

Q3 F20 | **WIZZ AIR HOLDINGS PLC**

RESULTS FOR THE THREE MONTHS TO DEC '19



Q3 F20 | RECORD PROFIT ON +23% PAX GROWTH

- ➔ **23% passenger growth to 10 million and delivered +2% RASK in Q3**
- ➔ **Strong ex-fuel CASK performance of -5.6% in Q3**
- ➔ **Record Q3 net profit of €21m (versus broadly breakeven last year)**
- ➔ **Expansion continues with 105 new routes announced in F20**
- ➔ **Announcement to establish Wizz Air Abu Dhabi in 2020**
- ➔ **FY net profit guidance raised to between €350m and €355m**

Q3 F20 | LEADING LCC IN CEE

Passengers **10m** (+23%)

Aircraft **120** (+14)

Airports **154** (+10)

Bases **25** (unchanged)

Employees **4,800+** (+9.1%)

Countries **45** (+1)

Flights **53,866** (+19%)

Load factor **92.5%** (+1.1ppt)

Utilisation **11.9 hrs** (+5.1%)

Regularity **99.8%** (unchanged)

OTP* **82.1%** (+1.8 ppt)

Q3 F20 | RECORD PROFIT ON 23% GROWTH

Seat growth

+22%

Load factor

+1.1ppt

Passenger growth

+23%

Stage length

+0.5%

ASK growth

+22%

**RASK
+1.9%**

**Ex Fuel-CASK
-5.6%**

**Fuel-CASK
+5.2%**

**CASK
-2.1%**

Revenue (€m)

EBITDA (€m)

EBITDA margin (%)

Net profit (€m)

Net profit margin (%)

Net profit excluding foreign currency loss (€m)

Net profit margin excluding foreign currency loss (%)

Free cash (€m)

F20

F19

Change

637.3

511.3

24.6%

131.6

105.1

25.2%

20.6

20.6

0.1ppt

21.4m

(21.0m)

42.4m

3.4%

(4.1%)

7.5ppt

22.6

(1.1)

23.7m

3.5%

(0.2%)

3.8ppt

1,319.9

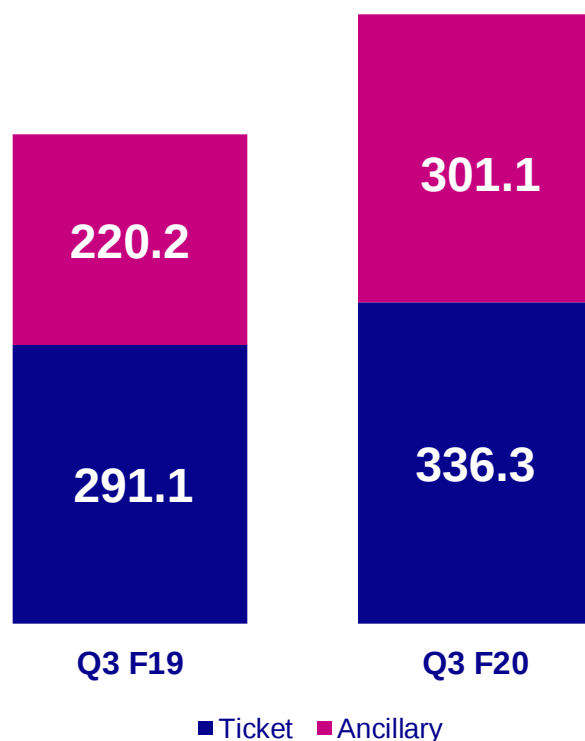
1,093.5

20.7%

Q3 F20 | STRONG REVENUE GENERATION

Revenue (€m)

+25%



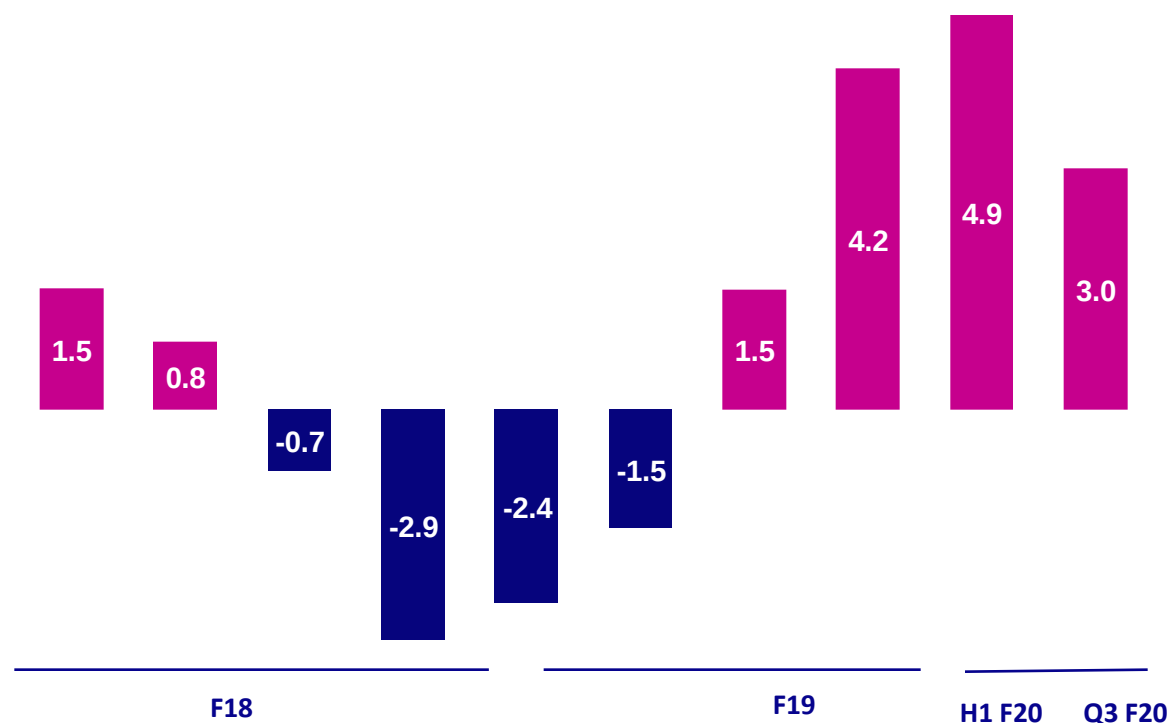
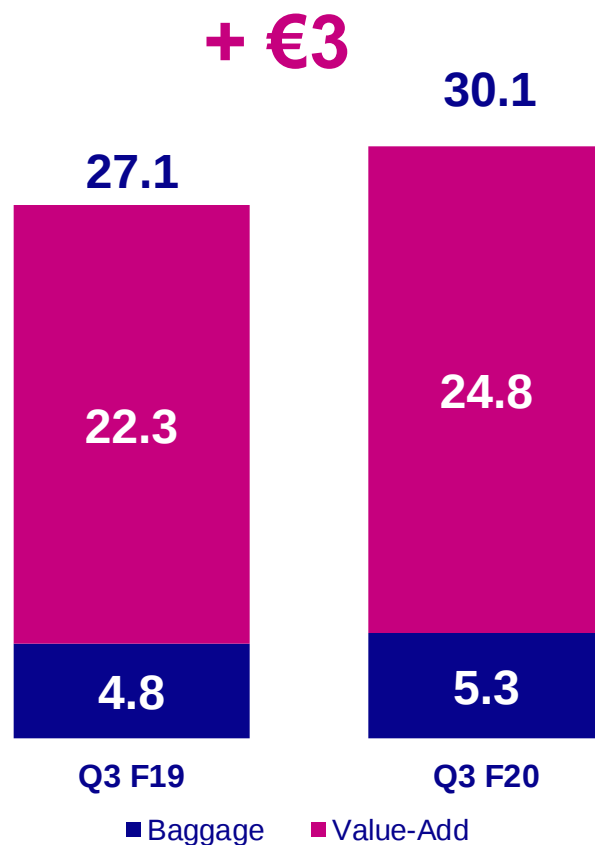
RASK	+ 1.9%
Ancillary per pax	+ 11.0%
Ticket per pax	- 6.2%
Revenue per pax	+ 1.2%

Revenue Drivers

- Continued strength in value-add ancillaries
- Strong GDP growth in CEE
- Faster growth
- Christmas period
- Higher load factor

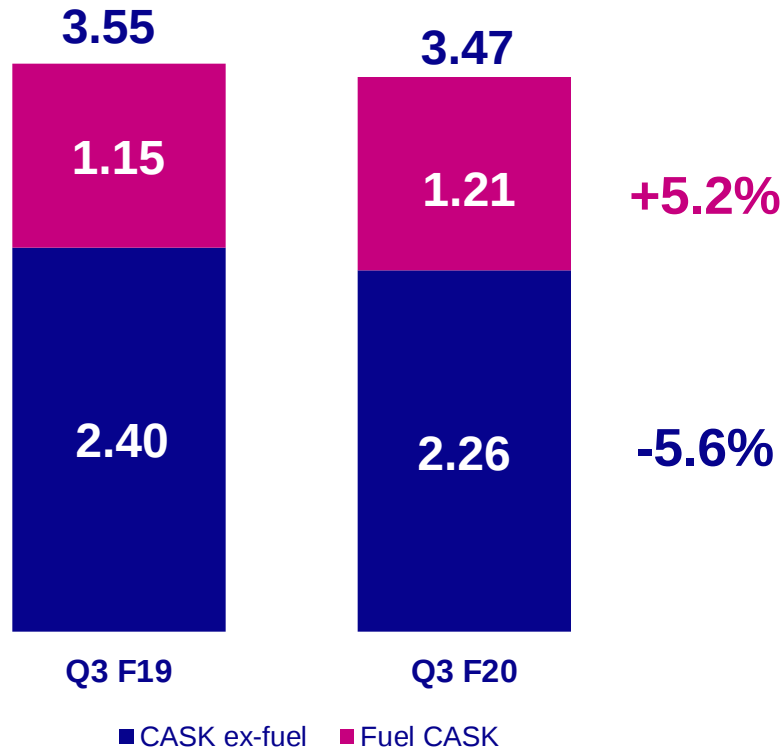
Q3 F20 | ANCILLARIES TREND HIGHER

Ancillary Revenue* €/pax



Q3 F20 | RELENTLESS FOCUS ON COSTS

CASK (€ cent) **-2.1%**

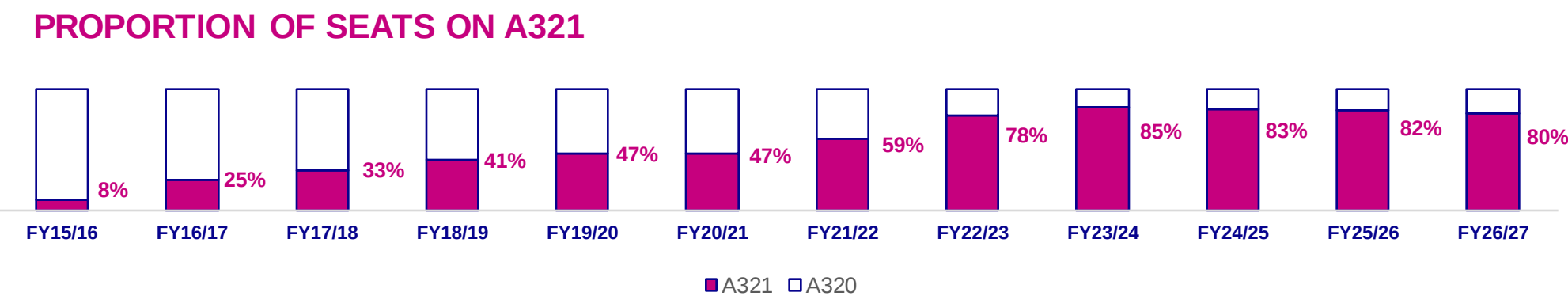
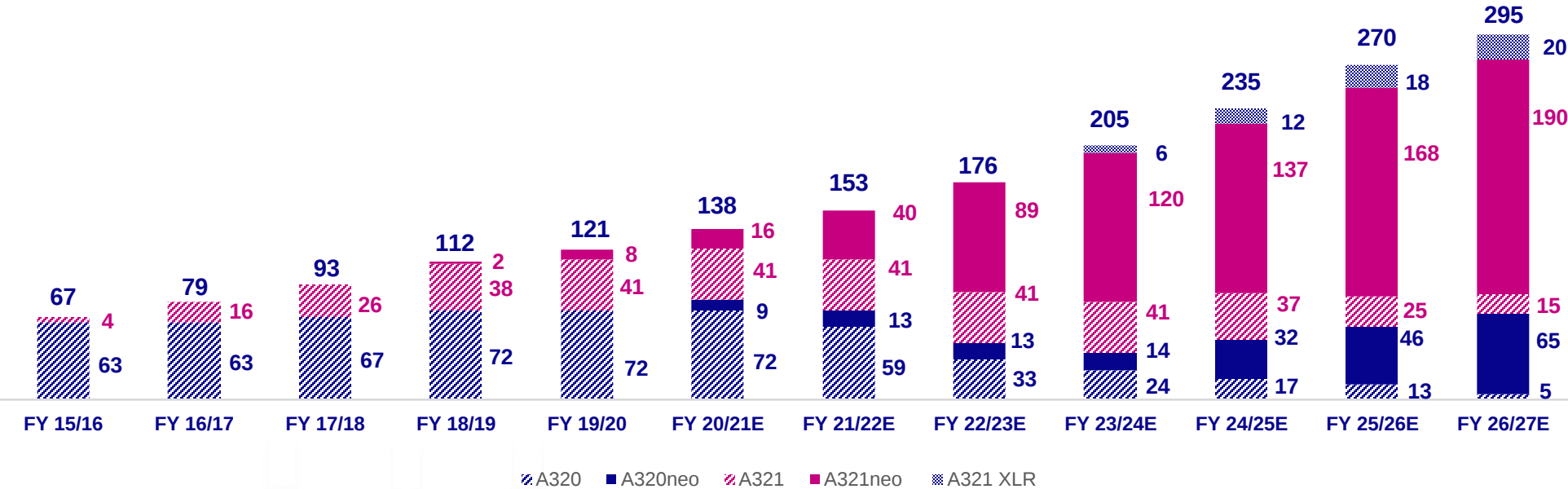


Faster growth
Value creation from A321neo deliveries
High utilization driving unit costs lower
Economies of scale
Interest income from US dollar held cash

CASK € cent*	F20	F19	Change
Fuel	1.21	1.15	0.06
Staff costs	0.33	0.35	(0.02)
Distribution & marketing	0.06	0.06	0.00
Maintenance, materials & repairs	0.26	0.23	0.03
Airport, handling & en-route	0.88	0.90	(0.02)
Depreciation & amortization	0.55	0.58	(0.03)
Other	0.11	0.11	0.00
Net financing charge	0.06	0.16	(0.10)
Total CASK	3.47	3.55	(0.08)

Fuel CASK higher on stronger US dollar and higher carbon prices
Maintenance costs increasing as lease returns events increase

WIZZ | AIRCRAFT ORDER DRIVES LOW-COST GROWTH





269
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER



**INDUSTRY
LEADING
PRICING**



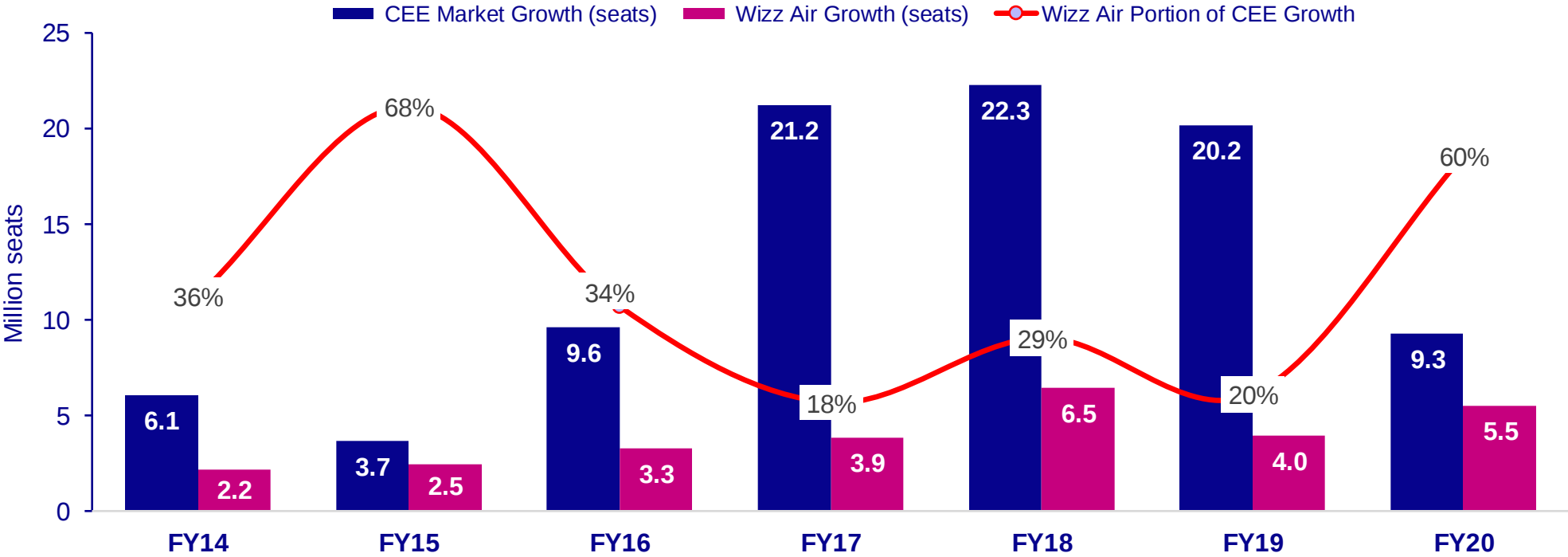
**LOWER
OPERATING
COST**

FULL YEAR F20 | GUIDANCE

Previously

Capacity growth (ASKs)	+ 20%	
Average stage length	Modest increase	
Load Factor	+ 1 %	
Fuel CASK	+ 7 %	
Ex-fuel CASK	-1 %	<i>Slightly negative</i>
Total CASK	+ 2 %	
Revenue per ASK	Slightly positive	
Effective tax rate	5 %	4%
Net Profit	Range €350 – €355 million	Range €335m – €350 million

F20 | STRENGTHENING MARKET LEADING POSITIONS



F20 | STRENGTHENING MARKET POSITIONS

Increasing frequencies

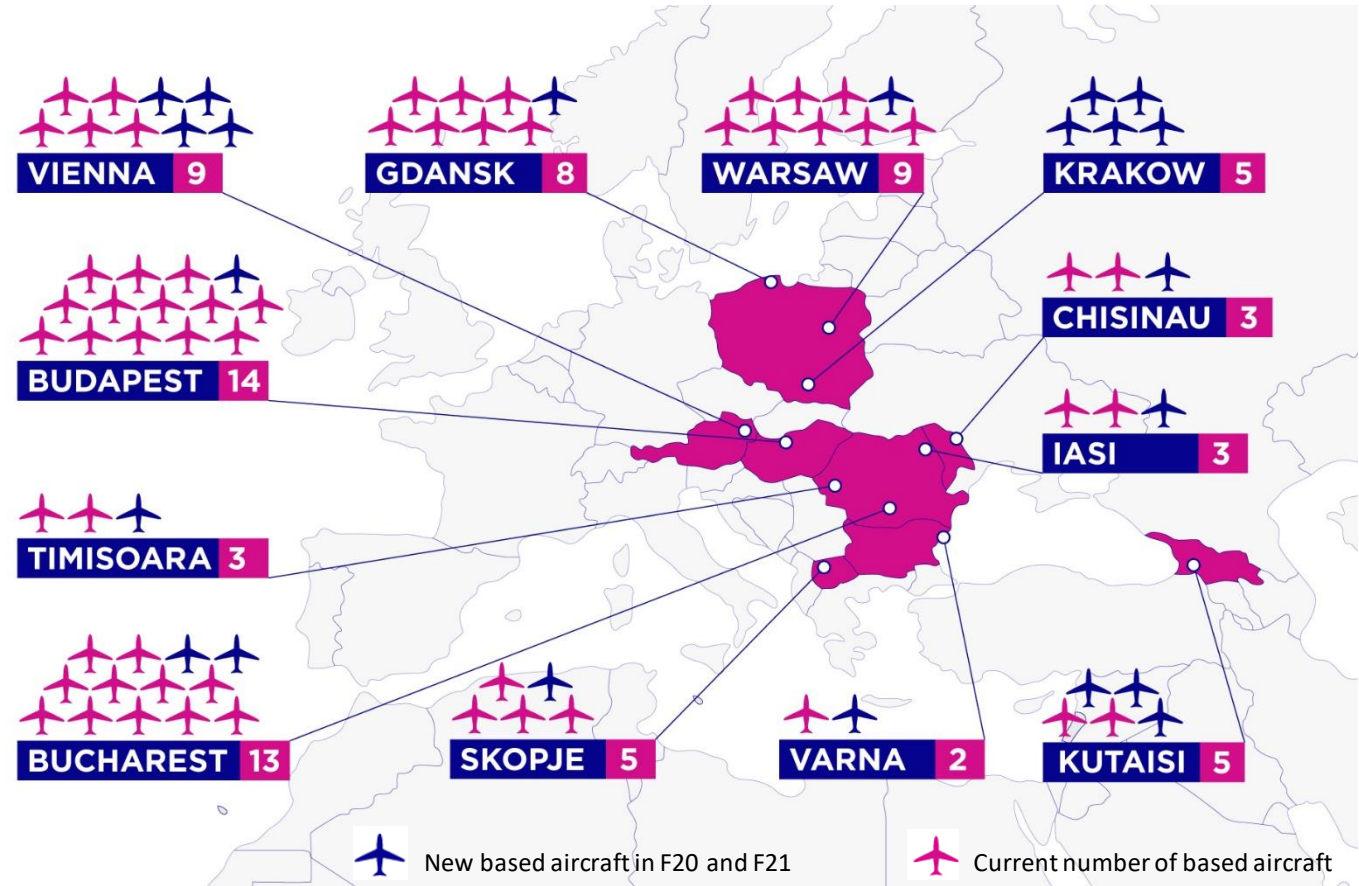
+ 64%

Joining existing airports

+22%

New airports

+14%



+105

**NEW
ROUTES**

**Armenia new
destination country**

2020 | WIZZ AIR ABU DHABI



- Wizz continuing to pioneer in new markets
- UAE vastly underserved by LCCs
- Region undergoing liberalisation
- ULCC model ideal to stimulate significant traffic in the region
- Major contributor to inbound tourism

- In principle agreement to set up a JV with Abu Dhabi Developmental Holding Company
- Royal decree received to set up a UAE airline
- Start of operations planned second half of 2020



WIZZ | STRUCTURAL WINNER IN VIENNA



Fleet
9 A321

Highest seat count
among competitors



Lowest
cost producer



4.1M

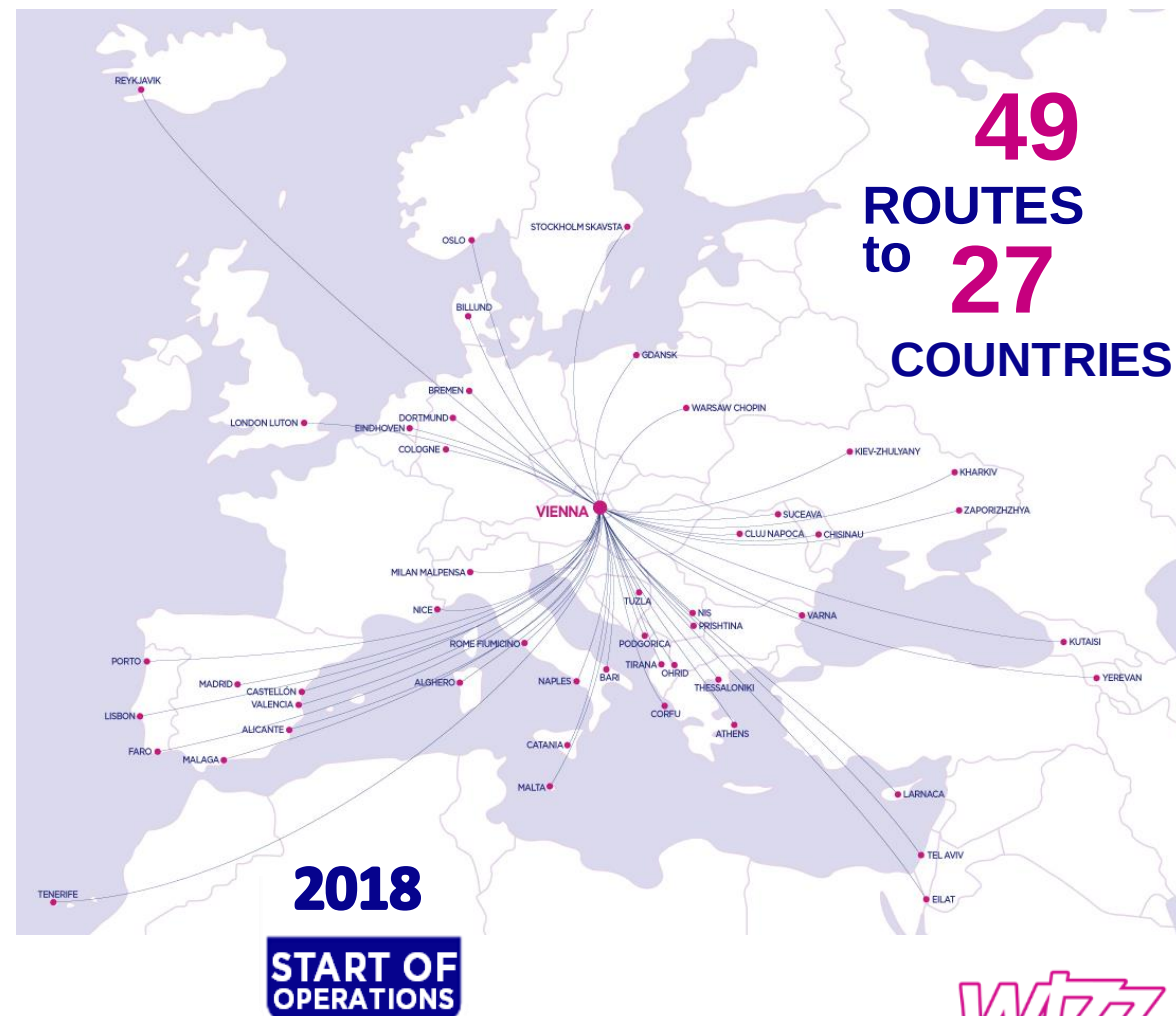
Seats on sale
in 2020

+170%
compared
to 2019



57.3g/RPK

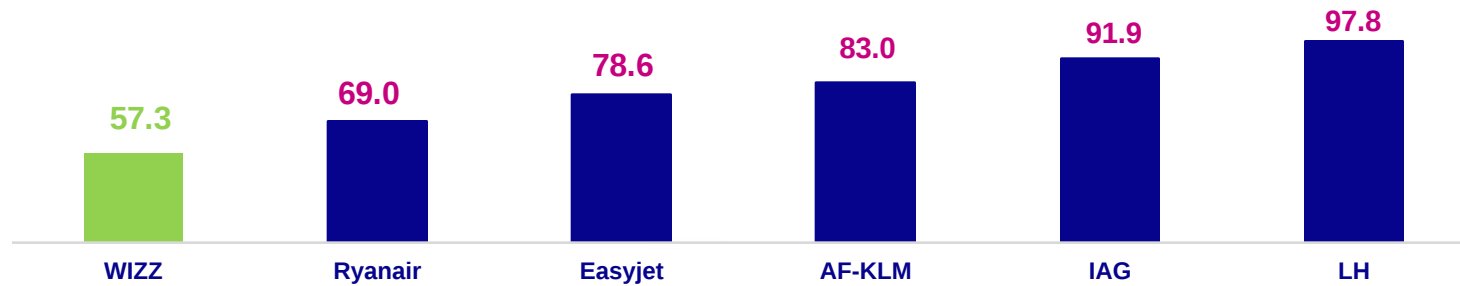
Lowest
CO2 emissions
among
competitors



WIZZ | GREENEST AIRLINE IN EUROPE

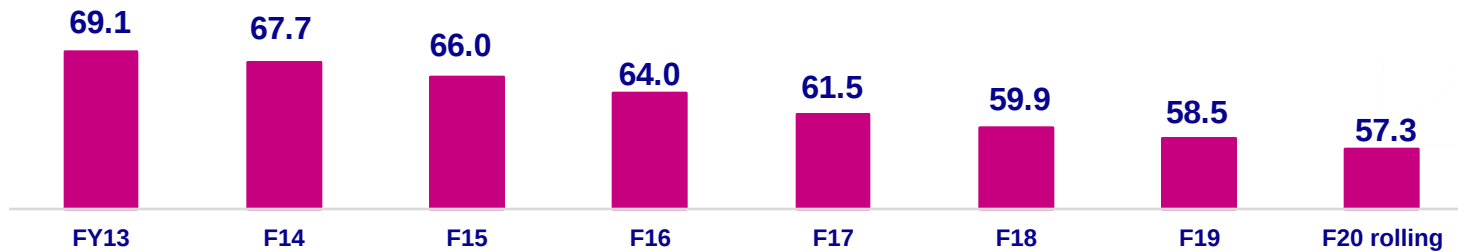
WIZZ AIR WITH THE LOWEST CO2 EMISSION AMONG COMPETITORS

CO2 Emissions (g/RPK)



CONTINUOUS DECLINE OF CO2 EMISSIONS

CO2 Emissions (g/RPK)



BOARD OVERSIGHT OF ESG PROGRAM



-30% CO2/passenger km by 2030

CLOSING COMMENTS

- ➔ Delivering industry leading growth and margins
- ➔ Strong unit revenue and unit cost performance
- ➔ Record Q3 net profit of €21m
- ➔ Announcement to establish Wizz Air Abu Dhabi in 2020
- ➔ Uniquely positioned to deliver significant shareholder value
- ➔ FY net profit guidance raised to between €350m and €355m

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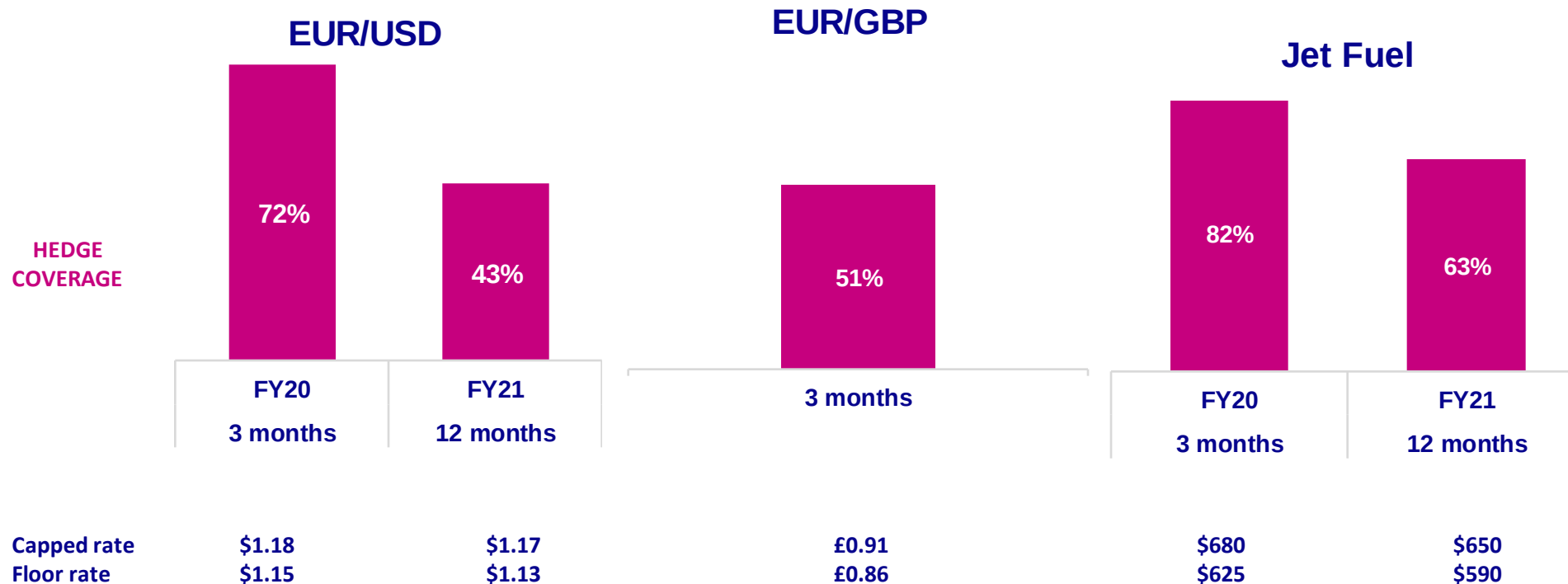
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APPENDIX: HEDGE PROGRAM



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 €1.4 million.
- A one penny movement in the euro/British pound exchange rate impacts the 2020 financial year operating expenses by €0.25 million.
- A \$10 (per metric ton) movement in the price of jet fuel impacts the 2020 financial year fuel costs by \$2.9 million.

Source: Company Information

P&L FOR THE 9 MONTHS ENDED 31 DECEMBER

	9 months ended 31 December 2019	9 Months ended 31 December 2018	Change
	€ million	€ million	%
Passenger ticket revenue	1,292.9	1,149.7	12.5%
Ancillary revenue	1,015.3	734.6	38.2%
Total revenue	2,308.2	1,884.3	22.5%
Staff costs	(176.6)	(149.1)	18.4%
Fuel costs	650.0)	(515.7)	26.0%
Distribution and marketing	(35.0)	(30.3)	15.5%
Maintenance Materials and Repairs	(132.1)	(97.0)	36.2%
Airport, handling and route charges*	(514.2)	(430.7)	19.4%
Depreciation and Amortization	(291.6)	(253.1)	15.2%
Other expenses	(59.5)	(50.6)	17.6%
Total operating expenses	(1,859.0)	(1,526.5)	21.8%
Operating profit	449.2	357.8	25.5%
Financial income	38.1	1.4	
Financial expenses	(72.8)	(70.4)	
Net foreign exchange gain/(loss)	(4.1)	(107.3)	
Net financing costs	(38.9)	(181.0)	
Profit before income tax	410.3	181.6	125.9%
Income tax expense	(17.5)	(2.0)	
Profit for the period from continuing operation	392.9	179.6	118.8%
Profit for the period from discontinued operation	-	(2.5)	
Profit after tax for the year	392.9	177.1	121.9%