



FY26 Results – May 26

- Lowest fare/cost EU airline – gap widens
- No. 1, Traffic: 216m (+4%)
- No. 1, OTP & reliability – Record CSAT: 89%
- No. 1 EU Large Cap. ESG airline – (S'alytics)
- 300 MAX-10s – Decade of Growth from 2027
- Fin. strength + lowest cost = L.T. winner





Europe's No. 1 Cover & Choice

→ 95 bases

→ 223 apts.

→ 36 countries

→ 647 aircraft

→ 216m pax FY27

→ 300 new B737s on order

→ 300m pax FY34

Madeira

Lanzarote
Fuerteventura
Tenerife (S)
Gran Canaria

Paphos
Larnaca
Amman
Aqaba





Europe's Lowest Costs – Gap Widens

| <u>€ per pax</u> | RYA | WIZ ⁽ⁱⁱ⁾ | EZJ | LUV | IAG | LUF | AFKLM |
|---------------------------------------|------------|----------------------------|------------|------------|------------|------------|--------------|
| Staff/Effic. | 9 | 9 | 15 | 86 | 54 | 48 | 96 |
| Airport & Hand. | 8 | 15 | 27 | 14 | 50 | 32 | 42 |
| Route Charges | 6 | 6 | 7 | - | 6 | 6 | 6 |
| Own'ship & Maint. | 9 | 20 | 15 | 18 | 45 | 59 | 64 |
| S/M & Other | 4 | 9 | 26 | 29 | 18 | 31 | 41 |
| Net Fin. (Inc.) / Exp. ⁽ⁱ⁾ | - | 3 | - | - | 5 | 2 | 4 |
| Unit cost ex fuel | 36 | 62 | 90 | 147 | 178 | 178 | 253 |
| | | +72% | +150% | +308% | +394% | +394% | +603% |
| 2019 (pre-Covid) | 31 | 39 | 53 | 101 | 143 | 142 | 219 |
| | | +26% | +71% | +226% | +361% | +358% | +606% |

Source: latest FY Results

(i) Net interest (income) / expense

(ii) Excl. one-off receipts



| | FY25 | FY26 | |
|----------------------------|----------|----------|------|
| Guests | 200m | 208m | +4% |
| Load Factor | 94% | 94% | - |
| Ave. Fare | €46 | €51 | +10% |
| Total Rev. | €13.95bn | €15.54bn | +11% |
| Total Costs (pre-except.)* | €12.39bn | €13.09bn | +6% |
| PAT (pre-except.)* | €1.61bn | €2.26bn | +40% |



*FY26: €85m (33%) AGCM (Italy) fine provision

| €'bn | Mar. 25 | Mar.26 | <u>BBB+ (Fitch and S&P)</u> |
|--------------|-------------|-------------|-----------------------------------|
| Assets | 13.5 | 16.1 | Unencum. B737 fleet (620) |
| Cash | 4.0 | 3.6 | Net Cash: €2.1bn (Y.E.) Mar. 2026 |
| Total | 17.5 | 19.7 | |
| Accruals | 7.8 | 8.1 | |
| Debt | 2.7 | 1.5 | Final €1.2bn bond repay 25 May'26 |
| S/H Funds | 7.0 | 10.1 | |
| Total | 17.5 | 19.7 | |



Current Developments

- FY27 traffic +4% to 216m
- Constrained cap. switch. to apts. / regions who cut taxes / fees to grow
- FY27 jet-fuel 80% hedged @ \$67pbl – derisks volatile oil mkts.
 - Unhedged 20% double Apr. & May due to Mid. East conflict
- Final €1.2bn bond repaid in May – then debt free
- Planning for 15 MAX-10 delivs. in Spring 2027
- Multi-year Eng. parts deal with CFM for 2 MROs
- Decade of low-fare profitable growth to 300m pax p.a. by FY34



Hedging Derisks Volatile Oil

| | <u>Jet-fuel Swap – per mt. tn.</u> ⁽ⁱ⁾ | <u>Opex €/\$</u> ⁽ⁱⁱ⁾ | <u>Carbon</u> ⁽ⁱⁱⁱ⁾ |
|-------------|---|----------------------------------|--------------------------------|
| H1 FY27 | 80% (\$670) | 80% (\$1.14) | |
| H2 FY27 | 80% (\$666) | 80% (\$1.16) | |
| FY27 | 80% (\$668) | 80% (\$1.15) | 100% (€72) |
| H1 FY28 | 0% | 29% (\$1.20) | 0% |

MAX-10 Capex: 60% (150x firms) hedged @ > €/\$1.23 (avg.)

(i) Jet fuel spot \$1,290 per metric tonne on 11 May.

(ii) €/\$ spot \$1.17 on 11 May.

(iii) Blended EU / UK ETS hedge position. Blended spot €73 on 11 May.





Boeing Deliveries

- 647 fleet (210 *G'Changers*) @ 31 Mar.
- Better quality & delivs. (+29 a/c in W.25/26)
- Expect MAX-10 cert. late S.26
- 20% more seats & 20% less fuel
- First 15 MAX-10 delivs. due Spring 2027
- 300 MAX-10s by Mar. 2034 = 300m pax p.a.





MAX-10 Order = Decade Of Growth

| | Fleet | Pax p.a. (m) | Pax Grth | Cum. Grth (i) |
|------|-------|--------------|----------|---------------|
| FY24 | 584 | 184 | - | - |
| FY25 | 613 | 200 | +9% | +9% |
| FY26 | 647 | 208 | +4% | +13% |
| FY27 | 655 | 216 | +4% | +17% |
| FY28 | 670 | 223 | +3% | +21% |
| FY29 | 681 | 230 | +3% | +25% |
| FY30 | 700 | 245 | +7% | +33% |
| FY31 | 730 | 260 | +6% | +41% |
| FY32 | 760 | 275 | +6% | +49% |
| FY33 | 790 | 290 | +5% | +58% |
| FY34 | 800 | 300 | +3% | +63% |

300 MAX-10 Order

(i) Pax growth vs FY24 (183.7m).



Multi-year CFM Eng. Deal

- Bring Eng. maint. in-house & replace 'Pwr-by-hour'
- 2x MROs for 2,000 engines (CFM56-7B & LEAP-1B)
- First MRO early 2029 – cost c.€400m
- Second site opens early 2030
- All in-house maint. – no 3rd party
- Underpinned by strong bal. sheet
- Eng. cost gap widens – key comp. advantage



- FY27 traffic grows 4% to 216m
- Costs rise: unhedged fuel (20%), enviro. taxes (+€300m), maint. & crew pay
- S.26 demand robust - bookings closer-in so visibility low
- LF active / yield passive strategy - expect competitor failures
- Expect Q1 fares down mid-single digit (Easter & hesitancy)
- Q2 fares trend broadly flat, depends on peak S.26 bookings⁽ⁱ⁾
- Too early for FY27 PAT guidance
- MAX-10 order facils. growth. to 300m pax by FY34

(i) Heavily reliant on no Middle East / Ukraine conflict escl., oil price & supply, macro enviro.

Appendices



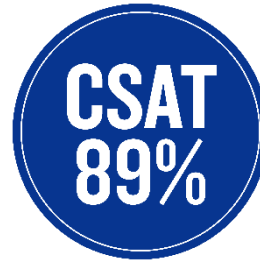


Appendix: Best In Class ESG

Ratings:



Record FY26 CSAT rating:



Commitments:



Member of:





Appendix: EU's Most Enviro. Efficient Large Airline

| | | Emissions (m tn.) | Traffic (m) | CO2 per pax/km |
|----------|--------------|----------------------|-------------|-------------------|
| 1 | LUFT | 29.4 | 135 | 85 |
| 2 | IAG | 27.5 | 122 | 78 |
| 3 | AFKLM | 26.1 | 103 | 67 |
| 4 | RYA | 17.0 | 208 | 63 |
| 5 | EZJ | 8.7 | 93 | 65 |

Source: latest FY Results.



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