

## PRESS RELEASE

### Second Quarter & First Half 2020 Financial Results

#### **Pandemic creates unprecedented challenges**

#### **Continuous effort for necessary adjustments**

Kifissia, 28 September 2020

AEGEAN announces its second quarter 2020 results. The outbreak of COVID-19 has brought unprecedented challenges for the airline sector, especially in the second quarter for all Europe. Travel restrictions and local shutdowns imposed by governments during the period caused the cessation of effectively all of the Company's flight activity.

The total number of flights operated fell by 82% in the quarter (with a reduction of 95% and 92% for the months of April and May respectively), while passenger traffic fell 92%.

Consolidated revenue for the second quarter stood at just €40.4m, 88% down compared to the second quarter of 2019, i.e. a decline in revenue of €307m. Pre-tax losses (excluding extraordinary) stood at €58.7m against pretax profit of €31.5m in the respective 2019 period.

As a result, overall first half 2020 consolidated revenue fell by 64% to €187.4m while underlying pre-tax losses stood at €132.3m. The results were burdened by extraordinary losses of €68.5m from ineffective hedging, mainly due to the large portion of fuel hedging contracts for the duration of 2020 being rendered ineffective by the significant reduction in flight activity. Net losses after tax stood at €158.8m in the first half compared to losses of €13m in the respective period last year.

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

"The last seven months have been a constant strife for flexibility, resilience and efforts to develop our viability forward in what is certainly the most difficult period the global airline industry has ever faced.

Due to travel restrictions the second quarter of the year was a period with essentially zero activity. Our efforts were primarily directed towards cost management as well as establishing and implementing strict protocols for the safety of our passengers and crews.

By end of June with the passing of the first wave of the pandemic and the partial lifting of travel restrictions, we made a significant effort to rebuild our activity, eventually covering 84 destinations from Athens and 52 from our regional bases, supporting Greek tourism. However, several markets, outside and within the EU remained inaccessible while demand for travel even from accessible countries was weak, despite Greece's strong relative attractiveness and performance.

Since early August with the resurgence of the pandemic a new round of dissimilar, uncoordinated measures across the region, once again limited access and demand for travel. As a result, we operated less than 50% of our scheduled activity in August with particularly low load factors for the period.

Looking forward, our industry and our Company are faced with the most challenging and least predictable winter ever. We will continue our daily effort to adjust to the new travel requirements of our passengers, to further extend our “crisis endurance runway” and to develop effective and flexible alternative scenarios for our product and network for 2021.

We thank all of our staff for their efforts and our passengers for their daily trust to fly with us during these difficult circumstances.

Last but not least, as all aviation industry bodies emphatically communicate, it is crucial that nations around the world establish common protocols for pre-flight covid testing that will allow all markets to become accessible, replacing quarantines and market closures. This is certainly a requirement for non- EU to EU travel but could also be the case for intra EU international travel should this be deemed necessary by the medical experts”.

It is noted that during the third quarter of the year the Company adjusted its planned delivery schedule for its new Airbus A320/A321 fleet, maintaining its total commitment at 46 aircraft but deferring A/C from 2021/2022 post 2023. The Company has already taken delivery of 5 new neo aircraft and expects to take delivery of 4 A321NEO by April 2021.

### Consolidated Results

(in € mil.)	Q1 2019	Q1 2020	%	Q2 2019	Q2 2020	%	H1 2019	H2 2020	%
Revenue	172,0	147,0	-15%	347,4	40,4	-88%	519,4	187,4	-64%
EBITDA <sup>1</sup>	(8,5)	(34,1)		71,3	(15,5)		62,8	(49,6)	
<b>Pre-tax profit (losses) excl. extraordinary</b>	<b>(48,7)</b>	<b>(73,6)</b>		<b>31,5</b>	<b>(58,7)</b>		<b>(17,2)</b>	<b>(132,3)</b>	
Extraordinary result*	-	(38,7)		-	(29,8)		-	(68,5)	
Pre-tax profit (losses) for the period	(48,7)	(112,3)		31,5	(88,5)		(17,2)	(200,8)	
Net profit (losses) for the period	(35,2)	(85,4)		22,2	(73,4)		(13,0)	(158,8)	

\*Extraordinary result relates to hedging ineffectiveness losses

### Passenger traffic

	Q1 2019	Q1 2020	%	Q2 2019	Q2 2020	%	H1 2019	H2 2020	%
Passengers (,000)	2,525	2,135	-15%	3,927	328	-92%	6,452	2,463	-62%
Flights	19,945	18,758	-6%	31,107	5,681	-82%	51,052	24,439	-52%
Load Factor (RPK/ASK)	82.3%	76.0%	-6.3	82.1%	50.8%	-31.3	82.2%	72.5%	-9.7

<sup>1</sup> EBITDA: Earnings before interest, tax, depreciation & amortization

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 2020 Financial Results, on Monday 28<sup>th</sup> September 2020, 16:00 Athens time / 14:00 UK time.

About AEGEAN \_\_\_\_\_

AEGEAN and its subsidiary Olympic Air carried 15 million passengers in 2019.

The Company has been honored, for the ninth consecutive year and tenth time in the last 11 years, with the Skytrax World Airline award, as the best European regional airline in 2019.

**AEGEAN at a glance**

Consolidated results (in EUR mil.)	Jan-Mar 2019	Jan-Mar 2020	Change in %	Apr-Jun 2019	Apr-Jun 2020	Change in %	Jan-Jun 2019	Jan-Jun 2020	Change in %
Revenue	172,0	147,0	-15%	347,4	40,4	-88%	519,4	187,4	-64%
EBITDAR	-8,4	-33,1		72,0	(14,7)		63,6	(47,7)	
EBITDA	-8,5	-34,1		71,3	(15,5)		62,8	(49,6)	
Pre-tax earnings / (Losses) for the period	-48,7	-112,3		31,5	(88,5)		(17,2)	(200,8)	
Net earnings / (Losses) for the period	-35,2	-85,4		22,2	(73,4)		(13,0)	(158,8)	
Total number of passengers (in thousands)	2.525	2.135	-15%	3.927	328	-92%	6.452	2.463	-62%
Average number of passengers per flight	127	114	-10%	126	58	-54%	126	101	-20%
Load factor - Scheduled services (RPK/ASK)	82,3%	76,0%	-6,3pp	82,1%	50,8%	-31,3pp	82,2%	72,5%	-9,7pp
Load factor - Scheduled services (Pax/AVS)	81,3%	75,0%	-6,3pp	81,8%	47,1%	-34,7pp	81,6%	69,5%	-12,1pp
Average sector length (km)	870	859	-1,2%	942	508	-46%	914	777	-15%
RASK (Revenue per ASK, in € cents)	5,9	5,5	-5,6%	6,9	9,4	36%	6,51	6,08	-7%
Yield (Revenue per RPK, in € cents)	7,1	7,3	3%	8,4	18,8	124%	7,92	8,44	7%
CASK (EBT level, in € cents)	7,5	9,6	28%	6,3	29,3	368%	6,72	12,34	84%
CASK (EBT level, in € cents) - excl. fuel costs	6,1	8,0	31%	4,8	27,6	478%	5,25	10,68	103%

**Profit & Loss account**

Consolidated results (in EUR mil.)	Jan-Mar 2019	Jan-Mar 2020	Change in %	Apr-Jun 2019	Apr-Jun 2020	Change in %	Jan-Jun 2019	Jan-Jun 2020	Change in %
<b>Revenue</b>									
Scheduled Services	144,0	123,5	-14%	289,2	32,0	-89%	433,3	155,6	-64%
Charter	5,6	2,8	-49%	23,8	0,4	-98%	29,3	3,2	-89%
Other	22,3	20,6	-8%	34,4	8,0	-77%	56,8	28,6	-50%
<b>Total revenue</b>	<b>172,0</b>	<b>147,0</b>	<b>-15%</b>	<b>347,4</b>	<b>40,4</b>	<b>-88%</b>	<b>519,4</b>	<b>187,4</b>	<b>-64%</b>
Other operating income	5,1	6,3	23%	3,7	1,2	-66%	8,8	7,5	-14%
Employee benefits	(31,5)	(31,2)	-1%	(35,9)	(11,3)	-69%	(67,4)	(42,4)	-37%
Aircraft fuel	(42,9)	(45,4)	6%	(76,4)	(7,8)	-90%	(119,3)	(53,2)	-55%
Aircraft maintenance	(30,0)	(30,0)	0%	(48,3)	(6,1)	-87%	(78,3)	(36,1)	-54%
Overflight expenses	(11,8)	(10,3)	-13%	(19,9)	(2,0)	-90%	(31,6)	(12,2)	-61%
Ground handling	(12,6)	(11,4)	-10%	(19,1)	(2,8)	-85%	(31,6)	(14,2)	-55%
Airport charges	(13,8)	(14,2)	3%	(19,7)	(2,6)	-87%	(33,5)	(16,8)	-50%
Catering expenses	(6,1)	(5,9)	-3%	(9,8)	(0,5)	-95%	(15,9)	(6,5)	-59%
Distribution expenses	(14,5)	(12,9)	-11%	(21,8)	(7,4)	-66%	(36,3)	(20,4)	-44%
Marketing & advertising	(3,2)	(4,4)	37%	(4,8)	(0,8)	-82%	(8,0)	(5,3)	-34%
Other expenses	(19,0)	(20,6)	8%	(23,5)	(14,9)	-36%	(42,6)	(35,6)	-16%
<b>EBITDAR</b>	<b>(8,4)</b>	<b>(33,1)</b>	<b>293%</b>	<b>72,0</b>	<b>(14,7)</b>		<b>63,6</b>	<b>(47,7)</b>	
EBITDAR margin	-4,9%	-22,5%		20,7%	-36,3%		12,2%	-25,5%	
Aircraft leases	(0,1)	(1,0)		(0,7)	(0,8)		(0,8)	(1,8)	
<b>EBITDA</b>	<b>(8,5)</b>	<b>(34,1)</b>		<b>71,3</b>	<b>(15,5)</b>		<b>62,8</b>	<b>(49,6)</b>	
Depreciation	(35,3)	(36,5)	3%	(36,8)	(36,6)	-1%	(72,2)	(73,1)	1%
<b>EBIT</b>	<b>(43,8)</b>	<b>(70,6)</b>		<b>34,5</b>	<b>(52,1)</b>		<b>(9,4)</b>	<b>(122,6)</b>	
EBIT margin	-25,5%	-48,0%		9,9%	-129,0%		-1,8%	-65,4%	
Financial results	<b>(4,9)</b>	<b>(41,8)</b>		<b>(2,9)</b>	<b>(36,4)</b>		<b>(7,8)</b>	<b>(78,2)</b>	
<b>EBT</b>	<b>(48,7)</b>	<b>(112,3)</b>		<b>31,5</b>	<b>(88,5)</b>		<b>(17,2)</b>	<b>(200,8)</b>	
EBT margin	-28,3%	-76,4%		9,1%	-219,2%		-3,3%	-107,2%	
Income Tax	13,5	27,0		(9,4)	15,1		4,1	42,1	
<b>Net earnings / (loss) after tax</b>	<b>(35,2)</b>	<b>(85,4)</b>		<b>22,2</b>	<b>(73,4)</b>		<b>(13,0)</b>	<b>(158,8)</b>	

**Balance Sheet AEGEAN Group – Summary**

(in EUR mil.)	December 2019	June 2020
Total Fixed Assets	618,0	763,3
Cash & Cash Equivalents	505,1	436,6
Financial Assets Available for Sale	11,8	11,9
Other Current Assets	198,6	160,2
<b>Total Assets</b>	<b>1.333,4</b>	<b>1.372,0</b>
Total Equity	328,4	130,0
Lease Liabilities	343,2	406,8
Loans	198,7	239,0
Other Liabilities	463,0	596,2
<b>Total Equity and Liabilities</b>	<b>1.333,4</b>	<b>1.372,0</b>

**Cashflow AEGEAN Group – Summary**

(in EUR mil.)	Jan – Jun 2019	Jan – Jun 2020
Net cash flows from operating activities	244	14,7
Net cash flows from investing activities	(9,6)	(59,0)
Net cash flows from financing activities	80,9	(23,9)
Net (decrease)/ increase in cash and cash equivalents	315,4	(68,2)
Cash at the beginning of the period	271,7	505,1
Foreign exchange difference impact in cash & cash equivalents	(0,3)	(0,3)
<b>Cash at the end of the period</b>	<b>586,8</b>	<b>436,6</b>

### Operating figures

	Jan- Mar 2019	Jan- Mar 2020	Change in %	Apr - Jun 2019	Apr- Jun 2020	Change in %	Jan- Jun 2019	Jan- Jun 2020	Change in %
<b>Capacity</b>									
ASKs (in mil.)	3.015	2.764	-8%	5.099	444	-91%	8.114	<b>3.208</b>	<b>-60,5%</b>
Total available seats (000)	3.105	2.856	-8%	4.817	700	-85%	7.922	3.555	<b>-55%</b>
Total Block Hours	32.224	29.850	-7%	52.974	6.162	-88%	85.199	36.011	-58%
Total Sectors Flown	19.945	18.758	-6%	31.107	5.681	-82%	51.052	24.439	-52%
Average capacity per flight	156	152	-2%	155	123	-20%	155	145	-6%
Average sector length (km)	870	859	-1,2%	942	508	-46%	914	777	-15%
<b>Passengers (000)</b>									
By type of service:									
Schedule passengers	2.447	2.106	-14%	3.717	325	-91%	6.164	2.431	-61%
Charter passengers	79	29	-63%	210	3	-99%	288	32	-89%
By network:									
Domestic	1.120	982	-12%	1.647	243	-85%	2.767	1.225	-56%
International	1.405	1.153	-18%	2.280	85	-96%	3.685	1.238	<b>-66%</b>
<b>Total number of passengers</b>	2.525	2.135	-15%	3.927	328	-92%	6.452	2.463	-62%
RPKs (in mil.)	2.482	2.088	-16%	4.187	222	-95%	6.669	2.310	-65%
Pax/flight	127	114	-10%	126	58	-54%	126	101	-20%
Load factor - Scheduled (Pax/AVS)	81,3%	75,0%	-6,3pp	81,8%	47,1%	-34,7pp	81,6%	69,5%	-12,1pp
Load factor - Scheduled (RPK/ASK)	82,3%	76,0%	-6,3pp	82,1%	50,8%	-31,3pp	82,2%	72,5%	-9,7pp



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.