

8 June 2023

WIZZ AIR HOLDINGS PLC F23 ANNUAL RESULTS



FULL YEAR F23 | HIGHLIGHTS

- ➔ ASK capacity +76% vs F22 (+40% vs F20)
- ➔ Record yearly traffic at 51.1m passengers with load factors up 10 pts YoY
- ➔ Revenue +134% YoY (+41% vs F20); world leading ancillary per pax at EUR 37
- ➔ Continued progress in unit cost reduction; ex-fuel CASK down 8% vs F22
- ➔ Positive EBITDA at EUR 134m; reported FY net loss of EUR 535m
- ➔ End March '23 at 179 aircraft (153 F22) and 7,300+ employees (5,772 F22)
- ➔ Flight completion rate significantly up in second half
- ➔ Strong year-end liquidity at €1.53bn
- ➔ Winner of the CAPA Global Environmental Sustainability Airline award

F23 | KEY BUSINESS METRICS

1050+ routes

		versus (F22)	versus pre- pandemic (F20)
Seats	58.2m	(+68%)	(+36%)
Passengers	51.1m	(+89%)	(+24%)
Aircraft*	179	(+27)	(+57)
Airports	194	(=)	(+39)
Bases**	35	(-5)	(+10)
Countries	54	(+3)	(+9)
World Finance	2022 Most Sustainable Low-Cost Airline		
CAPA (Centre for Aviation)	Global Environmental Sustainability Airline Group of the Year		

F23 | FINANCIAL PERFORMANCE

	F23	F22	Change
Revenue (€m)	3,895.7	1,663.4	134.2%
Fuel costs (€m)	(1,954.4)	(649.0)	201.1%
Non-fuel costs (€m)	(2,408.1)	(1,479.7)	62.7%
EBITDA (€m)	134.3	(23.3)	n.m.
Operating (loss) (€m)	(466.8)	(465.3)	(1.0)%
Net financing gain / (loss) (€m)*	(97.9)	(176.2)	(44.5)%
Reported profit / (loss) (€m)	(535.1)	(642.5)	(16.7)%
Total Cash (€m)**	1,529.0	1,378.8	10.9%

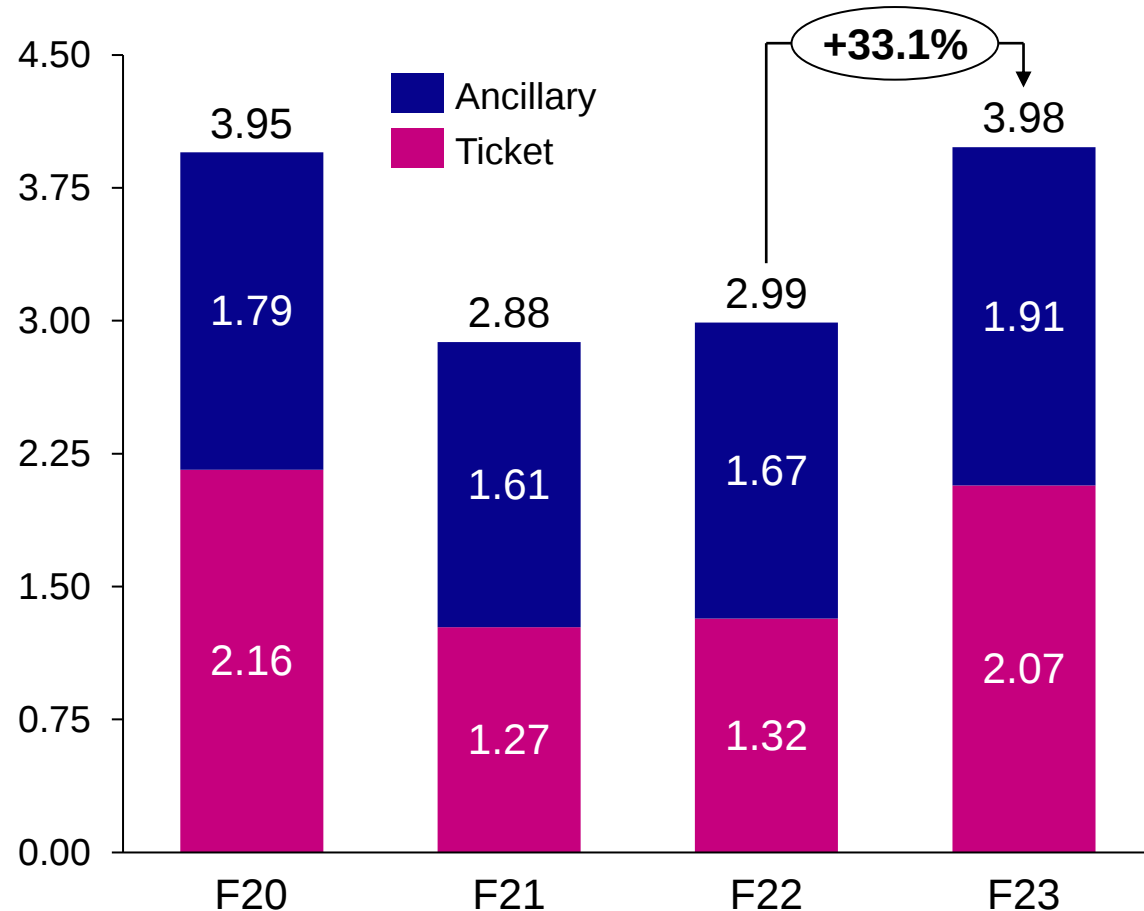
*Includes net foreign exchange gain EUR 16.6m in F23 and a loss of EUR (89.5)m in F22.

**Total cash comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash.

F23 | REVENUE PERFORMANCE

STRONG FARE ENVIRONMENT AND CONTINUED ANCILLARIES' GROWTH

RASK (€ cents)



	F23	vs F22	vs F20
RASK	3.98c	+33.1%	+1.0%
RASK Ancillary	1.91c	+14.5%	+6.8%
RASK Ticket	2.07c	+57.4%	-3.9%

- ✓ Driving pricing & growth in mature and new markets
- ✓ Broader network enables more choice
- ✓ Persistent demand for flexibility products
- ✓ Deploying advanced data pricing to more products
- ✓ Routes to/from Middle East (counter-seasonal effect)
- ✓ Ancillary per pax €37 (+€2.29 vs F22, +€5.32 vs F20)
- ✓ Ticket revenue at **52%** of total revenue
- ✓ Average ticket revenue per passenger increased by 5.2% vs F20 and 46.6% vs F22

F23 | IMPROVING COST PERFORMANCE

CASK € cent	F23	F22	F20	Change vs F22	Change vs F20
Fuel	(1.99)	(1.17)	(1.25)	70%	59%
Staff costs	(0.38)	(0.39)	(0.33)	(3%)	15%
Distribution & marketing	(0.09)	(0.08)	(0.06)	13%	50%
Maintenance, materials & repairs	(0.24)	(0.30)	(0.25)	(20%)	(4%)
Airport, handling & en-route	(0.99)	(0.98)	(0.92)	1%	8%
Depreciation & amortization	(0.62)	(0.80)	(0.55)	(23%)	13%
Other	(0.14)	(0.10)	(0.10)	40%	40%
Net financing charge*	(0.12)	(0.16)	(0.06)	(25%)	100%
Total	(4.58)	(3.98)	(3.52)	15%	30%
Ex-fuel CASK	(2.58)	(2.81)	(2.27)	(8%)	14%
Utilization (hh:mm)	11:08	7:43	12:01	44%	(7%)
Avg seat count (per aircraft)	219	212	201	5%	9%

*excluding FX gains or losses

Industry Challenges:

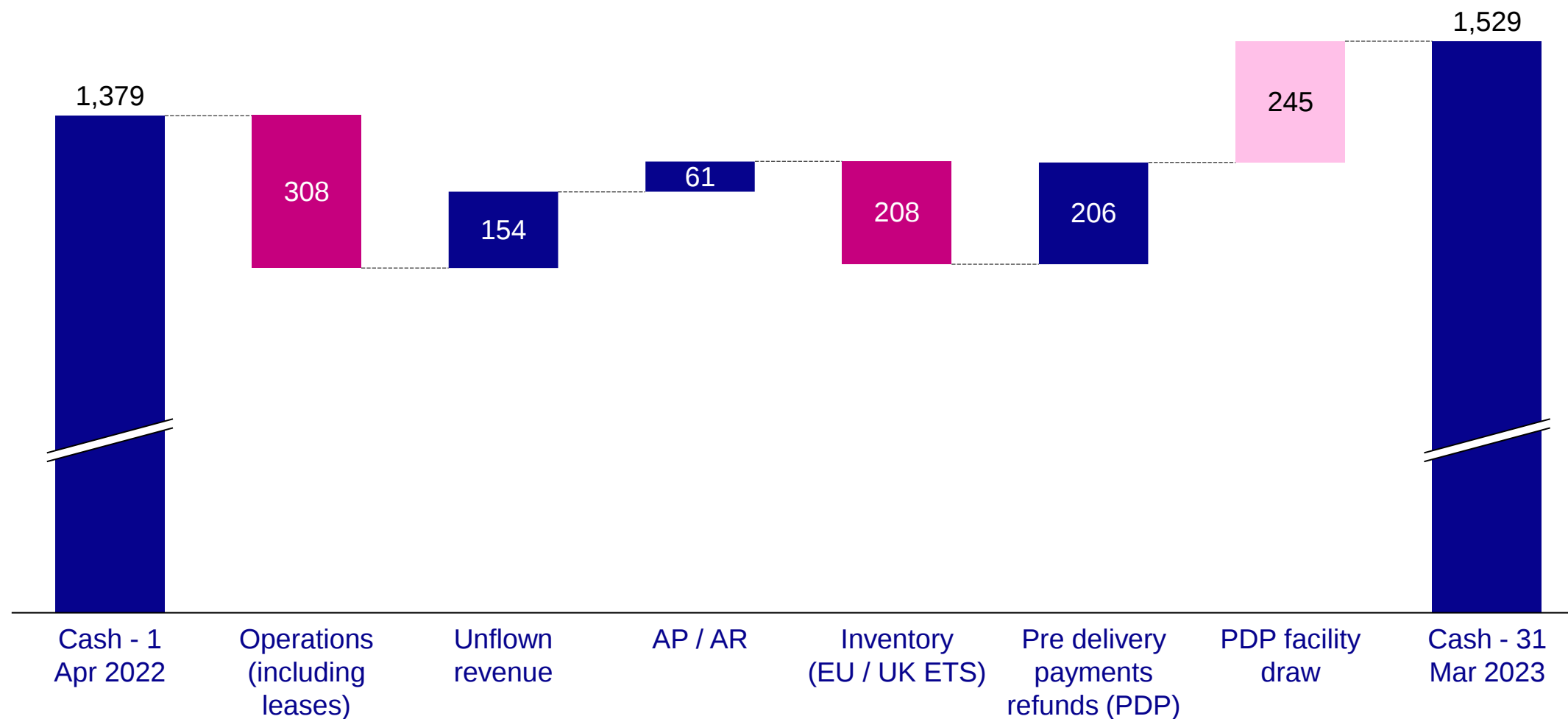
- Ukraine war
- Energy cost and inflation
- Supply-chain backlogs
- Infrastructure limits
- Labor market constraints
- Weather

Actions Taken:

- ✓ Reallocated Ukraine capacity
- ✓ Reinstated fuel / fuel FX hedging policy
- ✓ Aligned capacity to market dynamics
- ✓ Crew schedules and flight duties
- ✓ Additional stand-by crews
- ✓ Localized resources to AOCs
- ✓ More call center capacity

F23 | CASH MANAGEMENT

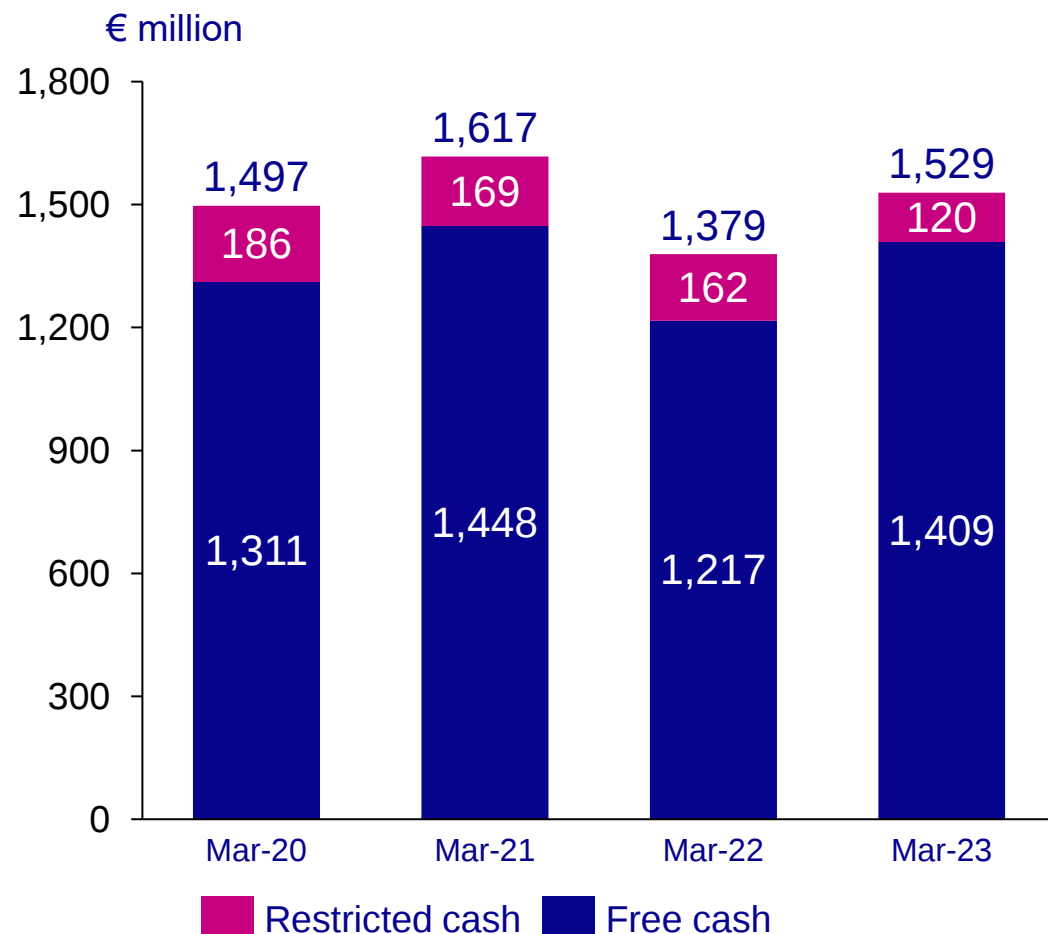
In € million



Cash refers to total cash and comprises cash and cash equivalents, short-term cash deposits, and current and non-current restricted cash

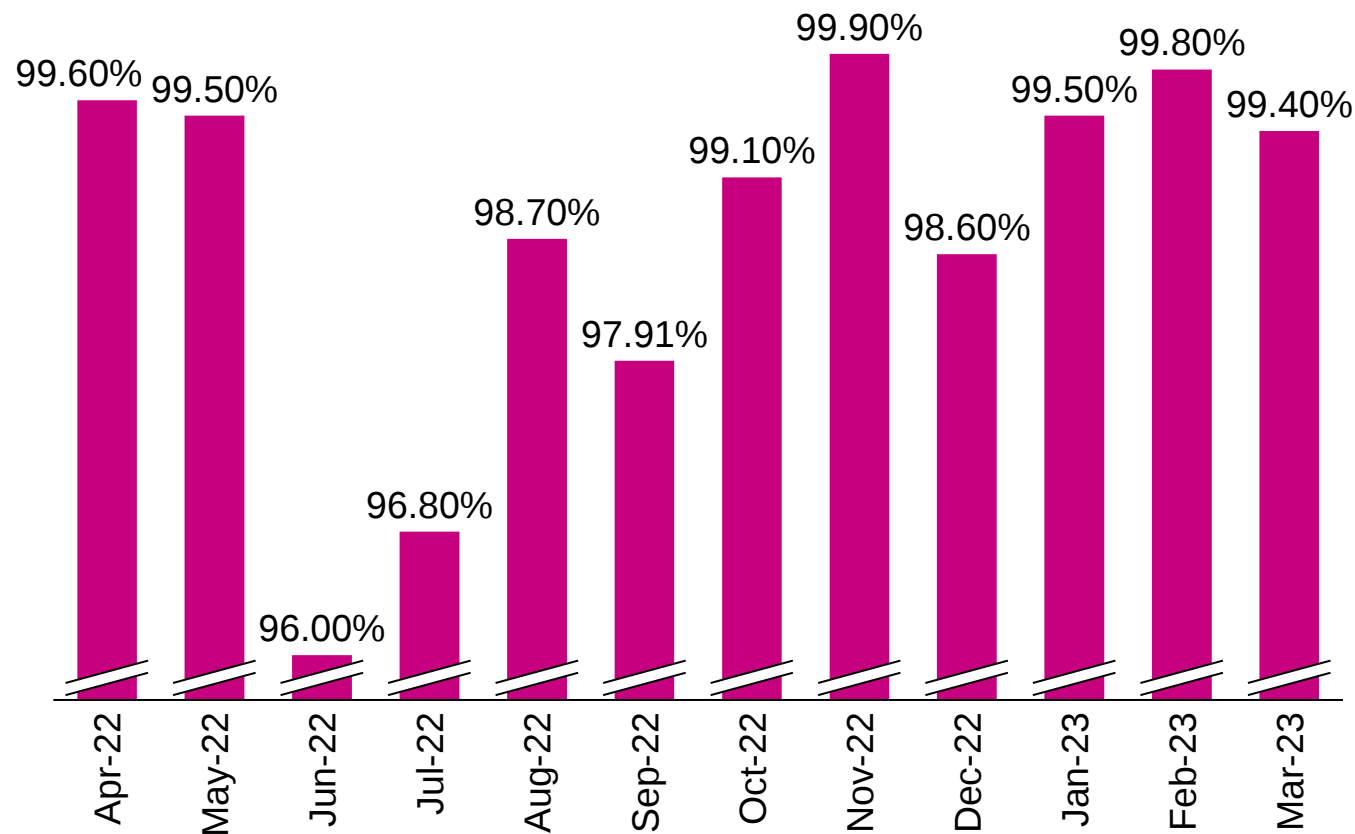
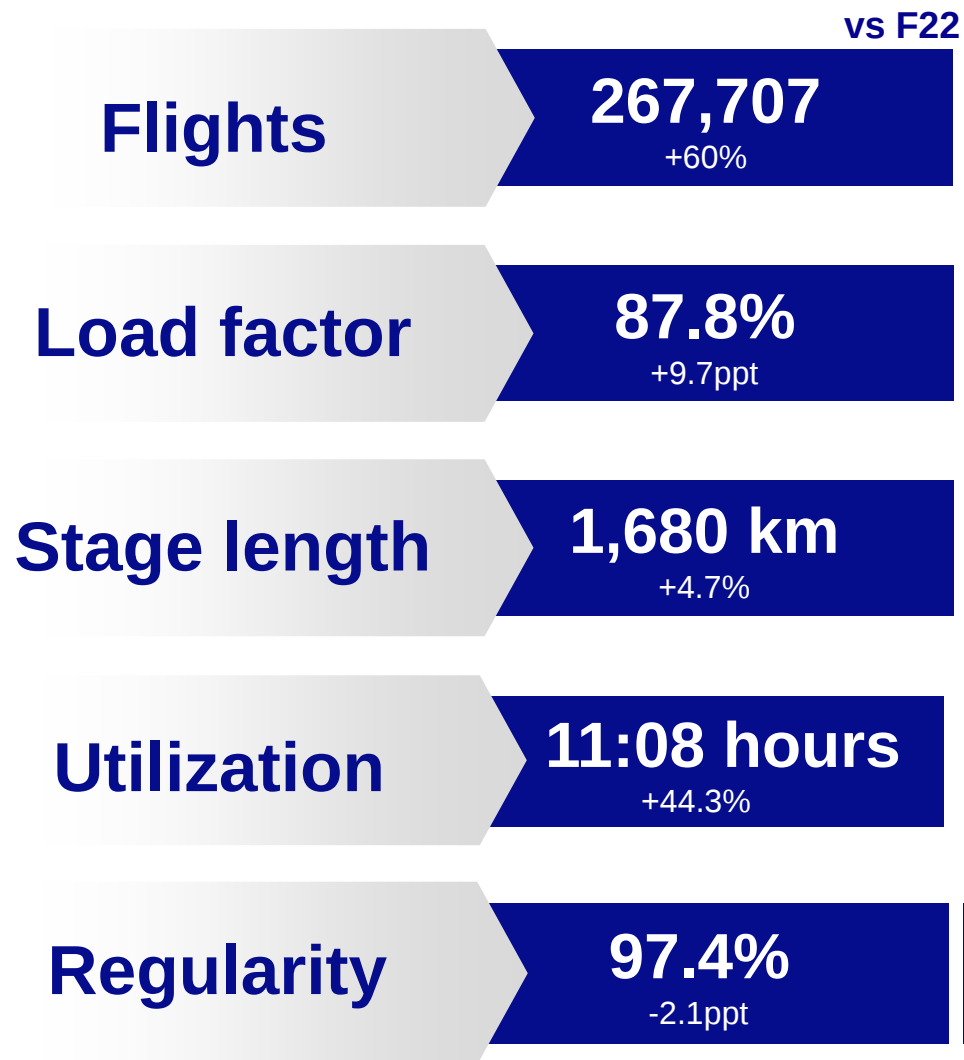
F23 | FINANCIAL STRENGTH

INCREASING CASH BALANCE IN LINE WITH BUSINESS VOLUME



- ➔ Strong Spring-Summer '23 revenue inflows
- ➔ Total cash deposits earning high interest (higher vs borrowing rate)
- ➔ Consistent efficient management of trade payables/receivables
- ➔ Forward purchase of EU/ UK ETS credits
- ➔ Restricted cash reducing as A320 redeliveries release letter of credit security deposit collateral
- ➔ Drawn PDP facility currently being repaid

F23 | IMPROVING OPERATIONAL METRICS



■ Regularity (flight completion rate)

99.54%
(Q4 F23)

FOCUS ON F24

- 1. Delivering unit cost reduction**
- 2. Improving operational performance**
- 3. Building the brand**
- 4. Expanding market presence**
- 5. Enhancing network fundamentals**
- 6. Fleet development**
- 7. Sustainability leadership**
- 8. Outlook F24**



F24 | DELIVERING UNIT COST REDUCTION

More production

- ✓ ASKs: +30% YoY
- ✓ Load factor: 90%+
- ✓ Utilization: better than F20
- ✓ Gauge: 226 average seats (vs 219 in F23)

Better cost drivers

- ✓ Crew productivity: +25% YoY
- ✓ Fleet age: -11% YoY (4.1 years in F24)
- ✓ Scale: +23 aircraft (of +25 in S23) to top 10 bases
- ✓ Disruption: -38% YoY (added resources)

Fuel advantage

- ✓ Hedged: 60%
- ✓ Fuel price: circa -30% YoY
- ✓ NEOs: 63% (vs 49% in F23, 7% F20)

Returning to
pre-pandemic
CASK levels

F24 | IMPROVING OPERATIONAL PERFORMANCE

Preparing for a busy summer!!

- ✓ Security of aircraft supply from Airbus
- ✓ Stabilizing summer flying program
- ✓ Increasing network and schedule density
- ✓ Decentralization of operations
- ✓ Additional spare aircraft and engines
- ✓ Increasing parts stores
- ✓ AOG recovery capabilities
- ✓ Automating processes
- ✓ Scaling systems
- ✓ Leveraging data (i.e. IRROPS, schedule genius)

Delivering improvements in calendar year 2023 to date

Regularity

#1 LCC thru end May

+1pp vs Euro avg

OTP (D0)

+4pp vs Euro avg

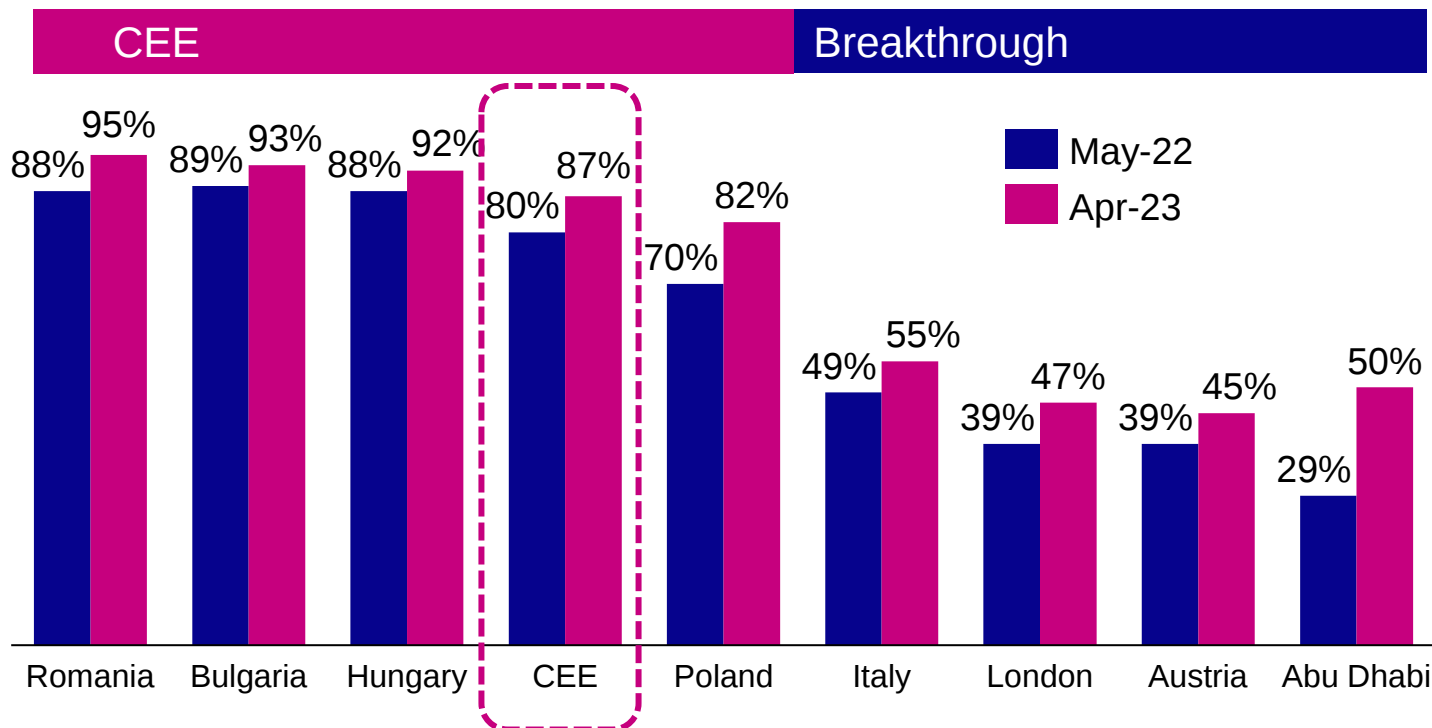
20% better YoY

Beating easyJet, Eurowings, trailing Ryanair by 1.3%

F24 | BUILDING THE BRAND



Broader brand awareness



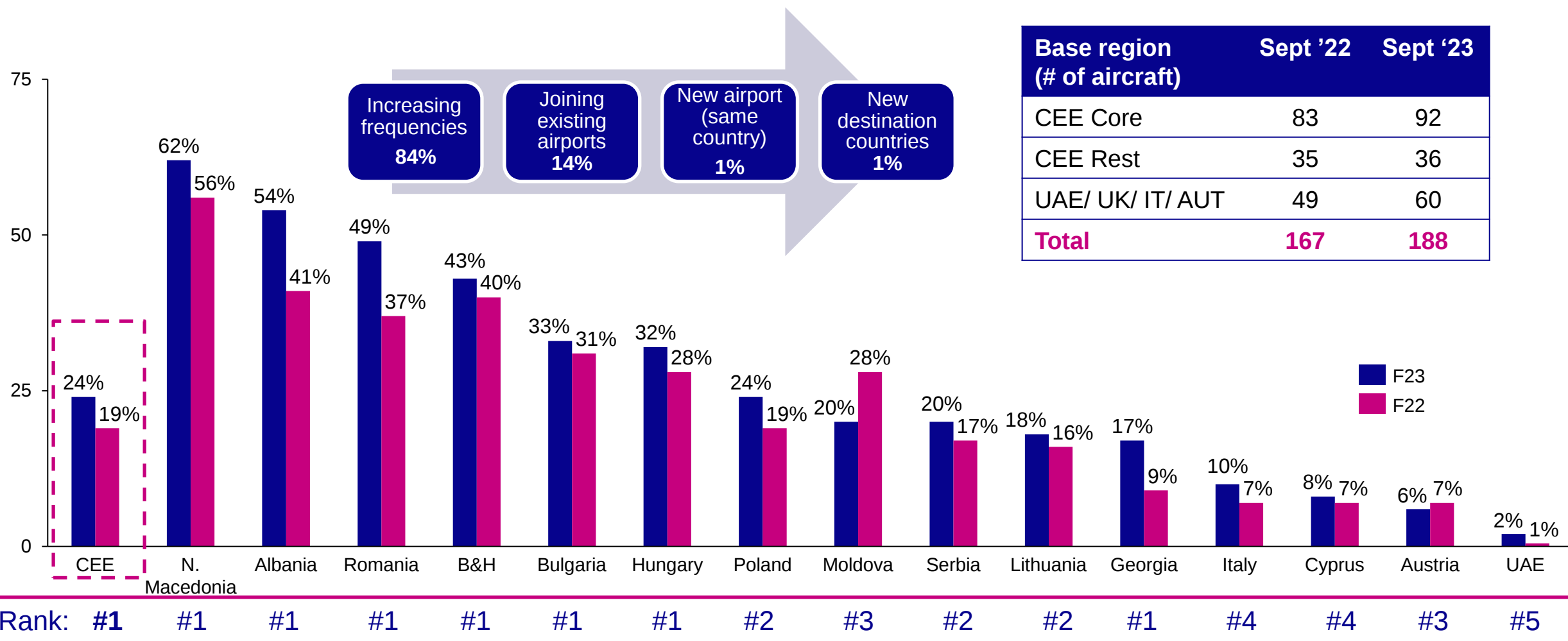
- ✓ Brand status remains strong in core CEE markets
- ✓ Market share increasing in breakthrough markets

Customer focused initiatives

- ✓ Four new contact centers
- ✓ Increased customer service capacity
- ✓ Automation solutions
- ✓ Amelia virtual assistant on Wizz App
- ✓ Customer claims backlog below pre-pandemic level
- ✓ Self-service digital customer tools
- ✓ More frequencies on the routes
- ✓ Improved hotel accommodation partnership

F24 | EXPANDING MARKET PRESENCE

Widening CEE market leadership



GDP forecast CY '23

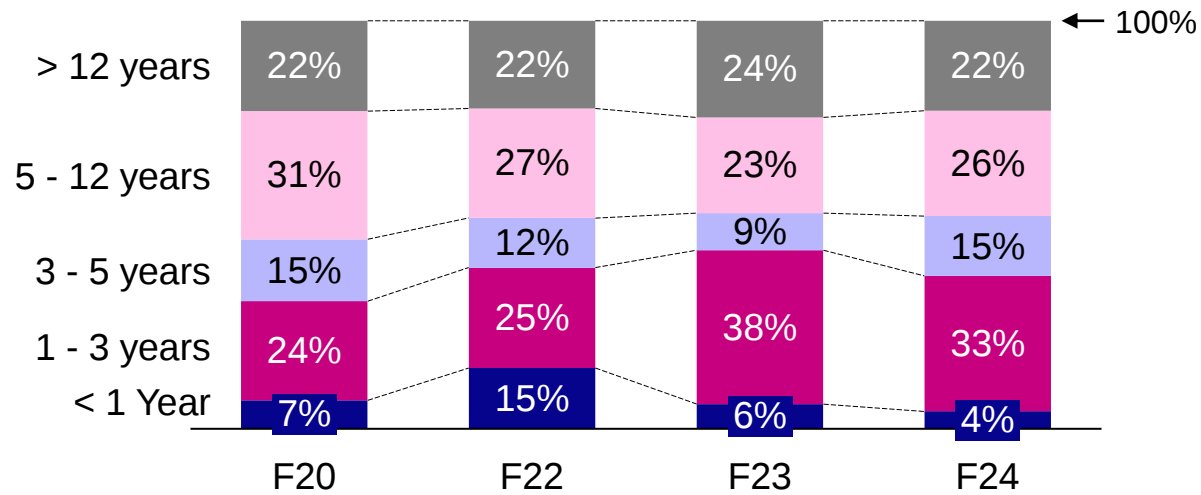


Euro Area
Emerging and Developing Europe

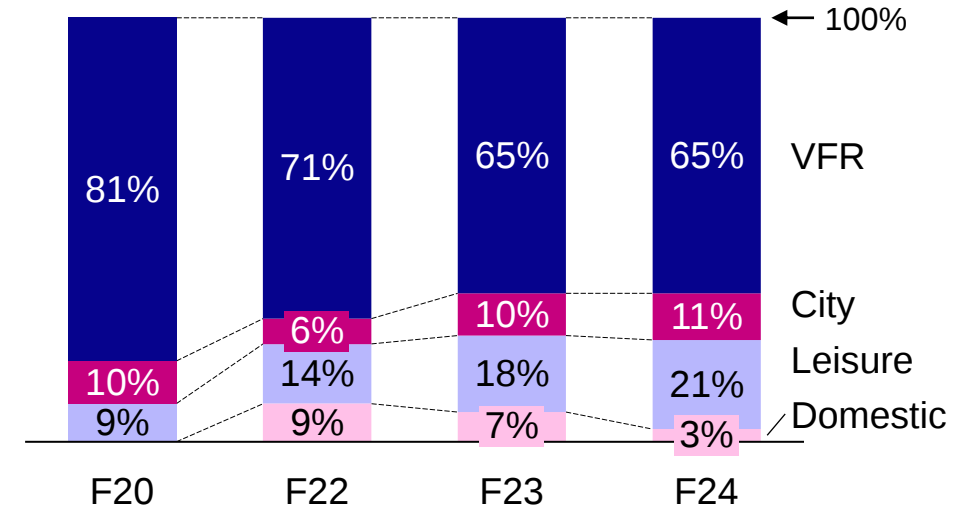
0.8%
1.2%

F24 | ENHANCING NETWORK FUNDAMENTALS

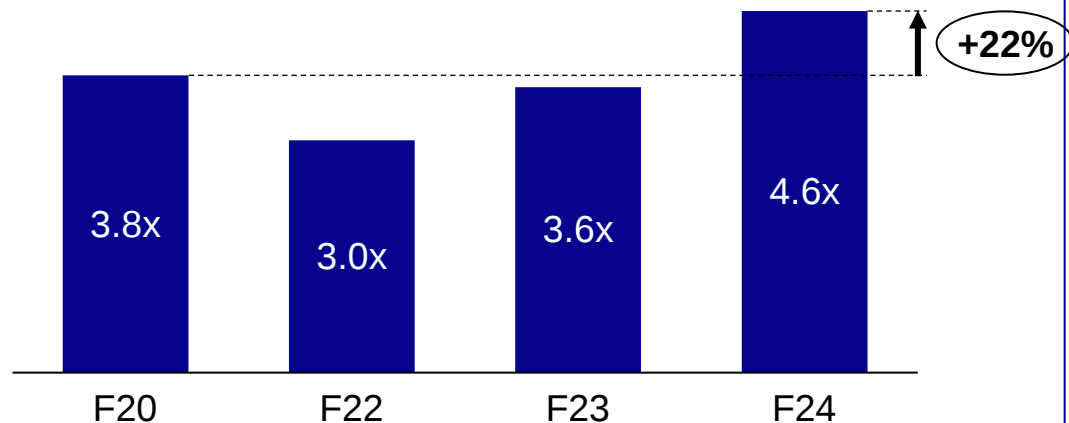
Increasing maturity drives profitability



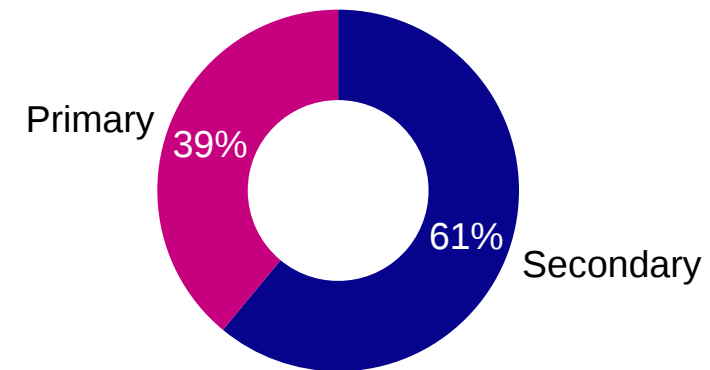
Higher yield from a better network mix



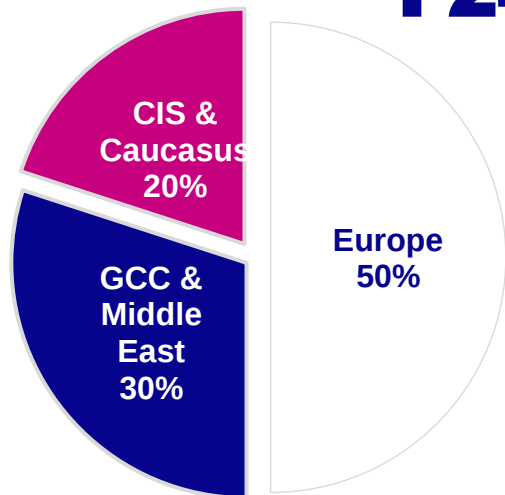
More frequencies per route drives higher share



Managing cost through secondary airports



F24 | NETWORK EXPANSION POTENTIAL



CREATING NEW ULCC MARKETS:

5 BILLION PEOPLE

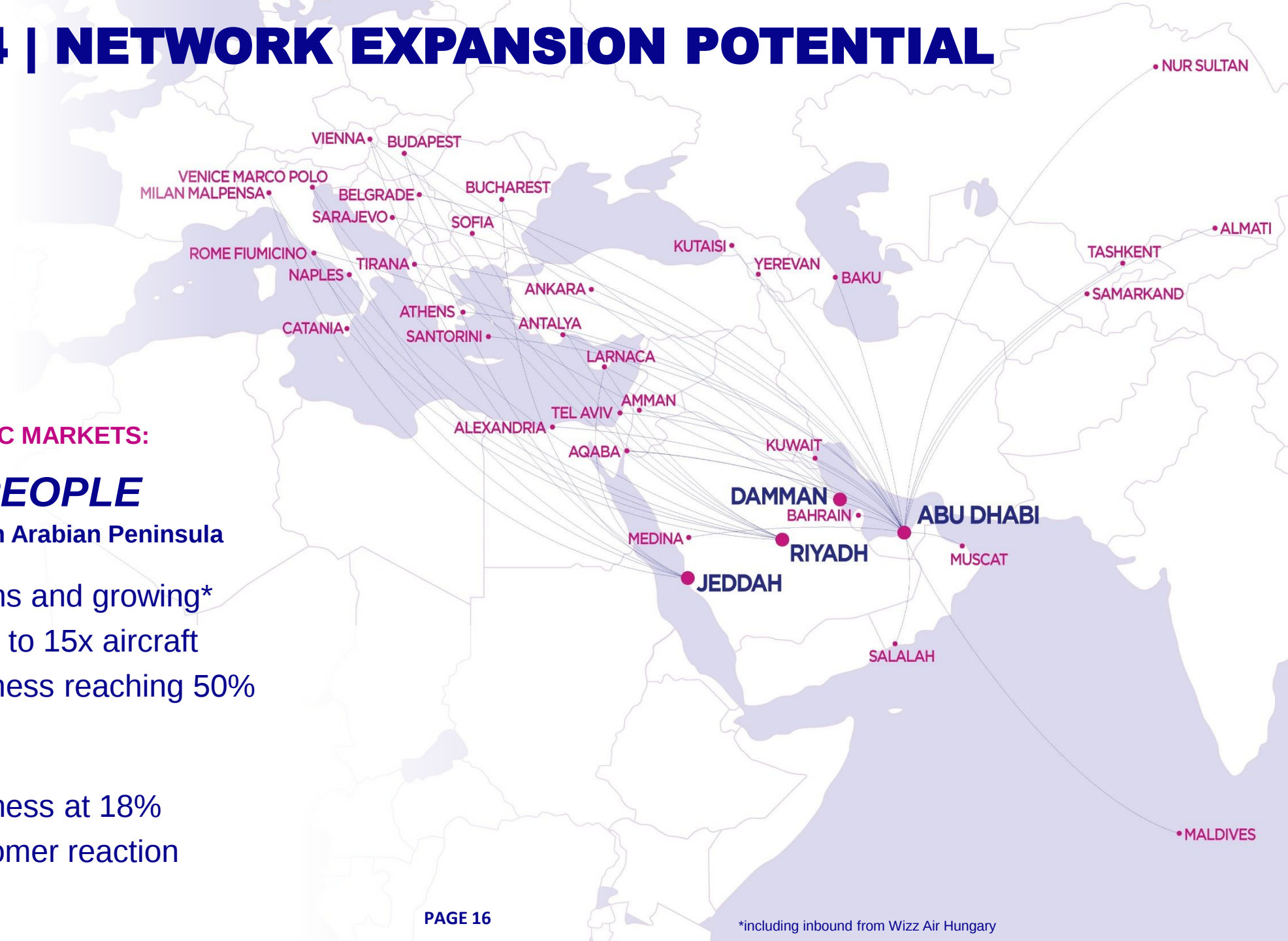
within an 8-hour radius from Arabian Peninsula

UAE

- 39 destinations and growing*
- Fleet growing to 15x aircraft
- Brand awareness reaching 50%

Saudi

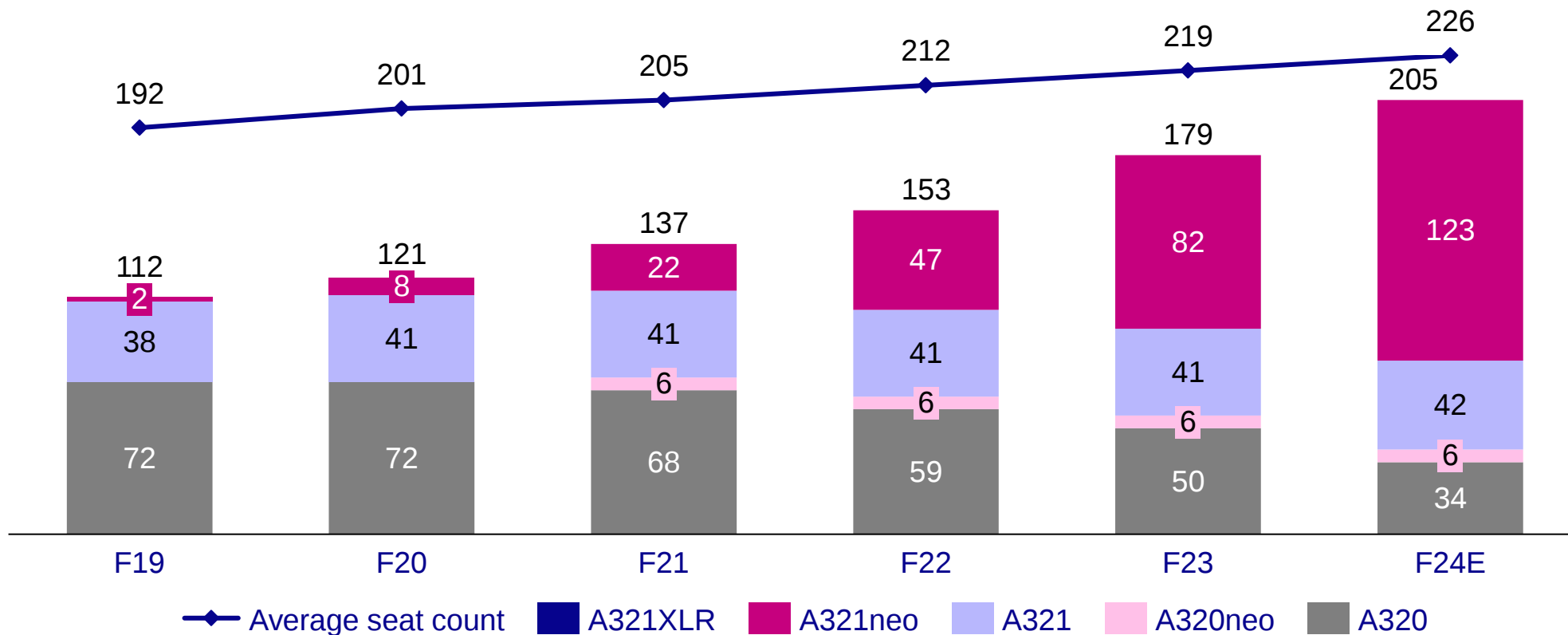
- 24 routes
- Brand awareness at 18%
- Positive customer reaction



F24 | CONTINUED FLEET GROWTH

	F23	F24
Deliveries	35	41
NEO share	49%	63%
Fleet age	4.6 years	4.1 years

- Youngest fleet w/ highest seat density
- Attractive financing into CY 2024




+365
AIRBUS
A320 FAMILY
AIRCRAFT
ORDER

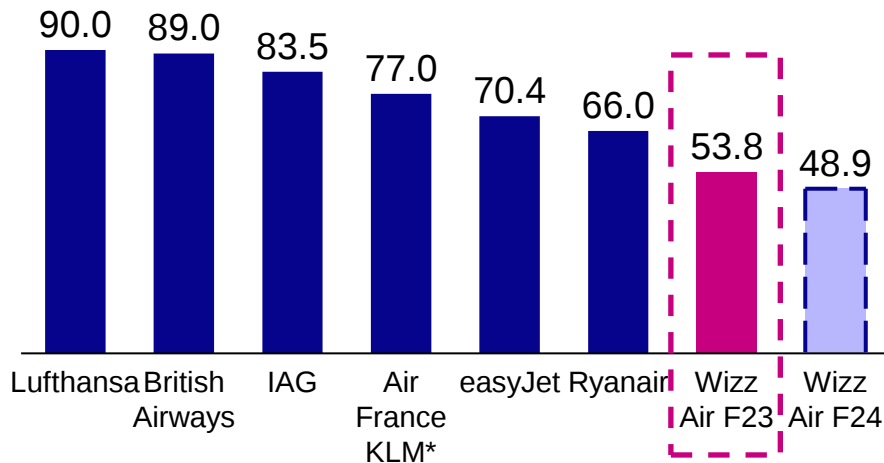

INDUSTRY
LEADING
PRICING


LOWER
OPERATING
COST

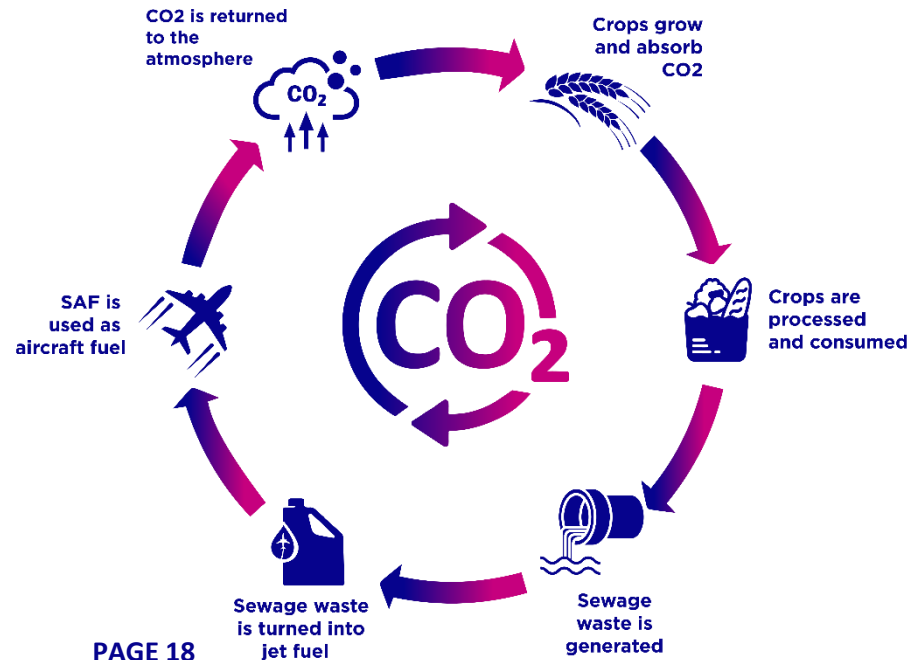
F23 | LEADING IN SUSTAINABILITY

- Winner of CAPA Aviation **EMEA and Global Environmental Sustainability Airline Group of the Year**
- **Record low CO2 per RPK** emitted in CY 2022 (55.2 g), then F23 (53.8 g)
- **Artificial intelligence powered fuel efficiency** programmes
- **Youngest fleet among European peers** (4.6 years)
- **SAF agreements** with Mabanaft/ P2X Europe, OMV, Neste, and Cepsa
- **Investment in Firefly Green Fuels'** SAF research and development (sustainable technology based on sewage waste)
- **Sustainability linked aircraft financing**

CO2/RPK (in grams) in F23



*Air France KLM is reporting CO2e/RPK
Source: latest available publicly disclosed emissions data covering a 12-month period.



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F23 | LEADING IN SUSTAINABILITY



7,300+ NUMBER OF
EMPLOYEES



2,500+ NEW EMPLOYEES
HIRED



93 EMPLOYEE
NATIONALITIES



SOCIAL AND GOVERNANCE HIGHLIGHTS

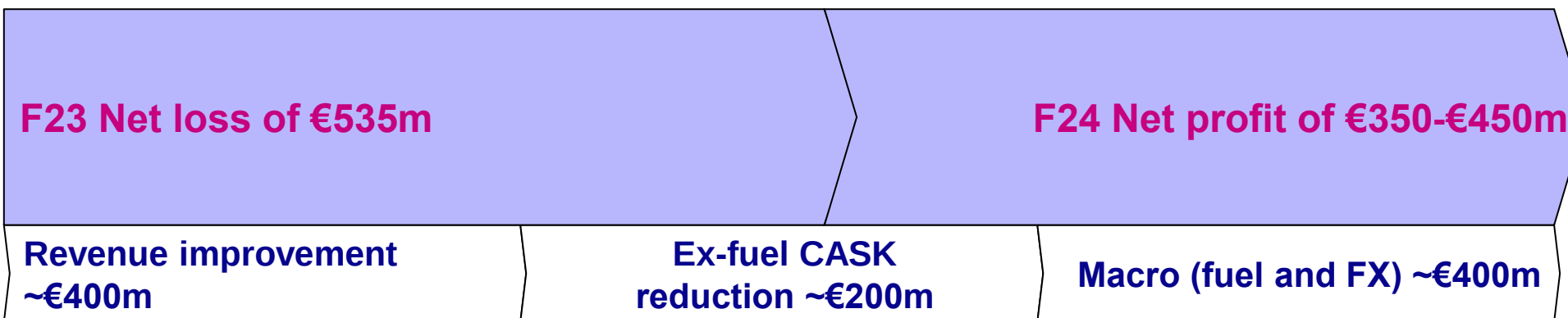
- “She Can Fly Programme” - flight deck diversity
- Captain seniority bonus
- New senior cabin crew bonus
- Employee assistance payments to offset inflation
- Free and rescue fares for Ukrainian refugees (2022)
- Rescue flight after Türkiye earthquake

GOVERNANCE - BOARD COMMITTEE UPDATES

- Appointment of a Deputy Chair of the Board
- Established Safety, Security and Operational Compliance Committee (SSOCC)
 - Charlotte Pedersen new Chair of the SSOCC
 - Charlotte Andsager new Chair of the Sustainability and Culture Committee
 - Andrew S. Broderick and Barry Eccleston appointed to the SSOCC

OUTLOOK – F24

Capacity growth (ASKs)	H1: +30%, FY +30%
Average stage length	FY: Modest increase YoY
Load factor	FY: 90%+
Ex-fuel CASK	FY: lower YoY
Effective tax rate	FY: 10%
Net profit (F24)	€350 – €450 million



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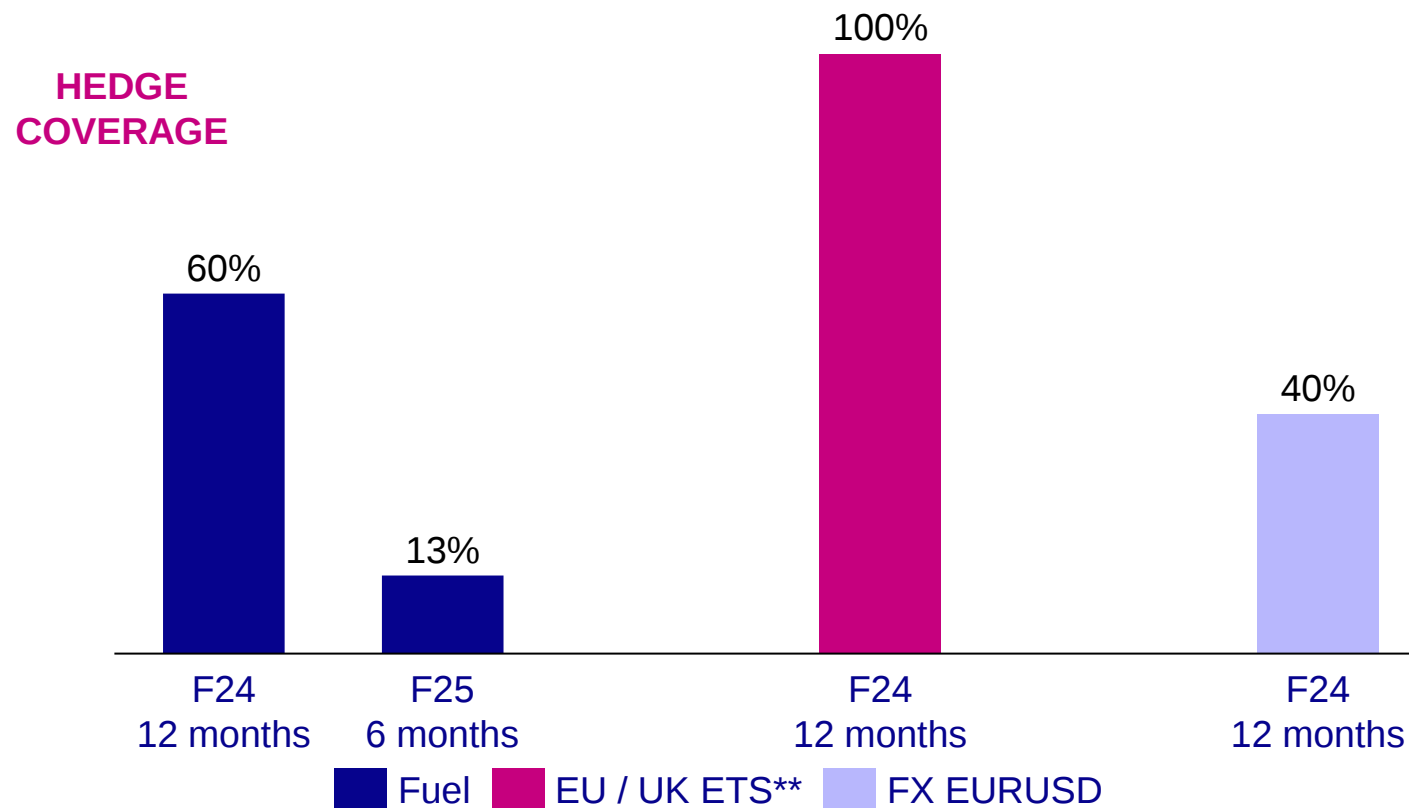
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APPENDIX: HEDGE PROGRAM*



Weighted average ceiling	\$970 / mt	\$853 / mt	\$1.11
Weighted average floor	\$844 / mt	\$740 / mt	\$1.07

* As of 8 June, 2023
 **inclusive of free allowances