

## PRESS RELEASE

### First Half 2019 Financial Results

#### **20% increase in Consolidated Revenue and 30% in Net Earnings in Q2 2019 drive improvement in First Half 2019 results**

Kifissia, 16 September 2019

AEGEAN announces its first half 2019 results with consolidated revenue at EUR 519.4 mil., 14% higher compared to 2018 and net losses narrowing to EUR 13.0 mil. from EUR 13.8 mil. in 2018, including the effect of implementation of IFRS 16 for the first time. The adoption of IFRS 16 has a negative impact on results of EUR 3,8 mil. Therefore, net losses on a comparable basis, excluding IFRS 16 would have been EUR 9.2 mil. from EUR 13.8 mil. in 2018.

Strong performance during the second quarter, drove the improvement on first half results. The Group offered 12% ASK capacity increase in the second quarter aiming to support the extension of the tourism season. The increased effort resulted in a 10% overall traffic increase and a 15% increase in international traffic, achieving a rate of growth significantly higher than overall air arrivals to the country. Consolidated Revenue recorded a 20% increase in the second quarter, with a 30% increase in net earnings to EUR 22.2 mil. in the second quarter of 2019 from EUR 17 mil. in the respective 2018 period.

Total traffic in the first half of the year reached 6.5 mil. passengers, 9% higher than 2018. Passengers carried on domestic flights increased by 4% to 2.8 mil. International network traffic which accounts for 76% of consolidated revenue, increased by 12% to 3.7 mil. passengers. Load factor improved to 82.2% from 81.7%.

Cash and short-term financial investments reached EUR 602.3 mil.<sup>1</sup> at period end 30.06.2019 while loans outstanding reached EUR 200 mil. following the issuance of the 7-year bond.

**Mr. Dimitris Gerogiannis, CEO of AEGEAN, commented:**

“We have followed our path of consistent growth by investing additional capacity in our international network. Our effort to extend the tourism season by flying more, earlier than usual, in the months of April-May and increase the utilization of our fleet contributed to positive results, despite the overall incoming tourism slowdown. Gradually extending the tourism season remains critical for both Greek tourism and AEGEAN.

The evolution of the third quarter, which materially determines our annual result based on our current load factors and revenues remains positive, despite the marginal increase in total air traffic arrivals in our country.

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<sup>1</sup> Includes cash and cash equivalent, restricted cash (EUR 6.3 mil.) and financial investments in corporate bonds and money market funds (EUR 15.5 mil.).

We continue to work at full speed for the induction of our new Airbus A320 neo aircraft in our fleet in 2020”.

In March 2019 Aegean successfully issued a seven-year EUR 200 mil. Common Bond Loan, with a 3.60% coupon rate.

### Consolidated Results

(in EUR million)	First Half 2018	First Half 2019	%	Second Quarter 2018	Second Quarter 2019	%
Revenue	455.7	519.4	14%	290.3	347.4	20%
EBITDAR <sup>2</sup>	50.0	63.6	27%	53.0	72.0	36%
EBITDA <sup>3</sup>	(14.7)	62.8	-	20.7	71.3	244%
Pre-tax earnings / (Losses) for the period	(18.3)	(17.2)	-6%	24.3	31.5	30%
Net earnings/ (Losses) for the period	(13.8)	(13.0)	-5%	17.0	22.2	30%

### Passenger traffic (in '000)

(in '000)	First Half 2018	First Half 2019	%	Second Quarter 2018	Second Quarter 2019	%
Domestic	2.659	2.767	4%	1.582	1.647	4%
International	3.277	3.683	12%	1.985	2.279	15%
Total	5.935	6.451	9%	3.567	3.926	10%
Load Factor <sup>4</sup>	81,7%	82,2%	0,5pp	81,9%	82,1%	0,2pp
Avg number of passengers per flight	123	126	3%	124	126	2%

Key Performance Indicators are posted on the company's website <http://en.about.aegeanair.com/investor-relations/financial-results/financial-results/>

AEGEAN management will host a conference call to present and discuss First Half 2019 Financial Results, on Monday 16th September 2019, 15:00 Athens time / 13:00 UK time.

### About AEGEAN

AEGEAN and Olympic Air carried 14 million passengers in 2018. 2019 network covers 151 destinations (31 domestic and 120 international) to 44 countries. Since June 30, 2010 AEGEAN is a member of STAR ALLIANCE, the strongest airline alliance worldwide. The Company has been honored with the Skytrax World Airline award, as the best European regional airline in 2019.

<sup>2</sup> Earnings before interest, tax, depreciation and aircraft lease payments

<sup>3</sup> Earnings before interest, tax and depreciation

<sup>4</sup> Scheduled Revenue passenger km divided by Available Seat km

**AEGEAN at a glance**

<b>Consolidated results</b> (in EUR mil.)	<b>Apr- Jun 2018</b>	<b>Apr- Jun 2019</b>	<b>Change in %</b>	<b>Jan- Jun 2018</b>	<b>Jan- Jun 2019</b>	<b>Change in %</b>
Revenue	290,3	347,4	20%	455,7	519,4	14%
EBITDAR	53,0	72,0	36%	50,0	63,6	27%
EBITDA	20,7	71,3	244%	(14,7)	62,8	-
Pre-tax earnings / (Losses) for the period	24,3	31,5	30%	(18,3)	(17,2)	-6%
Net earnings / (Losses) for the period	17,0	22,2	30%	(13,8)	(13,0)	-5%
Total number of passengers (in thousands)	3.567	3.926	10%	5.935	6.451	9%
Average number of passengers per flight	124	126	2%	123	126	3%
Load factor - Scheduled services (RPK/ASK)	81,9%	82,1%	0,2pp	81,7%	82,2%	<b>0,5pp</b>
Load factor - Scheduled services (Pax/AVS)	81,3%	81,8%	0,5pp	80,9%	81,6%	0,8pp
Average sector length (km)	921	942	2%	900	913	1%
RASK (Revenue per ASK, in € cents)	6,5	6,9	6%	6,24	6,51	<b>4%</b>
Yield (Revenue per RPK, in € cents)	7,9	8,4	6%	7,65	7,92	4%
CASK (EBT level, in € cents)	5,9	6,3	5%	6,48	6,72	4%
CASK (EBT level, in € cents) - excl. fuel costs	4,6	4,8	4%	5,15	5,25	2%

**Profit & Loss account**

Consolidated results (in EUR mil.)	Apr- Jun 2018	Apr- Jun 2019	Change in %	Jan- Jun 2018	Jan- Jun 2019	Change in %
<b>Revenue</b>						
Scheduled Services	245,1	289,2	18%	388,1	433,3	12%
Charter	15,7	23,8	51%	20,6	29,3	42%
Other	29,4	34,4	17%	47,0	56,8	21%
<b>Total revenue</b>	<b>290,3</b>	<b>347,4</b>	<b>20%</b>	<b>455,7</b>	<b>519,4</b>	<b>14%</b>
Other operating income	3,9	3,7	-6%	7,6	8,8	15%
Employee benefits	(32,9)	(35,9)	9%	(62,9)	(67,4)	7%
Aircraft fuel	(61,8)	(76,4)	24%	(99,0)	(119,3)	20%
Aircraft maintenance	(41,9)	(48,3)	15%	(70,1)	(78,3)	12%
Overflight expenses	(18,2)	(19,9)	9%	(29,7)	(31,6)	7%
Ground handling expenses	(17,0)	(19,1)	12%	(28,6)	(31,6)	11%
Airport charges	(17,3)	(19,7)	14%	(29,2)	(33,5)	15%
Catering expenses	(8,6)	(9,8)	13%	(14,4)	(15,9)	11%
Distribution expenses	(20,2)	(21,8)	8%	(34,6)	(36,3)	5%
Marketing & advertising expenses	(3,9)	(4,8)	23%	(6,8)	(8,0)	19%
Other operating expenses	(19,3)	(23,5)	22%	(38,2)	(42,6)	11%
<b>EBITDAR</b>	<b>53,0</b>	<b>72,0</b>	<b>36%</b>	<b>50,0</b>	<b>63,6</b>	<b>27%</b>
EBITDAR margin	18,2%	20,7%		11,0%	12,2%	
Aircraft leases	(32,2)	(0,7)	-98%	(64,8)	(0,8)	-99%
<b>EBITDA</b>	<b>20,7</b>	<b>71,3</b>	<b>244%</b>	<b>(14,7)</b>	<b>62,8</b>	<b>-</b>
Depreciation	(4,4)	(36,8)	741%	(9,2)	(72,2)	684%
<b>EBIT</b>	<b>16,3</b>	<b>34,5</b>	<b>111%</b>	<b>(23,9)</b>	<b>(9,4)</b>	<b>-61%</b>
EBIT margin	5,6%	9,9%		-5,3%	-1,8%	
Financial results	<b>8,0</b>	<b>(2,9)</b>	<b>-</b>	<b>5,7</b>	<b>(7,8)</b>	<b>-</b>
<b>EBT</b>	<b>24,3</b>	<b>31,5</b>	<b>30%</b>	<b>(18,3)</b>	<b>(17,2)</b>	<b>-6%</b>
EBT margin	8,4%	9,1%		-4,0%	-3,3%	
Income Tax	(7,3)	(9,4)	28%	4,5	4,1	-8%
<b>Net earnings / (loss) after tax</b>	<b>17,0</b>	<b>22,2</b>	<b>30%</b>	<b>(13,8)</b>	<b>(13,0)</b>	<b>-5%</b>

### Balance Sheet AEGEAN Group – Summary

(in EUR mil.)	December 18	June 19
Total fixed assets	255,1	614,8
Cash & equivalents	271,7	586,8
Financial assets available for sale	18,5	15,6
Other current assets	180,7	233,7
<b>Total assets</b>	<b>725,9</b>	<b>1.450,8</b>
Total equity	277,9	232,1
Finance lease liabilities	22,9	17,8
Operating lease liabilities	0,0	339,7
Loans	0,0	196,3
Other Liabilities	425,1	664,8
<b>Total equity and liabilities</b>	<b>725,9</b>	<b>1.450,8</b>

### Cashflow AEGEAN Group – Summary

(in EUR mil.)	Jan – Jun 2018	Jan – Jun 2019
Net cash flows from operating activities	163.2	244.1
Net cash flows from investing activities	(42.6)	(15.6)
Net cash flows from financing activities	(40.3)	86.8
Net (decrease)/ increase in cash and cash equivalents	80.2	315.4
Cash at the beginning of the period	300.9	271.7
Foreign exchange difference impact in cash & cash equivalents	2.0	0.3
<b>Cash at the end of the period</b>	<b>383.1</b>	<b>586.8</b>

**Operating figures (AEGEAN & Olympic Air)**

	Apr- Jun 2018	Apr- Jun 2019	Ch in %	Jan- Jun 2018	Jan- Jun 2019	Ch in %
<b>Capacity</b>						
ASKs (in mil.)	4.539	5.098	12%	7.431	8.112	9%
Total available seats (000)	4.413	4.817	9%	7.369	7.923	8%
Total Block Hours	47.850	52.970	11%	79.088	85.190	8%
Total Sectors Flown	28.781	31.107	8%	48.342	51.060	6%
Average capacity per flight	153	155	1%	152	311	104%
Average sector length (km)	921	942	2%	900	913	1%
<b>Passengers (000)</b>						
By type of service:						
Schedule passengers	3.428	3.717	8%	5.740	6.163	7%
Charter passengers	138	209	51%	196	288	47%
By network:						
Domestic	1.582	1.647	4%	2.659	2.767	4%
International	1.985	2.279	15%	3.277	3.683	12%
<b>Total number of passengers</b>	<b>3.567</b>	<b>3.926</b>	<b>10%</b>	<b>5.935</b>	<b>6.451</b>	<b>9%</b>
RPKs (in mil.)	3.711	4.184	13%	6.060	6.666	10%
Pax/flight	124	126	2%	123	126	3%
Load factor - Scheduled (Pax/AVS)	81,3%	81,8%	0,5pp	80,9%	81,6%	0,8pp
Load factor - Scheduled (RPK/ASK)	81,9%	82,1%	0,2pp	81,7%	82,2%	0,5pp

EBITDA	Earnings before net interest and financial expenses, income taxes, depreciation and amortization
EBITDAR	Earnings before net interest and financial expenses, income taxes, depreciation and amortization and rental costs
ASKs (in millions)	Available Seat Kilometers. Represents the number of seats available multiplied by the number of kilometers those seats were flown.
Average capacity per flight	The ratio divides total available seats flown by total sectors flown
Average sector length (km)	The ratio divides total available kilometers flown by total sectors flown
CASK (EBITDAR level, in € cents)	The ratio divides operating expenses by the total number of ASKs. Total operating expenses exclude rentals and depreciation expenses.
CASK (EBITDAR level, in € cents) - excl. fuel costs	The ratio divides operating expenses excluding fuel cost by the total number of ASKs. Total operating expenses exclude rentals and depreciation expenses.
CASK (EBT level, in € cents)	The ratio divides total expenses (operating & financial) by the total number of ASKs
CASK (EBT level, in € cents) - excl. fuel costs	The ratio divides total expenses (operating & financial) excluding fuel costs by the total number of ASKs
Load Factor	Expressed as both RPK/ASK and Passengers/Available seats for scheduled flights
Pax/flight	The ratio divides total passengers carried by total sectors flown
RASK (Revenue per ASK, in € cents)	Revenue per Available Seat Kilometer, where "revenue" refers to revenue from scheduled, charter flights, ancillaries and other operating income
Yield (Revenue per RPK, in € cents)	Revenue per Revenue Passenger Kilometer, where "revenue" refers to revenue from scheduled, charter flights, ancillaries and other operating income
RPKs (in millions)	Revenue Passenger Kilometers; the number of revenue passengers carried multiplied by the distance flown in kilometers.
Total available seats (000)	Represents the number of seats available flown
Total Block Hours	A block hour is the time from the commencement of the movement of an aircraft from its parking position at the departure airport until its complete immobilization at the airport of destination
Total Sectors Flown	Total number of point-to-point flights

Detailed financial statements are available at [www.aegeanair.com](http://www.aegeanair.com) under the About Aegean / investor relations / Financial results section.