

PRESS RELEASE

Third Quarter & Nine-Month 2020 Trading Update

**Net losses after tax of €28 mil. in Q3-20, carrying 2 mil. passengers
€187,1 mil. net losses after tax in the Nine-month period
and a 67% decline in revenue**

Kifissia, 24 November 2020

AEGEAN announces a trading update for the third quarter and nine-month period ending September 30, 2020.

The partial lifting of travel restrictions across Europe as of July allowed the gradual resumption of international flights. Nevertheless, several countries remained inaccessible, demand was weak due to the pandemic while the lack of coordination on travel protocols weighed on the restart efforts. During the third quarter of 2020, AEGEAN operated 49% less flights than in 2019 while passenger traffic was 62% lower than last year. Load factors fell to 65,7% from 87,7%. Even under these restrictions the Company carried 2 mil. passengers in the quarter, flying to 78 international and domestic destinations.

With the course of the pandemic and the renewed restrictions, especially after August, determining the level of operations, revenue during the third quarter stood at €155,1 mil. from €512,5 mil. in 2019 while net losses after tax reached €28,3 mil. from net earnings of € 90,2 mil. in the same period in 2019.

Overall in the Nine-month period revenue reached €342,5 mil. from €1,031 bn in 2019, while passenger traffic reached 4,4 mil. passengers. Net losses after tax for the Nine-Month period totaled €187,1 mil. from net earnings of €77,1 mil. in the respective period last year.

Mr. Dimitris Gerogiannis, CEO of AEGEAN, commented:

“During Q3 we also resumed our international operations, wherever possible, implementing strict health measures onboard our aircraft. We are proud that our efforts have been recognized by Skytrax, with the Company receiving a 4-star COVID-19 Airline Safety Rating. We welcomed 2 mil. passengers and managed to limit losses to one third of the losses recorded in the previous (Q2) quarter.

For the winter 2020/21 season the second wave of the pandemic, renewed travel restrictions and recently lockdowns across Europe and Greece will limit our activity to levels lower than 20% of the respective 2019 period.

The possibility of the initiation of vaccine distribution in the early 2021 as well as the adoption of common travel protocols could potentially allow for a gradual and partial recovery as 2021 progresses. We continue to focus the necessary flexibility to cater for the needs of our customers in a constantly changing environment while also exploring possible measures to support our financial position”.

Cash and short-term financial investments reached €433,3 mil. at period end 30.09.2020 while borrowings outstanding (Bank Debt and Bond Loan) reached €290 mil.¹

The Company has taken delivery of the 7th NEO aircraft of the Airbus A320NEO family on November 21th (and the second A321) of the total order of 46 aircraft.

Consolidated Results

€ million	Third Quarter 2019	Third Quarter 2020	%	Nine Month 2019	Nine Month 2020	%
Revenue	512,5	155,1	-70%	1.031,9	342,5	-67%
EBITDA ²	168,1	2,5	-98%	230,8	(47,0)	-
Pre-tax profit (losses) for the period	123,7	(36,8)	n.m.	106,6	(237,6)	n.m.
Net profit (losses) for the period	90,2	(28,3)	n.m.	77,1	(187,1)	n.m.

^{*}Extraordinary result relates to hedging ineffectiveness losses

Passenger traffic

	Third Quarter 2019	Third Quarter 2020	%	Nine Month 2019	Nine Month 2020	%
Passengers (,000)	5.181	1.948	-62%	11.633	4.411	-62%
Flights	39.368	20.096	-49%	90.420	44.535	-51%
Load Factor (RPK/ASK)	87,7%	65,7%	-21,9pp	84,5%	69,5%	-15,1pp

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.

¹ Total borrowings increased by €150m at the end of October with the Company drawing down additional debt guaranteed by the Hellenic Development Bank

² EBITDA: Earnings (Losses) before interest, tax, depreciation & amortization

AEGEAN at a glance

Consolidated results (in € mil.)	Jul - Sep 2019	Jul - Sep 2020	Change in %	Jan - Sep 2019	Jan - Sep 2020	Change in %
Revenue	512,5	155,1	-70%	1031,9	342,5	-67%
EBITDA	168,1	2,5	-98%	230,8	(47,0)	-
Pre-tax earnings/(Losses)	123,7	(36,8)	-	106,6	(237,6)	-
Net earnings/(Losses)	90,2	(28,3)	-	77,1	(187,1)	-
Total number of passengers (in thousands)	5.181	1.948	-62%	11.633	4.411	-62%
Average number of passengers per flight	132	97	-26%	129	99	-23%
Load factor - Scheduled services (RPK/ASK)	87,7%	65,7%	-21,9pp	84,5%	69,5%	-15,1pp
Load factor - Scheduled services (Pax/AVS)	87,1%	68,4%	-18,7pp	83,9%	69,0%	-14,9pp
Average sector length (km)	931	787	-15%	921	782	-15%
RASK (Revenue per ASK, in € cents)	8,2	5,9	-28%	7,2	6,0	-17%
Yield (Revenue per RPK, in € cents)	9,3	8,9	-4%	8,5	8,7	1%
CASK (EBT level, in € cents)	6,2	7,3	17%	6,5	10,0	54%
CASK (EBT level, in € cents) - excl. fuel costs	4,7	5,9	25%	5,0	8,5	70%

Profit & Loss account

Consolidated results (in € mil.)	Jul - Sep 2019	Jul - Sep 2020	Change in %	Jan - Sep 2019	Jan - Sep 2020	Change in %
Revenue						
Scheduled Services	427,6	130,2	-70%	860,9	285,8	-67%
Charter	37,7	6,7	-82%	67,0	9,9	-85%
Other	47,2	18,2	-62%	104,0	46,8	-55%
Total revenue	512,5	155,1	-70%	1.031,9	342,5	-67%
Other operating income	4,0	2,0	-51%	12,8	9,5	-26%
Employee benefits	(40,0)	(19,7)	-51%	(107,4)	(62,1)	-42%
Aircraft fuel	(97,8)	(37,4)	-62%	(217,1)	(90,6)	-58%
Aircraft maintenance	(62,0)	(34,2)	-45%	(140,3)	(70,3)	-50%
Overflight expenses	(24,3)	(9,9)	-59%	(55,9)	(22,1)	-60%
Ground handling expenses	(24,1)	(11,8)	-51%	(55,7)	(26,0)	-53%
Airport charges	(19,0)	(8,1)	-57%	(52,5)	(24,9)	-53%
Catering expenses	(11,9)	(5,3)	-55%	(27,8)	(11,8)	-58%
Distribution expenses	(30,4)	(11,0)	-64%	(66,8)	(31,3)	-53%
Marketing & advertising expenses	(4,8)	(1,4)	-71%	(12,8)	(6,7)	-48%
Other operating expenses	(33,5)	(15,6)	-53%	(76,1)	(51,2)	-33%
Leases	(0,6)	(0,1)	-78%	(1,5)	(2,0)	35%
EBITDA	168,1	2,5	-98%	230,8	(47,0)	-
Depreciation	(36,8)	(37,3)	1%	(108,9)	(110,4)	1%
EBIT	131,3	(34,7)	-	121,9	(157,4)	-
EBIT margin	25,6%	-22,4%		11,8%	-46,0%	
Financial results	(7,5)	(2,0)	-73%	(15,3)	(80,2)	424%
Pre-tax earnings/(Losses)	123,7	(36,8)	-	106,6	(237,6)	-
EBT margin	24,1%	-23,7%		10,3%	-69,4%	
Income Tax	(33,6)	8,5	-	(29,4)	50,6	-
Net earnings/(Losses) after tax	90,2	(28,3)	-	77,1	(187,1)	-

Balance Sheet AEGEAN Group – Summary

(in € mil.)	December 2019	September 2020
Total Fixed Assets	618,0	774,0
Cash & Cash Equivalents	505,1	421,3
Financial Assets Available for Sale	11,8	12,0
Other Current Assets	198,6	167,3
Total Assets	1.333,4	1.374,6
Total Equity	328,4	100,8
Lease Liabilities	343,2	393,4
Loans	198,7	289,6
Other Liabilities	463,0	590,8
Total Equity and Liabilities	1.333,4	1.374,6

Cashflow AEGEAN Group – Summary

(in € mil.)	Jan – Sep 2019	Jan – Sep 2020
Net cash flows from operating activities	303	(16)
Net cash flows from investing activities	(18)	(46)
Net cash flows from financing activities	56	(16)
Net (decrease)/ increase in cash and cash equivalents	340	(78)
Cash at the beginning of the period	272	505
Foreign exchange difference impact in cash	6	(6)
Cash at the end of the period	618	421

Operating figures (AEGEAN & Olympic Air)

	Jul – Sep 2019	Jul – Sep 2020	Change in %	Jan – Sep 2019	Jan – Sep 2020	Change in %
Capacity						
ASKs (in millions)	6.323	2.672	-58%	14.438	5.880	-59%
Total available seats (000)	5.957	2.870	-52%	13.879	6.425	-54%
Total Block Hours	65.990	29.282	-56%	151.189	65.294	-57%
Total Sectors Flown	39.368	20.096	-49%	90.420	44.535	-51%
Average capacity per flight	151	143	-6%	154	144	-6%
Average sector length (km)	931	787	-15%	921	782	-15%
Passengers (000)						
By type of service:						
Schedule passengers	4.831	1.889	-61%	10.995	4.319	-61%
Charter passengers	350	59	-83%	638	91	-86%
By network:						
Domestic	2.137	1.067	-50%	4.904	2.291	-53%
International	3.044	881	-71%	6.729	2.120	-69%
Total number of passengers	5.181	1.948	-62%	11.633	4.411	-62%
RPKs (in millions)	5.563	1.756	-68%	12.232	4.066	-67%
Pax/flight	132	97	-26%	129	99	-23%
Load factor- Scheduled (Pax/AVS)	87,1%	68,4%	-18,7pp	83,9%	69,0%	-14,9pp
Load factor- Scheduled (RPK/ASK)	87,7%	65,7%	-21,9pp	84,5%	69,5%	-15,1pp

Definitions

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 for the first half and the full year are available at www.aegeanair.com under the investor relations / Financial results section.