

Q1 2019

ANALYST & INVESTOR PRESENTATION

22 January 2019

easyJet

Q1 PERFORMANCE – OVERVIEW

1. POSITIVE UNDERLYING REVENUE TREND

- Robust demand across Europe
- Strong ancillary revenue performance
- Moderate competitor capacity growth in the market

2. UNDERLYING COST PERFORMANCE AS EXPECTED

- Continuing to deliver on cost programme
- £10 million cost impact from Gatwick drone issue (and £5 million revenue impact)

3. CONTINUING TO DELIVER OUR PLAN

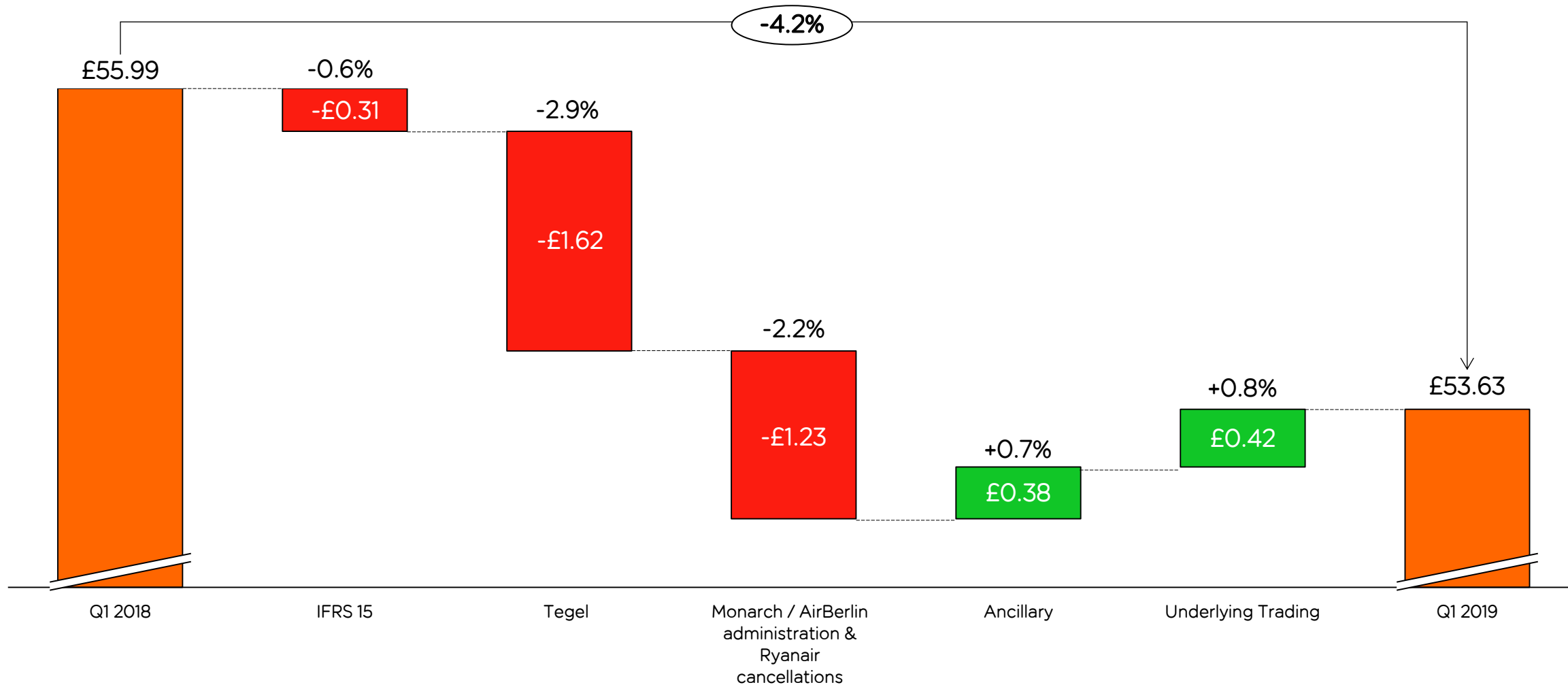
- Holidays, Business, Loyalty and Data progressing well
- Progress on Q1 operational performance
- Customer perception continues to improve

Q1 KEY STATS – AS EXPECTED

	Q1 '19	Q1 '18	CHANGE FAVOURABLE/(ADVERSE)
Passengers (m)	21.6	18.8	15.1%
Load factor (%)	89.7%	92.1%	(2.4pts)
Seats (m)	24.1	20.4	18.2%
Average sector length (km)	1,079	1,094	(1.4%)
Passenger revenue (£m)	1,025	914	12.2%
Ancillary revenue (£m)	271	226	19.9%
Total revenue (£m)	1,296	1,140	13.7%
Total revenue per seat (£)	53.89	55.99	(3.8%)
Total revenue per seat @ constant currency (£)	53.63	55.99	(4.2%)
Total headline CPS (£)	(56.71)	(54.34)	(4.3%)
Total headline CPS @ constant currency (£)	(55.55)	(54.34)	(2.2%)
Total headline CPS, ex-fuel @ constant currency (£)	(43.27)	(42.83)	(1.0%)

Q1 REVENUE PERFORMANCE

@ constant currency



COST PERFORMANCE

HEADLINE	Q1 2019 REPORTED	Q1 2019 CONSTANT CURRENCY
Cost per seat <u>including</u> fuel	4.3% Increase	2.2% Increase
Cost per seat <u>excluding</u> fuel	1.3% Increase	1.0% Increase

Increases driven by:

- Gatwick drone issue
 - c.£10m impact on cost
- Crew pay agreements
- Better than expected crew retention levels
- Ownership costs
- Ongoing (regulatory) inflationary pressure

Offset by:

- Robust management action on costs:
 - Airport savings, driven by discounts on additional passenger volumes
 - Up-gauging of fleet: as easyJet continues to move from A319s to A320s and A321s
 - Reduced cancellations and >3hr delays despite drone issue

BREXIT – VERY WELL PREPARED

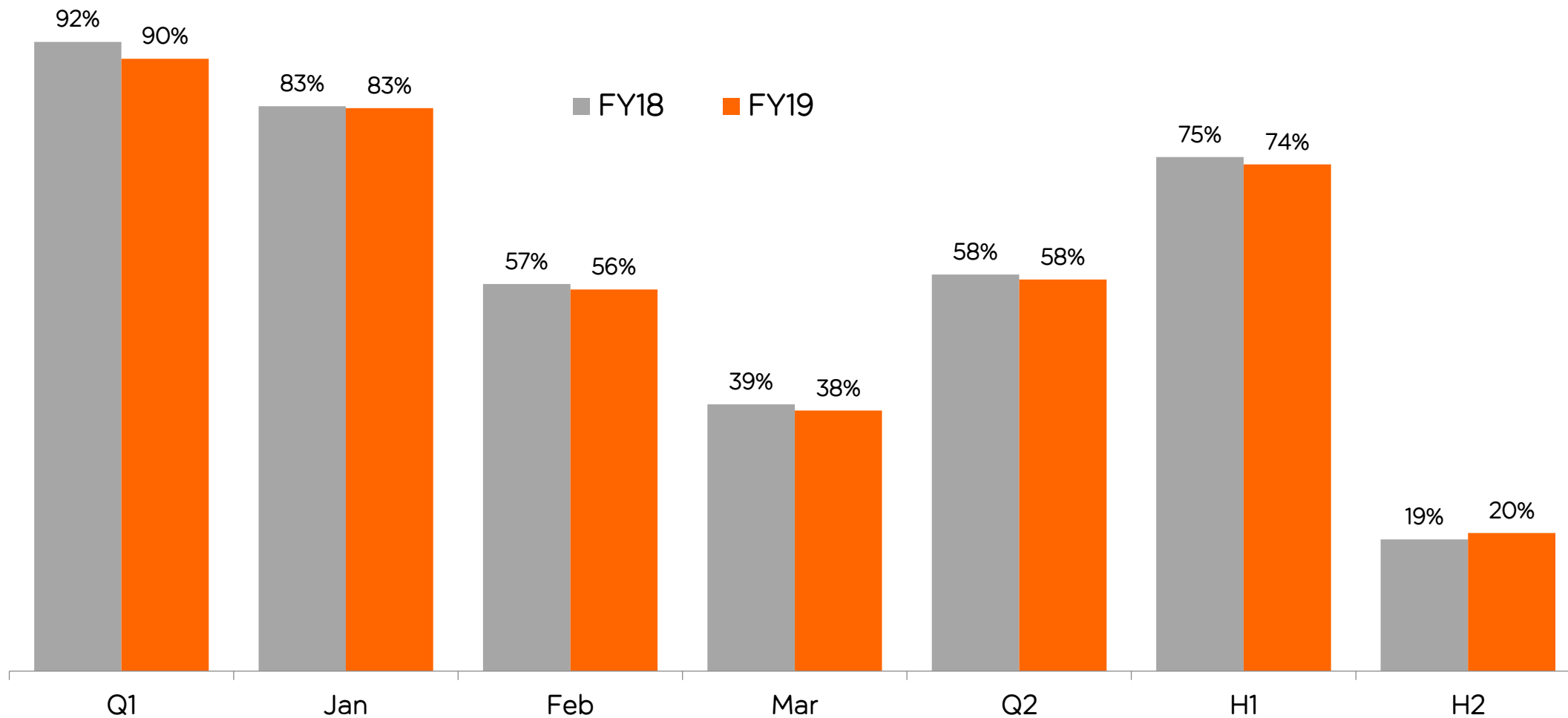
- Operations are well prepared
 - 130 EU registered aircraft
 - Parts distribution and licence transfers on track
- EU ownership now at 49%
- UK and EU committed to continuation of flying rights post March 29
- Robust demand continues across the network
 - H2 forward bookings in front of last year

FUEL AND FOREIGN EXCHANGE HEDGING

	Fuel requirement	US dollar requirement	Euro surplus
Six months ending March 2019	69% @ \$571/MT	78% @ 1.31	72% @ 1.13
Full year ending 30 September 2019	69% @ \$577/MT	74% @ 1.33	72% @ 1.13
Full year ending 30 September 2020	52% @ \$662/MT	56% @ 1.37	55% @ 1.10

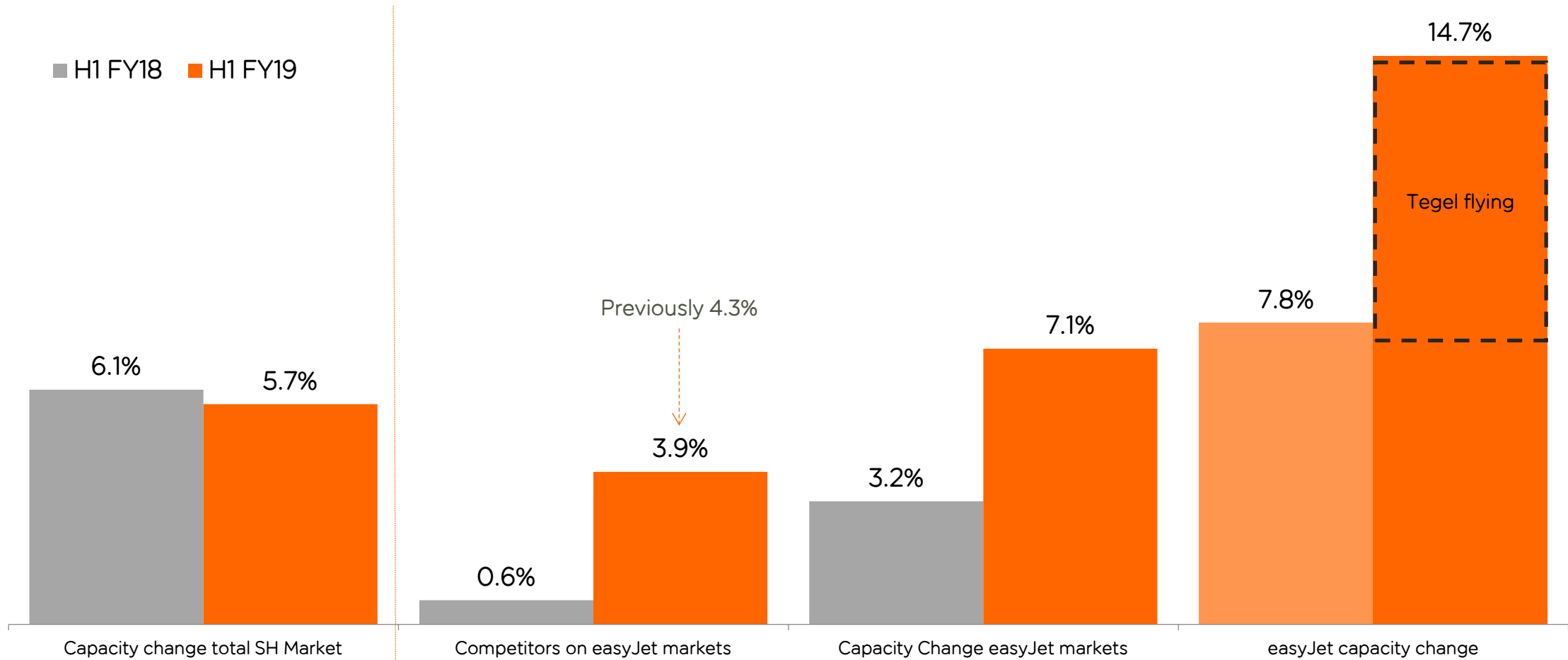
As at 31 Dec 2018

FORWARD BOOKINGS



As at 21st January 2019 (Including Tegel bookings)

H1 CAPACITY OUTLOOK



H1 2019 (Oct 2018 to March 2019) as at 3 January 2019

OUTLOOK

Capacity (seats flown)

- > FY c.+10% increase; H1 c.15% increase

Revenue per seat at constant currency

- > H1 revenue per seat performance (updated for IFRS 15):
 - > Down mid to high single digits

Cost per seat at constant currency

- > FY headline cost per seat excluding fuel (updated for IFRS 15):
 - > circa Flat (assuming normal levels of disruption)

FX / Fuel*

- > FY: c.£10 million adverse movement from foreign exchange rates on headline PBT
- > FY: unit fuel costs £10 million to £60 million adverse
- > Expected total fuel cost c.£1.46 billion

Full year PBT expectations

- > Broadly in line with current consensus[#]

H1 2019 (1 Oct 2018 to 31 Mar 2019)

* Based on fuel spot price range of \$600- \$700 includes impact of ETS carbon scheme prices GBP; EUR: 1.12 GBP: USD 1.28

[#] Bloomberg consensus as at 18th Jan 2019 is £581m

APPENDIX

Q1 PASSENGER STATISTICS

October	2018	2017	Change
Passengers	8,578,341	7,519,759	14.1%
Load Factor	90.5%	92.5%	(2.0pts)
November	2018	2017	Change
Passengers	6,182,399	5,350,245	15.6%
Load Factor	89.2%	92.3%	(3.1pts)
December	2018	2017	Change
Passengers	6,830,887	5,884,304	16.1%
Load Factor	89.2%	91.4%	(2.2pts)