








# WIZZ AIR INTRODUCTION

22 FEBRUARY 2021

# SUMMARY

-  **1 Our ULCC model, key milestones and numbers**
-  **2 Resilience during COVID-19**  
The business model remains resilient during the crisis
-  **3 How is Wizz Air different?**  
Leading example of affordable and sustainable transport
-  **4 Continuous improvement in aircraft and engine technology**  
A321, the most efficient narrow body passenger aircraft  
Lowest and decreasing CO2 emissions per passenger  
Largest Airbus order book till 2027
-  **5 Wizz Air in Romania**



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# OUR ULTRA LOW FARE – LOW COST MODEL



**Young and  
uniform fleet**



**Secondary  
airports**



**Point to point  
network**



**High ancillary  
revenue**



**High aircraft  
utilisation**



**Low-cost  
distribution**



**High load  
factor**



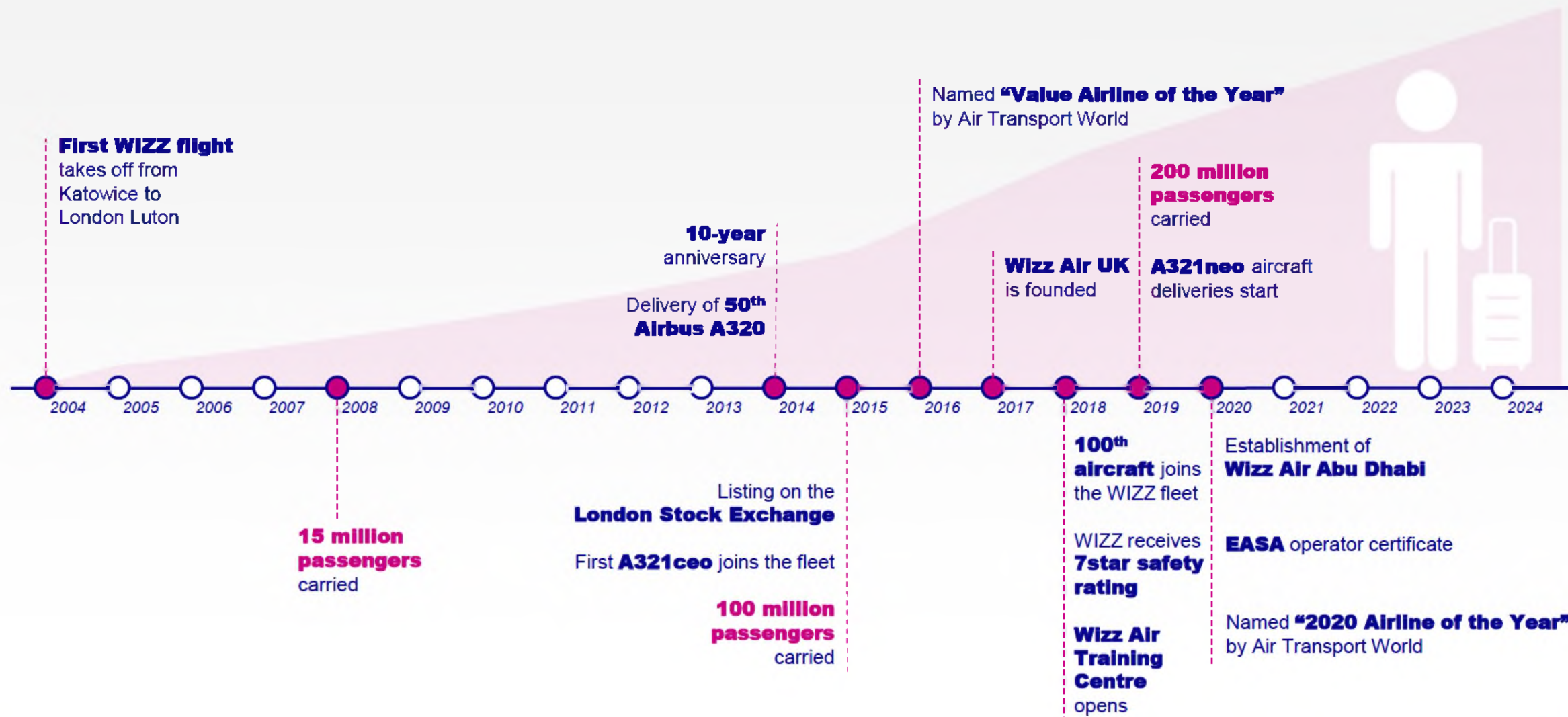
**Outsourced  
business model**



**High employee  
productivity**



# WIZZ AIR IN MILESTONES



# WIZZ AIR IN NUMBERS

**Passengers** **247 M**

**Aircraft** **135**

**Airports** **174**

**Bases** **41**

**Countries** **47**

**Employees** **4,200+**

## NUMBER OF PASSENGERS IN THE PAST 17 YEARS



In the past 17 years, Wizz Air has sustained double-digit growth in its passenger numbers

# RESILIENCE DURING COVID-19

- **1st airline with EASA Air Operator Certificate** since August 2020
- **Highest 7-star safety ranking** from the global AirlineRatings safety & product rating agency
- **Increased the fleet by 16 brand new aircraft** (+13% growth)
- **Expanded from 25 bases to 41 bases** by realigning capacity to new consumer demand and reallocating aircraft against new market opportunities
- **Outperformed the industry** following ease of restrictions during summer: 80% capacity vs. 50% European traffic in August 2020 (compared to 2019)
- **Strong liquidity position**
- **Investment grade rating** (only 4 airlines globally)
- 25% higher stock price, a **“stock to watch”** as per the Mail (UK's leading newspaper)
- **2020 Air Transport World Airline of the Year**. The first ultra-low-cost carrier to win the award in its 46-year history





# WHY AND HOW IS WIZZ AIR DIFFERENT?

## YOUNG FLEET

- Average age of 5.5 years vs. legacy carriers with 12-15 years

## LOWEST CO2 EMISSIONS

- 15-40% lower CO2 emissions per pax km vs. competitors

## LOW FARES

- Average ticket revenue per pax is EUR 37.7 (F2020)

## RESPECTED PASSENGER RIGHTS

- Automatic refund process since May 2020: Wizz Credit in 5 minutes and cash in 7 days

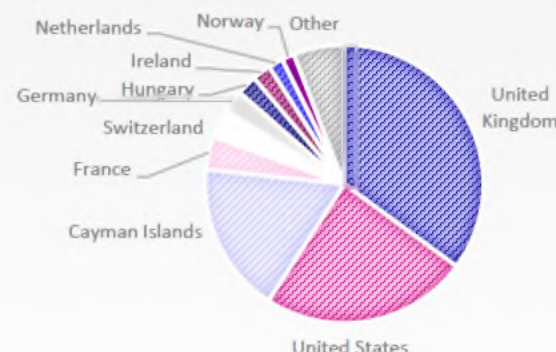
## FINANCIALLY SUSTAINABLE

- Strong cash balance at EUR 1.2bn end December 2020, and additional EUR 0.5bn liquidity in Jan 2021 at favourable cost of capital

## LEGISLATION CHALLENGES

- **Ownership & control:** While we do not rely on State aid, since Jan 2021 we cannot benefit from wider range of investors either

Wizz shareholders by country of investors



- **Slot regulation:** While we invest into the future, we are blocked at some airports and poorly-managed airlines would like to freeze the competition at the 2019 level
- **Airport charge directive:** We discuss with airports one-by-one the implementation of fuel and noise efficiency linked charges to incentivise airlines

Wizz Air is a leading example of an affordable and sustainable transport

# AIRBUS A321NEO AIRCRAFT

## A GAME CHANGER



A321, the **most efficient** narrow body passenger aircraft



A321 offers the **lowest fuel burn, emissions and noise footprint** in its class



Pratt & Whitney's PW1100G-JM engines deliver a **15% fuel burn advantage**



Lower operating costs



A true symbol of Wizz Air's ULCC business model, **delivering significant cost advantages as well as further lowering emissions.**

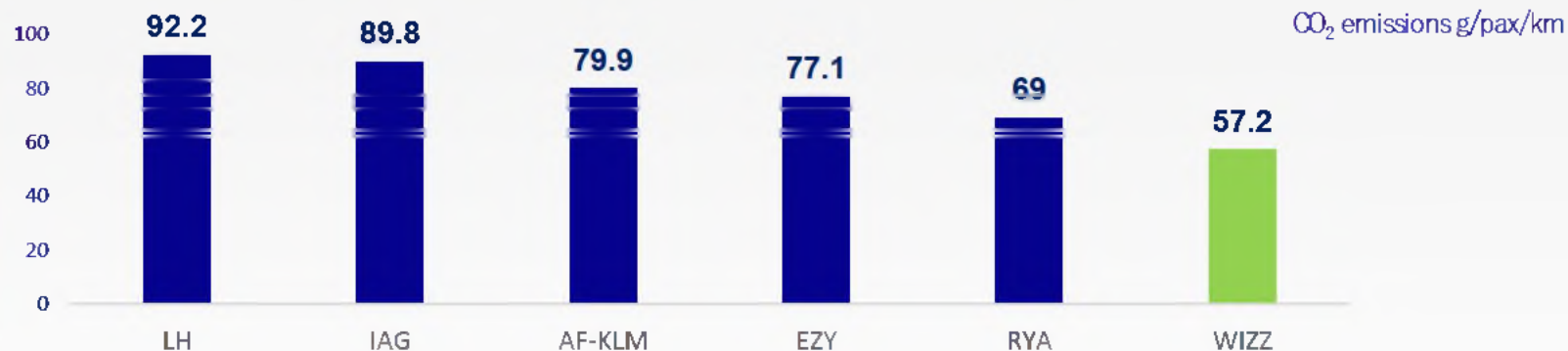


# LOWEST CO<sub>2</sub> EMISSIONS AMONG COMPETITORS

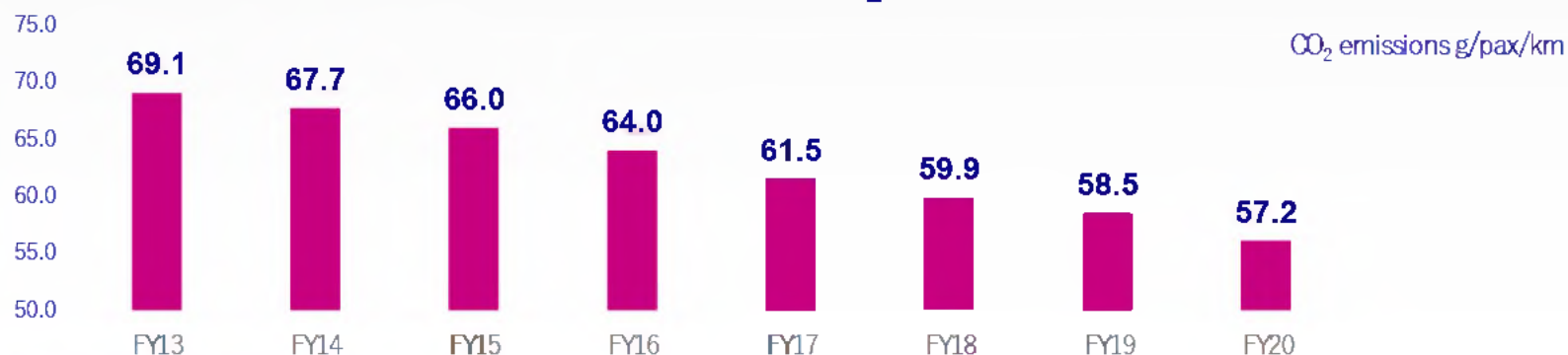


Wizz Air made a commitment to further cut its CO<sub>2</sub> emissions by a third for every passenger by 2030

## LOWEST CO<sub>2</sub> EMISSIONS PER PASSENGER/KM AMONG COMPETITORS

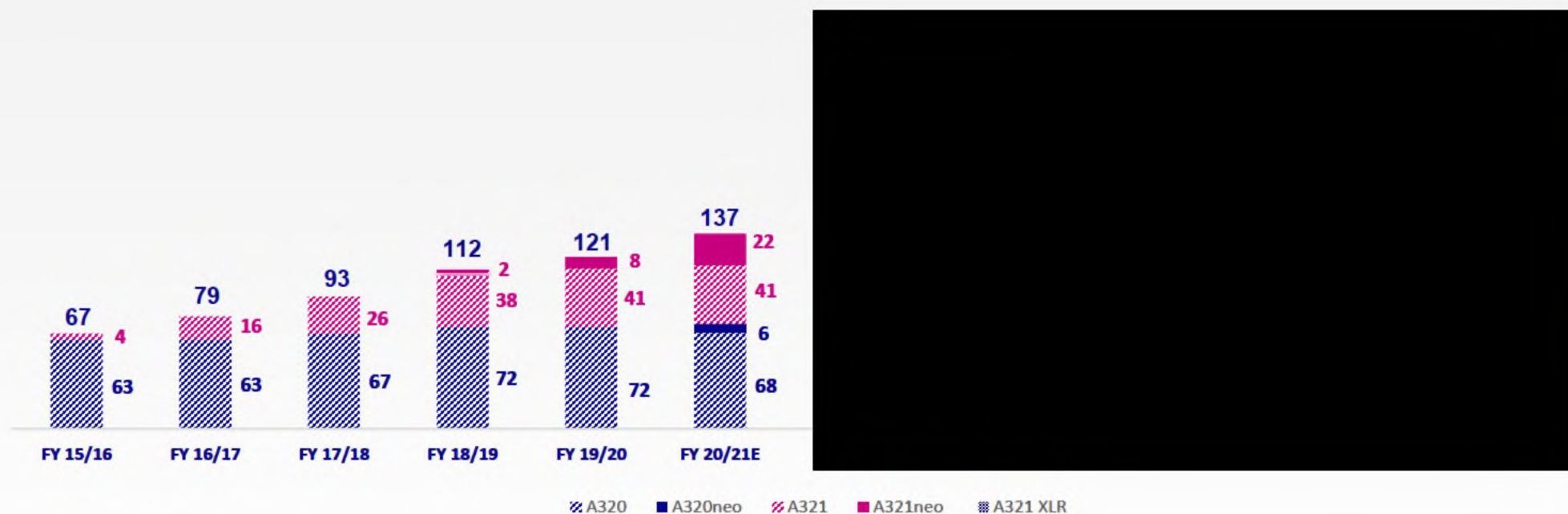


## CONTINUOUS DECLINE OF CO<sub>2</sub> EMISSIONS

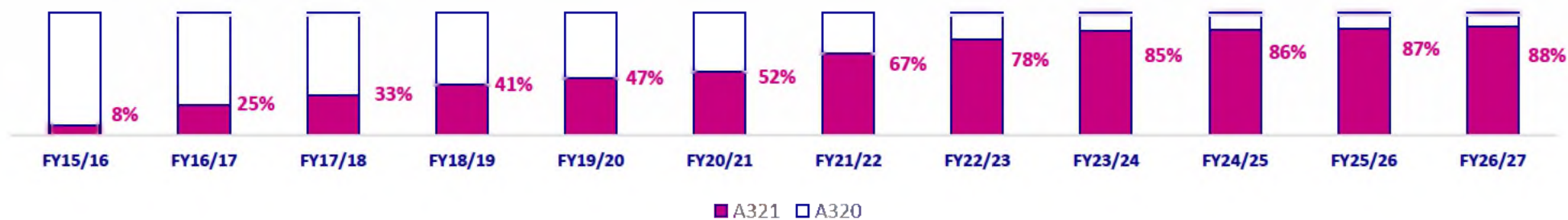


Source: Latest available public data: FY20

# LARGEST ORDER BOOK OF AIRCRAFT



## PROPORTION OF SEATS ON A321



  
**252**  
 AIRBUS  
 A320 FAMILY  
 AIRCRAFT  
 ORDER

  
 INDUSTRY  
 LEADING  
 PRICING

  
 LOWER  
 OPERATING  
 COST

# WIZZ AIR IN ROMANIA



CARRIED  
PASSENGERS

**8.7M** in 2019  
**3.7M** in 2020



**Largest carrier in Romania**

35% market share as of Aug 2021



**7**

BASES



**27**

AIRCRAFT  
IN 2019

OUT OF  
WHICH

**5**

A321NEO

## CLUJ-NAPOCA

### WIZZ AIR IMPACT STUDY (DEC 2020)

by University of Szeged

Passenger number in 2019: 1.916.020

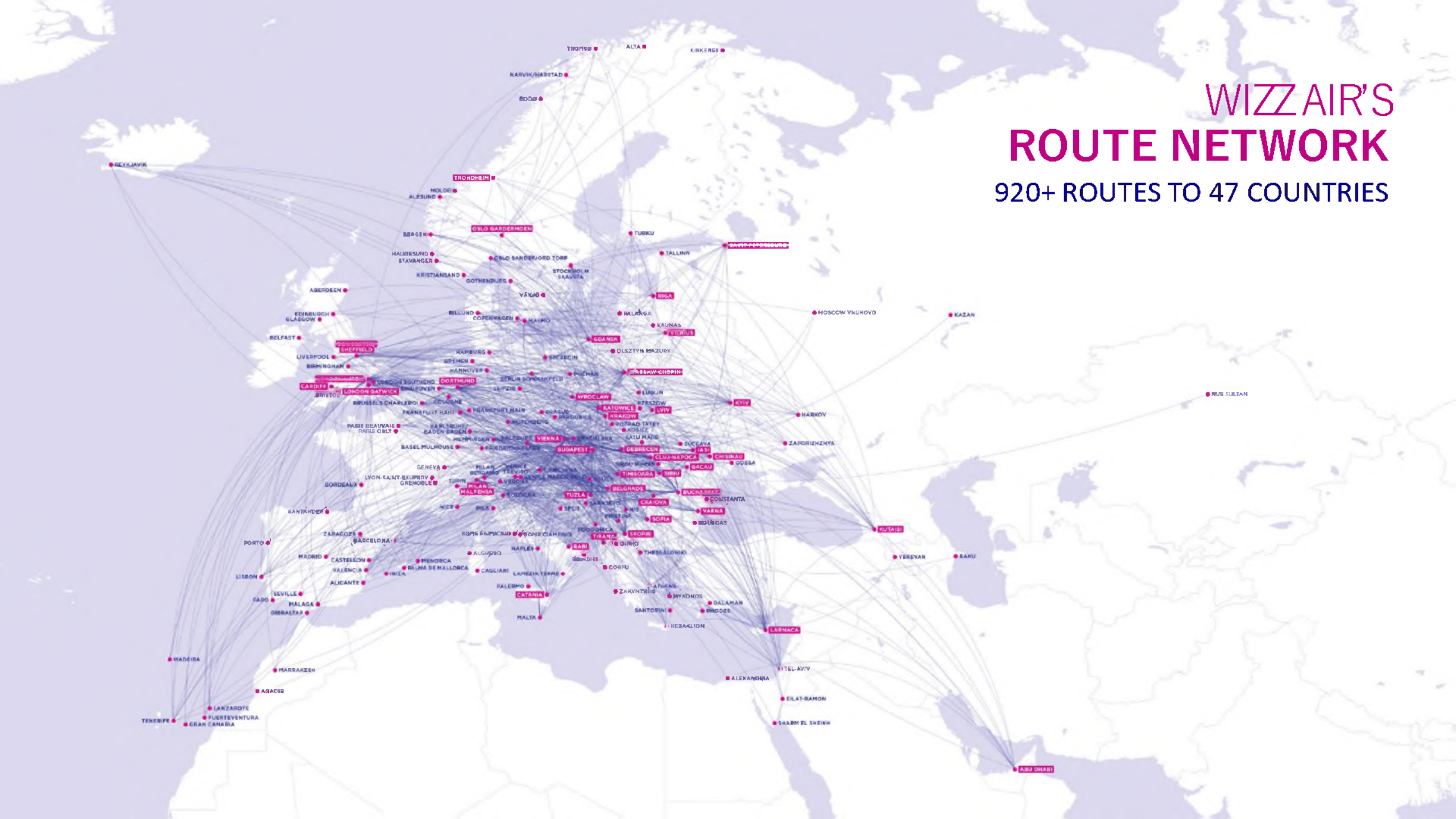
- ✓ created **4.200+** jobs (direct, indirect, visitor spending related, induced), and
- ✓ resulted in **EUR 53M+** gross employment income
- ✓ paid **EUR 25M+** in taxes

The primary employment impact is 0,95% of people employed in the region.



# WIZZAIR'S ROUTE NETWORK

920+ ROUTES TO 47 COUNTRIES







**THANK YOU**