

PRESS RELEASE

First Quarter 2020 Trading Update

Kifissia, 25 June 2020

AEGEAN confirms the financial and operating results for the first quarter 2020, as per preliminary estimate guidance dated May 19th,2020. Consolidated Revenue for the first quarter reached €147,0 mil., registering a 15% decline. Passenger traffic reached 2,1 mil., 15% lower, with the company operating 6% fewer flights compared to the same quarter last year. The decline in passenger traffic was driven entirely by March performance, reversing the positive course of the previous two months of the year.

Net Losses for the first quarter of 2020 stood at EUR 85,4 mil. compared to net losses of EUR 35,2 mil. in the same period last year. First quarter 2020 result was burdened with €38,7 mil. due to hedging ineffectiveness deriving mainly from oil derivatives originally in place to hedge volumes which will eventually not be consumed following the suspension of the largest part of network operations in the second quarter.

Mr. Dimitris Gerogiannis, CEO of AEGEAN, commented:

“Over the last four-month period, aviation industry worldwide is experiencing an unprecedented crisis. In June, following some easing signs of the course of the pandemic and the subsequent gradual ease of travel restrictions, we have partially restored our flight operation schedule while a gradual sales recovery was also evident. The next few months will be challenging and uncertain as our operations are directly linked with epidemiological developments”.

Consolidated Results

(in € mil.)	First Quarter 2019	First Quarter 2020	%
Revenue	172,0	147,0	(15%)
EBITDA ¹	(8,5)	(34,1)	300%
Pre-tax profit (losses) for the period	(48,7)	(73,6)	-
Hedging Ineffectiveness		(38,7)	-
Pre-tax profit (losses) for the period	(48,7)	(112,3)	131%
Net profit (losses) for the period	(35,2)	(85,4)	143%

Passenger traffic

(in ,000)	First Quarter 2019	First Quarter 2020	%
Domestic	1.120	982	(12%)
International	1.405	1.153	(18%)
Total	2.525	2.135	(15%)
Load Factor ²	82,3%	76,0%	(6,3 p.p.)
Avg number of passengers per flight	127	114	(10%)

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

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 EBITDA: Earnings before interest, tax, depreciation & amortization

² Scheduled Revenue passenger km divided by Available Seat km

AEGEAN at a glance

Consolidated results in EUR mil.	Jan - Mar 2019	Jan - Mar 2020	% Change
Revenue	172,0	147,0	-15%
EBITDAR	-8,4	-33,1	293%
EBITDA	-8,5	-34,1	300%
Pre-tax earnings/ (losses) for the period	-48,7	-112,3	131%
Net earnings (losses) for the period	-35,2	-85,4	143%
Total number of passengers (in thousands)	2.525	2.135	-15%
Average number of passengers per flight	127	114	-10%
Load factor - Scheduled services (RPK/ASK)	82,3%	76,0%	-6,3pp
Load factor - Scheduled services (Pax/AVS)	81,3%	75,0%	-6,3pp
Average sector length (km)	870	859	-1,2%
RASK (Revenue per ASK, in € cents)	5,9	5,5	-5,6%
Yield (Revenue per RPK, in € cents)	7,1	7,3	3%
CASK (Cost per ASK EBITDAR level, in € cents)	6,2	6,7	10%
CASK (Cost per ASK EBITDAR level, in € cents) - excl. fuel costs	4,7	5,1	8%

Profit & Loss account

Consolidated results in EUR mil.	Jan - Mar 2019	Jan - Mar 2020	% Change
Revenue			
Scheduled Services	144,0	123,5	-14%
Charter	5,6	2,8	-49%
Other (ancillary, cargo, executive aviation)	22,3	20,6	-8%
Total revenue	172,0	147,0	-15%
Other operating income	5,1	6,3	23%
Employee benefits	(31,5)	(31,2)	-1%
Aircraft fuel	(42,9)	(45,4)	6%
Aircraft maintenance	(30,0)	(30,0)	0%
Overflight expenses	(11,8)	(10,3)	-13%
Ground handling expenses	(12,6)	(11,4)	-10%
Airport charges	(13,8)	(14,2)	3%
Catering expenses	(6,1)	(5,9)	-3%
Distribution expenses	(14,5)	(12,9)	-11%
Marketing and advertising expenses	(3,2)	(4,4)	37%
Other operating expenses	(19,0)	(20,6)	8%
EBITDAR	(8,4)	(33,1)	293%
EBITDAR margin	-4,9%	-22,5%	
Leases	(0,1)	(1,0)	852%
EBITDA	(8,5)	(34,1)	300%
Depreciation	(35,3)	(36,5)	3%
EBIT	(43,8)	(70,6)	61%
EBIT margin	-25,5%	-48,0%	
Financial results	(4,9)	(41,8)	760%
EBT	(48,7)	(112,3)	131%
EBT margin	-28,3%	-76,4%	
Income Tax	13,5	27,0	100%
Net earnings / (losses) after tax	(35,2)	(85,4)	143%

Balance Sheet AEGEAN Group – Summary

in EUR mil.	Dec 19	Mar 20
Total fixed assets	618,0	780,3
Cash (incl. restricted)	505,1	464,9
Financial assets available for sale	11,8	10,3
Other current assets	198,6	180,2
Total assets	1.333,4	1.435,8
Total equity	328,4	182,9
Lease liabilities	343,2	418,4
Borrowings	198,7	197,0
Other Liabilities	463,0	637,4
Total equity and liabilities	1.333,4	1.435,8

Cashflow AEGEAN Group – Summary

in EUR mil.	Jan - Mar 2019	Jan - Mar 2020
Net cash flows from operating activities	102,3	48,7
Net cash flows from investing activities	(2,5)	(43,0)
Net cash flows from financing activities	164,9	(49,2)
Net (decrease)/ increase in cash and cash equivalents	264,7	(43,5)
Cash and cash equivalents at the beginning of the period	271,7	505,1
Foreign exchange difference impact in cash and cash equivalents	1,5	3,3
Cash and cash equivalents at the end of the period	537,9	464,9

Operating figures (AEGEAN & Olympic Air)

	Jan - Mar 2019	Jan - Mar 2020	% Change
Capacity			
ASKs (in millions)	3.015	2.764	-8%
Total available seats ('000)	3.105	2.856	-8%
Total Block Hours	32.224	29.850	-7%
Total Sectors Flown	19.945	18.758	-6%
Average capacity per flight	156	152	-2%
Average sector length (km)	870	859	-1,2%
Passengers ('000)			
By type of service :			
Schedule passengers	2.447	2.106	-14%
Charter passengers	79	29	-63%
By network :			
Domestic	1.120	982	-12%
International	1.405	1.153	-18%
Total number of passengers	2.525	2.135	-15%
RPKs (in millions)	2.482	2.088	-16%
Pax/flight	127	114	-10%
Load factor - Scheduled (Pax/AVS)	81,3%	75,0%	-6,3pp
Load factor - Scheduled (RPK/ASK)	82,3%	76,0%	-6,3pp

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 are available at www.aegeanair.com under the About Aegean / investor relations / Financial results section.