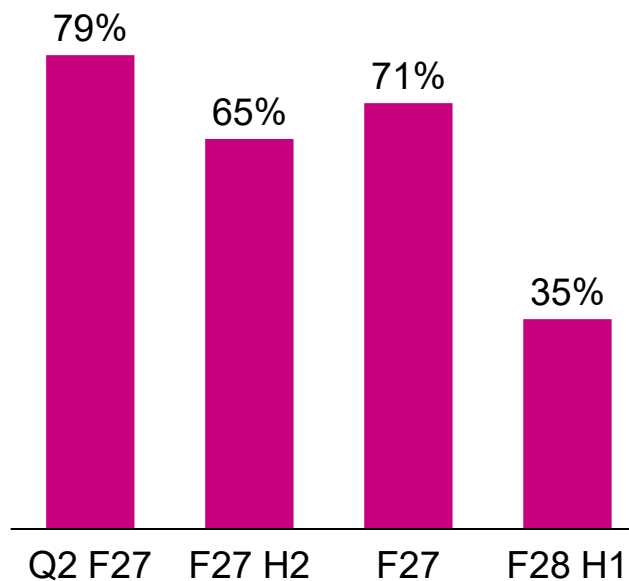
# Hedges being built for Summer 2027

As at close on July 29

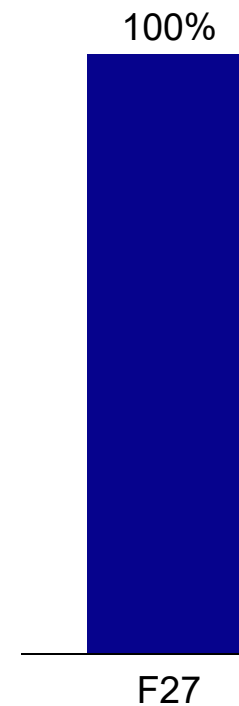
## FUEL



## FX €/US\$



## EU/UK ETS\*



## % of US\$ leases covered \*\*



|                     |     |     |     |     |      |      |      |      |
|---------------------|-----|-----|-----|-----|------|------|------|------|
| Av. ceiling US\$/MT | 837 | 820 | 819 | 864 | 1.17 | 1.21 | 1.19 | 1.20 |
| Av. floor US\$/MT   | 775 | 749 | 750 | 776 | 1.13 | 1.17 | 1.15 | 1.18 |

\*Inclusive of free allowances

\*\* portion of net USD exposure (USD lease liabilities/(USD cash & cash deposits + hedges)

**Note:** Jet fuel hedge for the 9mths to March 2027 stands at 73% in the range of US \$759-826/MT. For the same period, FX cover stands at 69% at \$1.1586/\$1.1945.