



WIZZ AIR HOLDINGS PLC

Q3 F21 RESULTS

28 JANUARY 2021

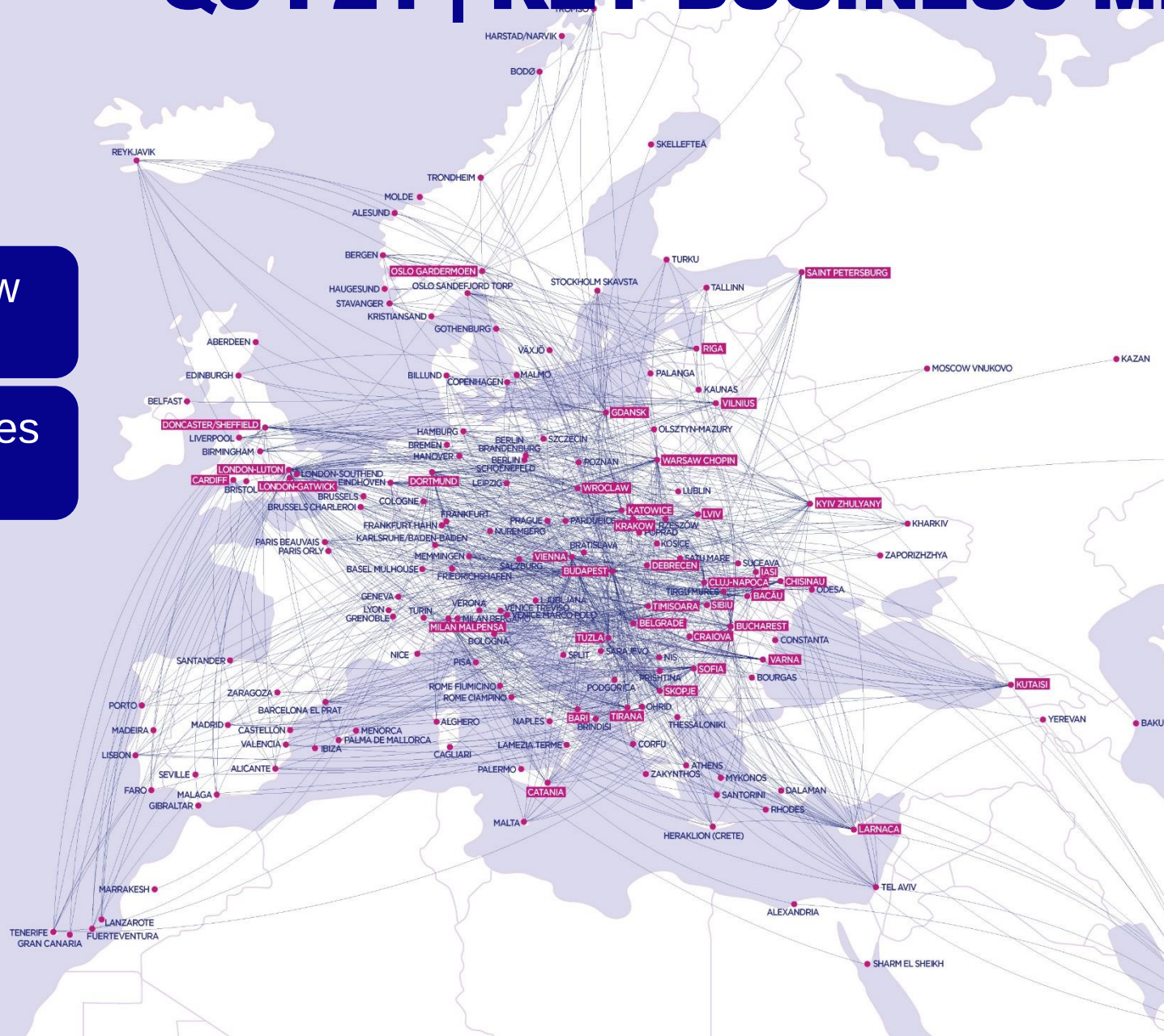
Q3 F21 | HIGHLIGHTS

- ➔ Q3 severely impacted by travel restrictions for industry and Wizz Air**
- ➔ Strong cash balance at EUR 1.2bn end December 2020**
- ➔ Additional EUR 0.5bn liquidity in Jan '21 at favourable cost of capital**
- ➔ Investment grade rated by Moody's (Baa3) / Fitch (BBB-)**
- ➔ Emerging as structural winner supported by investments in:**
 - 1. Fleet renewal – improving structural cost & reducing carbon footprint**
 - 2. A stronger network – for a faster restart**
 - 3. Leadership capacity and capability**

Q3 F21 | KEY BUSINESS METRICS

260+ new
routes

900+ routes
in total



Passengers 2.3m (-77%)

Aircraft* 137 (+17)

Airports 170 (+16)

Bases 39 (+14)

Countries 48 (+3)



2020 Airline of
the Year



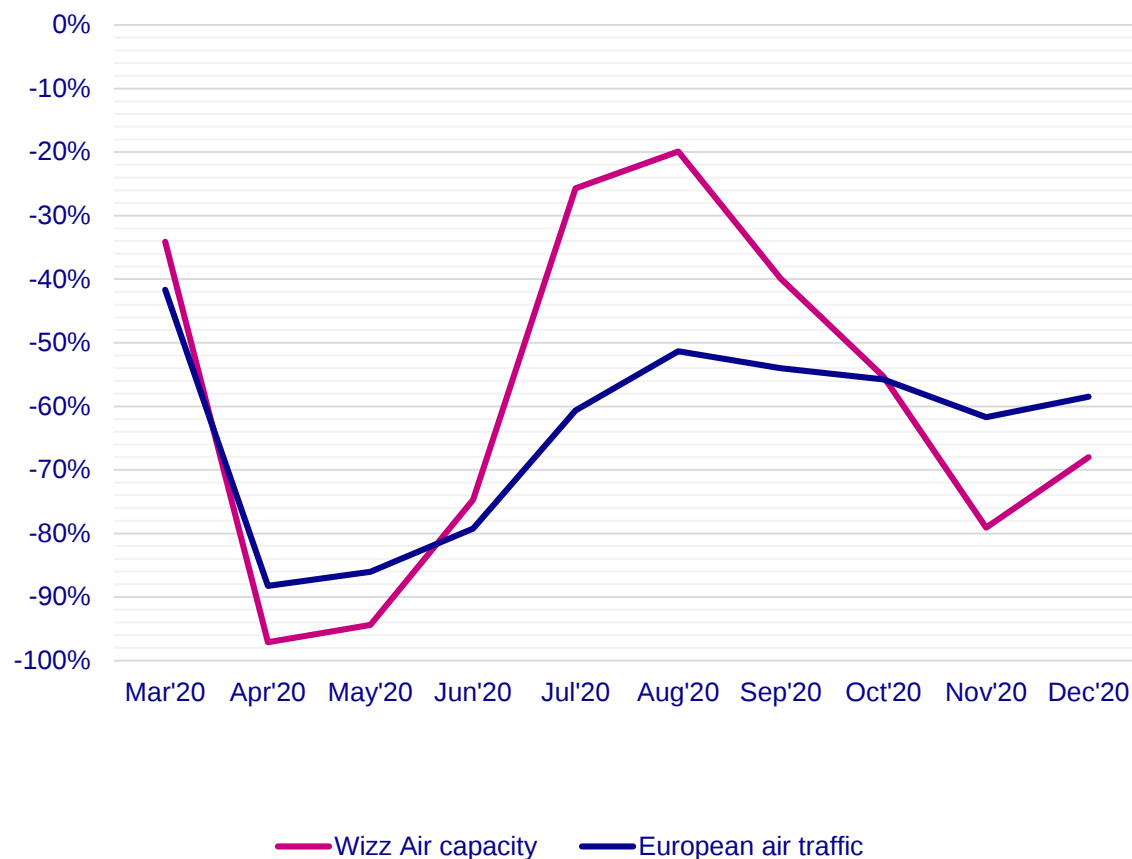
1st airline with
EASA AoC

Q3 F21 | AGILITY IS KEY

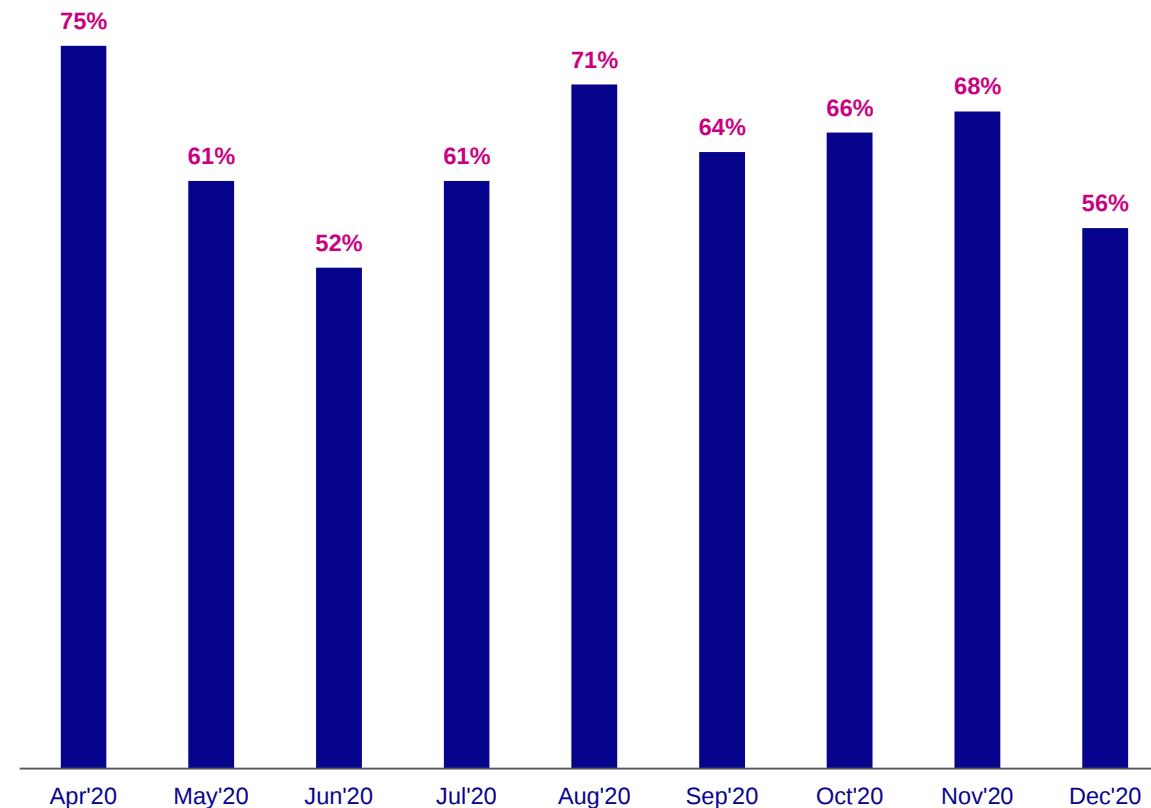
Wizz Air has the agility to ramp up and down as restrictions come and go

European Air Traffic versus Wizz Air Capacity

% Decline vs. 2019



Wizz Air Load Factors



Q3 F21 | FOCUS ON COST AND CASH

	<u>Q3 F21</u>	<u>Q3 F20</u>	<u>Change</u>
Revenue (€m)	149.9	637.3	(76.5%)
Underlying EBITDA (€m)*	(40.9)	130.8	n.m.
<i>Underlying EBITDA margin (%)</i>	<i>(27.3)</i>	20.5	n.m.
Statutory net profit (€m)*	(116.4)	21.1	n.m.
<i>Statutory net profit margin (%)</i>	<i>(77.7)</i>	3.3	n.m.
Underlying net profit (€m)*	(114.5)	21.1	n.m.
<i>Underlying net profit margin (%)</i>	<i>(76.4)</i>	3.3	n.m.

Q3 F21 | FOCUS ON COST AND CASH

	<u>CASK €cents</u>		<u>Absolute cost €m</u>		<u>Change</u>
	Q3 F21	Q3 F20	Q3 F21	Q3 F20	
Fuel	1.01	1.21	56.2	213.8	(73.7%)
Staff costs	0.60	0.33	33.3	58.2	(42.9%)
Distribution & marketing	0.09	0.06	4.9	10.6	(53.5%)
Maintenance, materials & repairs	0.76	0.27	42.1	47.4	(11.1%)
Airport, handling & en-route	0.86	0.88	47.9	156.4	(69.4%)
Depreciation & amortization	1.78	0.55	99.0	97.0	2.1%
Other expense/(income)	0.15	0.11	8.3	20.1	(58.8%)
<u>Net of financial expense/(income)*</u>	<u>0.34</u>	<u>0.06</u>	<u>18.7</u>	<u>10.9</u>	<u>71.6%</u>
Total CASK*	5.58	3.47	310.4	614.4	(49.5%)
Ex-Fuel CASK*	4.57	2.27	254.2	400.6	(36.5%)

*excludes net FX gain of 44.6m in Q3 F21 and FX loss of (0.7)m in Q3 F20

Q3 F21 | ANCILLARY STRENGTH

Ancillary/PAX in EUR

+5.9 EUR

36

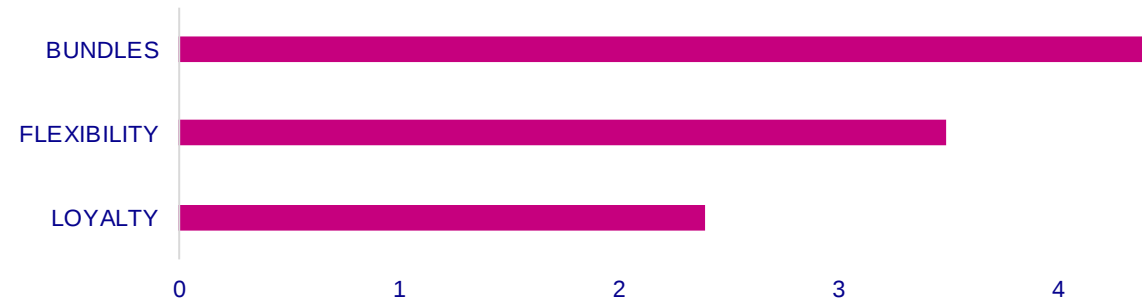
30

Q3 FY20

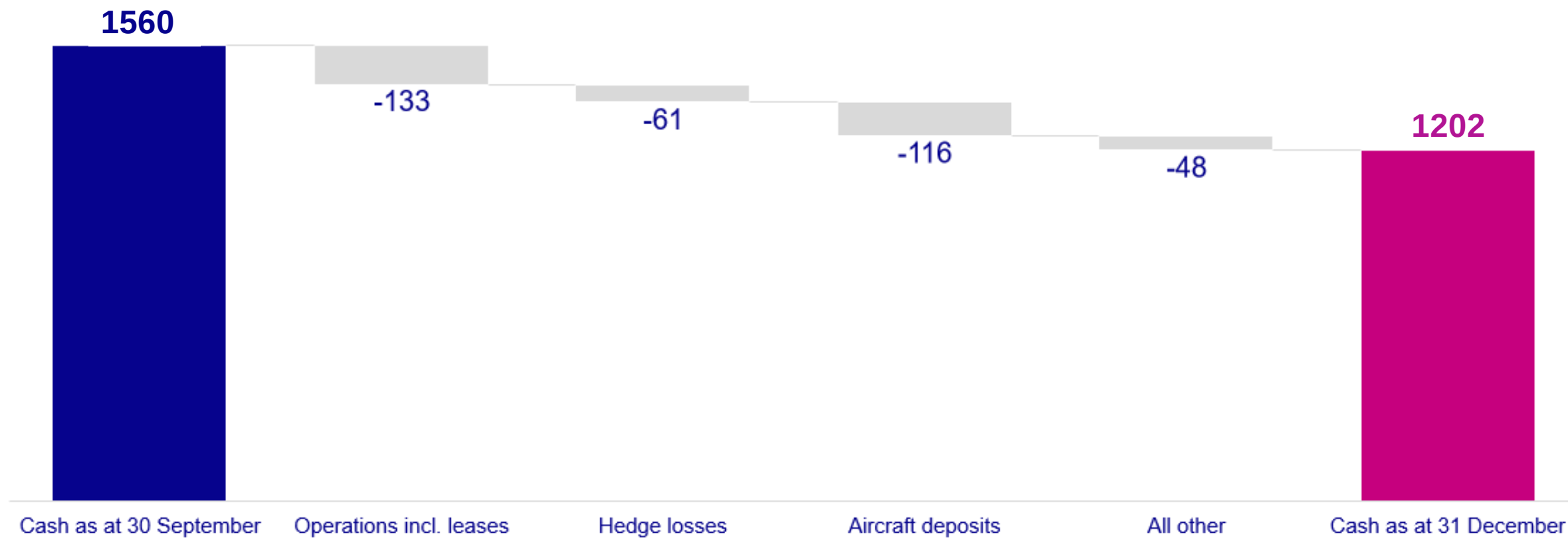
Q3 FY21

- Ancillary revenue represents **54.4% of total revenue**
- Ancillary revenue per pax grew to EUR 36/pax
- Dynamic pricing, new innovative products/features and digital merchandising drive performance
- Strong conversion increase on core WIZZ products

YoY points improvement in conversion for key products

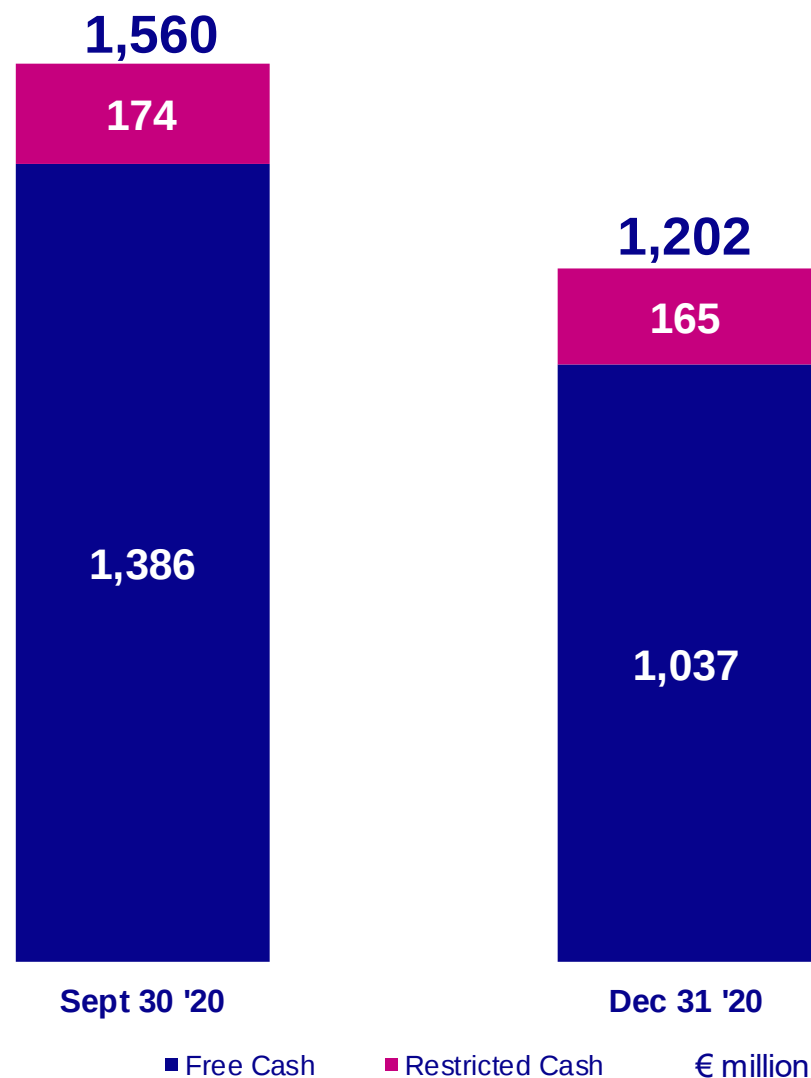


Q3 F21 | LIQUIDITY KEY PRIORITY



*Cash comprises free and restricted cash and cash equivalents

Q3 F21 | INVESTMENT GRADE BALANCE SHEET



- Q3 operational burn of 64.6m EUR per month of which 20.3m EUR per month linked to fuel hedge losses
- Hedge program on hold and outflows decreasing month on month
- Current with refunds to passengers
- Maintained investment grade rating from Fitch / Moody's
- CCFF: £300m in end Sept and end Dec position
- Jan 19th 2021 additional 500m EUR liquidity behind 3 year bond at 1.35% (i.e. not included end Dec '20).
- Continued focus on cost, cash and contribution positive flying

F21 & F22 | FOCUS AREAS

- ➔ Cost and cash burn discipline remains top priority
- ➔ Capacity operated on the basis of cash positive flying
- ➔ Strongly diversified network and integrity of supply chain to allow vertical ramp-up
- ➔ Maintain investment grade rating by Moody's (Baa3) / Fitch (BBB-)
- ➔ Scale our Abu Dhabi operation as restrictions lift
- ➔ Continued digital platform investments and fleet renewal reducing cost and carbon footprint
- ➔ Build capacity at Leadership Team and Board level
- ➔ Continue to drive sustainability initiatives and deliver on our ambitions

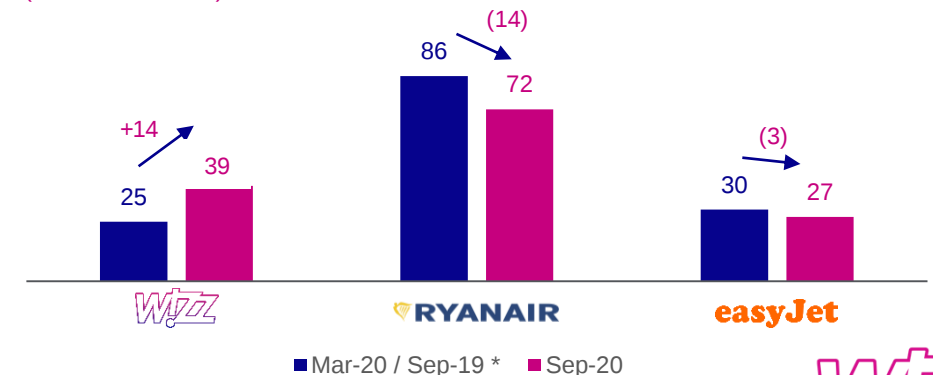
BUILDING A STRONGER, MORE DIVERSE NETWORK

Now 39 bases, added 260+ new routes



- Expanding footprint
- Focus on long-term opportunity over and above short-term demand
- Entered domestic markets in Italy & Norway to diversify and provide more stability

WIZZ Expanding Footprint while Others Withdraw
(Number of Bases)



START OF WIZZ AIR ABU DHABI OPERATIONS



Oct 12th – Wizz Air Abu Dhabi received its AoC



Abu Dhabi targeting vaccinations at 50% by end Mar'21



Jan 15th – Inaugural commercial flight



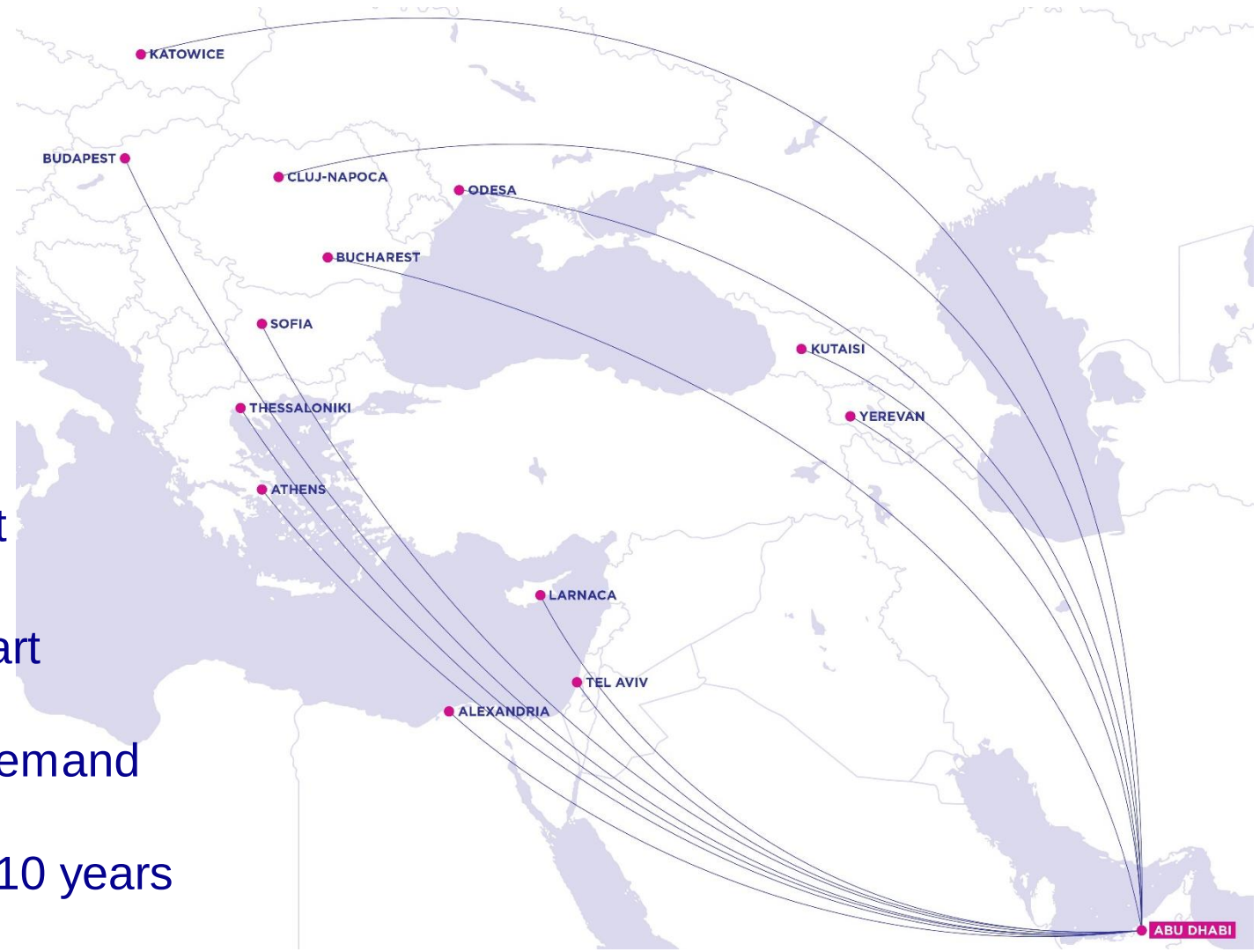
March 1st – Network anticipated to start



4 aircraft ready to service uptake in demand



Ambition to grow to 50 aircraft within 10 years



*The routes from Abu Dhabi to Sofia, Budapest and Bucharest are temporarily moved to Dubai International Airport (DXB).

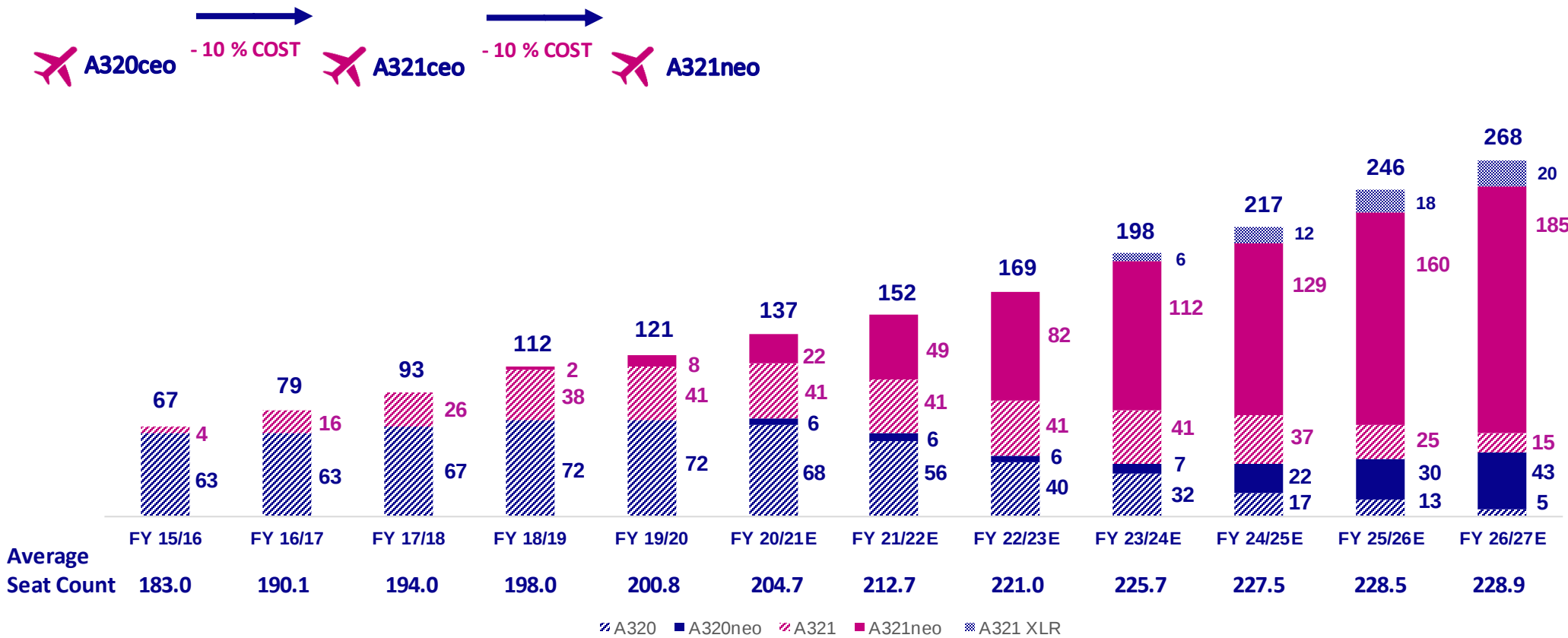
COMMITTED TO OUR FLEET EXPANSION / RENEWAL



A321neo, the **most efficient** narrow body passenger aircraft



Enables a further 33% CO₂/RPK reduction by 2030



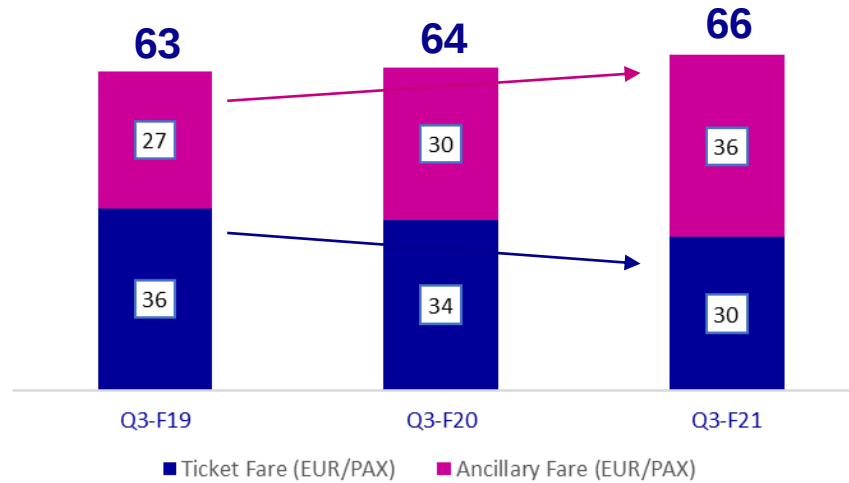

252
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER


**INDUSTRY
LEADING
PRICING**

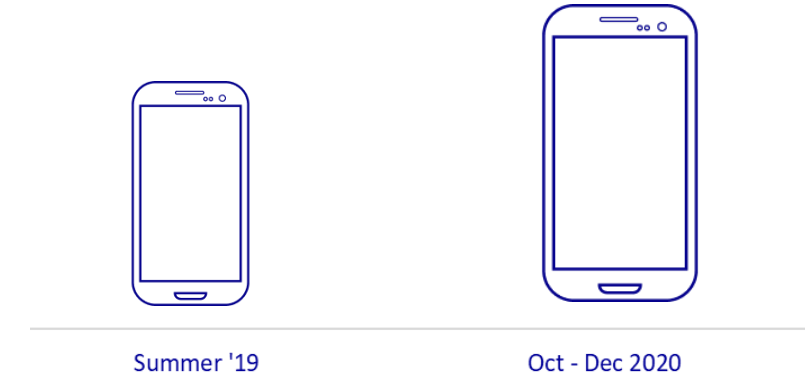

**LOWER
OPERATING
COST**

MORE CHOICE, BETTER VALUE, HASSLE-FREE

Lower ticket fares



Mobile-first



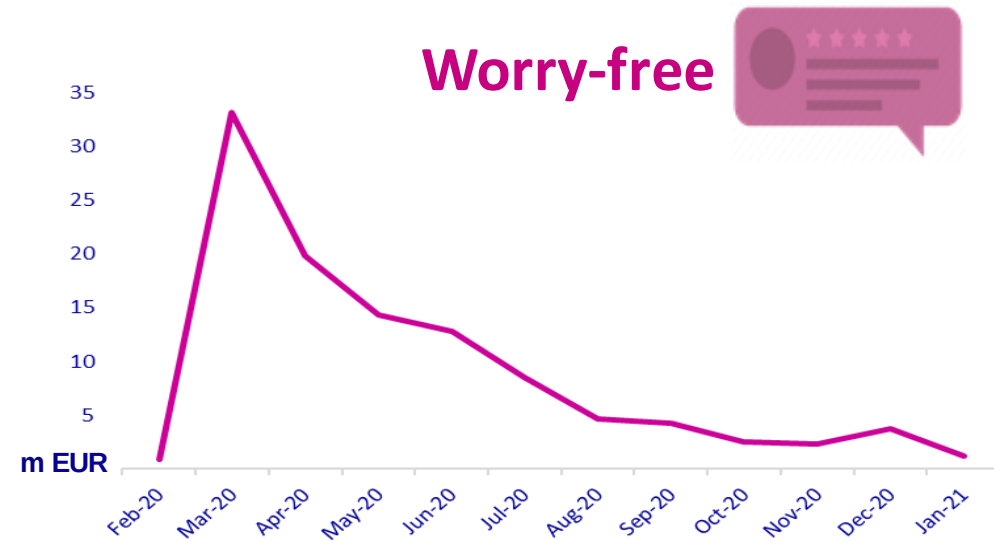
Mobile app revenue share nearly doubled

Stronger brand



Brand awareness increased 5 to 18pts vs pre-Covid

Worry-free



Refunds returned to pre-Covid levels

60+ SUSTAINABILITY INITIATIVES

CHOOOSE
TO REDUCE

FUEL EFFICIENCY IMPROVEMENT



- Leading the industry on lowest CO₂ emissions (57.2g/RPK)
- -1/3 emissions per passenger kilometer by end 2030
- Operation free of single use plastics (straws, forks, stirrers done; cups/lids approved for July 2021)
- Leading industry for 3-flap (versus full flap) landing
- Going paperless: Electronic Flight Bag by November 2021; e-signature in Office, ...
- Carbon Offsetting in cooperation with “Chooose”
- And much more ...



- Strong alignment with Paris Agreement and UN SDG
- Positive impact on economy and job creation
- Academies for flight crew and cabin crew (cabin crew to captain, cabin crew to office)
- Gender diversity for Board, Leadership and Flight Crew
- Peakon employee engagement action plan
- Move to TCFD framework by F21
- Carbon reduction part of management targets
- ...

ENHANCED GOVERNANCE & LEADERSHIP CAPACITY

Charlotte Pedersen	Non-Executive Director	Appointed 3 rd June 2020	➤ CEO of Luxaviation Helicopters with more than 30 years of experience in the aviation sector ➤ Joined Luxaviation in 2012 and was appointed Chief Operating Officer of the Luxaviation Group in 2014 prior to becoming Chief Executive Officer of Luxaviation Helicopters ➤ Previously was a member of the Danish Air Force and worked as a Flight Operations Inspector for the CAA in Luxembourg
Charlotte Andsager	Non-Executive Director	Appointed 5 th November 2020	➤ Since 2014 has served as an Independent Board Director and is currently a board member of Avinor Flysikring ➤ Previously held multiple regulatory roles within the Ministry of Transport and Communications of Norway as well as Telenor, the Norwegian multinational telecommunications company ➤ Previously Vice President, European & U.S. Public Affairs for SAS Group and Vice President EU Affairs for Rolls-Royce Plc
Enrique Dupuy de Lome Chavarri	Non-Executive Director	Appointed 5 th November 2020	➤ Joined Iberia in 1990 as Financial Director before becoming CFO. As Chief Financial Officer played a key role in the merger of Iberia with British Airways and the creation of IAG ➤ Chief Financial Officer at IAG until 2019. As Chief Financial Officer played a critical role in the Group's acquisitions of BMI, Vueling, Aer Lingus and the creation of Level
Robert Carey	President	From 14 th June 2021	➤ Will oversee Wizz Air's Operations and Commercial functions, leading the Company's business strategy, growth, cost control, operational results and competitive strategy ➤ Previously worked for America West Airlines and Delta Airlines ➤ Worked at McKinsey and Company for over a decade, where he was a Partner prior to joining Easyjet as Chief Commercial and Strategy Officer in 2017
Michael Delehant	Executive Vice President & Group COO	From 1 st April 2021	➤ Responsible for overseeing the operations aspects of all the AOCs of the Wizz Air Group and will be accountable for all of the Company's operational activities and performance ➤ Over two decades of executive airline experience and previously worked at Southwest Airlines and as Chief Strategy and Network Officer at Vueling

Q3 F21 | CLOSING COMMENTS

- ➔ Absolute focus on cash and cost – maintaining strong liquidity is key**
- ➔ Expanding network to balance low demand**
- ➔ Ramp-up ready – driven by young demographic and loyal VFR traffic**
- ➔ Investing with discipline in network, fleet and capabilities**
- ➔ Widening our competitive advantage to win structurally & sustainably**

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