

Jet2[®] plc

**Interim Results
for the period ended
30 September 2024**

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HY25 OVERVIEW

STEVE HEAPY



HY25 KEY HIGHLIGHTS AND OUTLOOK

Further progress against growth strategy: Record passenger numbers, revenue and profitability

Financial Result: Group PBT pre foreign exchange revaluation and taxation up 16% to £772.4m (HY24: £664.6m). **Basic EPS +21%**

Financial Resilience: Free Cash Generated of £0.7bn; Own Cash of £2.3bn supporting future growth and flexibility

Investment: Firm pipeline of **136 owned and 9 leased A321neos**; new **Bournemouth and London Luton airport bases for Summer 2025**; new aircraft maintenance facility under construction; Retail Operations Centre phase 2 (leading-edge automation) in progress

Capital Allocation: £109m buyback (7.8m shares) for option awards; £50m of convertible bonds repurchased post half year end

Sustainability: SBTi target of 35% carbon-intensity reduction by 2035 submitted for validation; ISO 14001 accreditation received

Outlook: With a material amount of the Winter 2024/25 season to sell, **we are currently on track to deliver Group profit before FX revaluation and taxation for the year ending 31 March 2025 ahead of market expectations**

CFO UPDATE

GARY BROWN



HY25 FINANCIAL PERFORMANCE

KEY POINTS

- **Demand:** consistently later booking profile
- **Pricing resilient:** Package Holidays (+6%); Flight-Only (-1%); and non-ticket revenue (+7%)
- **Operating profit:** profit per flown passenger maintained despite cost inflation
- **Net finance income:** +£21m on HY24, due to increased average cash position and interest rates
- **PBTFX:** strong margin % of 15.2% (+0.1ppts) and PBTFX per flown passenger of £58 (+4%)
- **Tax:** effective rate of 25% (HY24: 25%)
- **EPS:** +21% at 279.3p (HY24: 231.0p)

	HY25	HY24	% Vs HY24
Revenue	5,085.4	4,407.4	15%
Operating Profit	701.5	617.0	14%
<i>Operating profit margin %</i>	13.8%	14.0%	(0.2ppts)
Profit before tax and FX (PBTFX)	772.4	664.6	16%
<i>PBTFX margin %</i>	15.2%	15.1%	0.1ppts
Profit before tax	791.4	660.5	20%
<i>Profit before tax margin %</i>	15.6%	15.0%	0.6ppts
EBITDA	857.0	739.8	16%
<i>EBITDA margin %</i>	16.9%	16.8%	0.1ppts
Revenue per flown passenger	£381	£368	4%
Operating profit per flown passenger	£53	£52	2%
PBTFX per flown passenger	£58	£56	4%

LEISURE TRAVEL KPIs

	HY25	HY24	% Vs HY24	
Seat capacity	14.85m	13.20m	13%	●
Flown passengers	13.34m	11.97m	11%	●
Load factor %	89.8%	90.7%	(0.9ppts)	●
Flight-only passengers	4.11m	3.49m	18%	●
Package holiday customers	4.67m	4.31m	8%	●
Package holiday mix	69.2%	70.8%	(1.6ppts)	●
Flight-only ticket yield per pax sector	£130.81	£131.71	(1%)	●
Average package holiday price	£904	£855	6%	●
Non-ticket revenue per pax sector	£25.18	£23.59	7%	●

KEY POINTS

- **Capacity** – Growth of 13%, inclusive of 4% from new Liverpool base
- **Higher absolute £ margin per passenger**
Package Holiday volume growth of 8%; consolidating position as UK's largest tour operator
- Average package holiday price – **supply-led inflationary cost increases passed on**
- Appetite for our shorter lead time flight-only product increased 18%;
- Non-ticket revenue +7% – improved product mix and **>98% inflight stock availability – a benefit of new Retail Operations Centre**

STRONG BALANCE SHEET

KEY POINTS

- **Supports growth and fleet modernisation; but also provides flexibility and resilience for potential opportunities or challenges**
- **Net cash of £2.3bn - firm foundation for increasing gross capex and repaying debt**
 - Supported £109.0m of EBT share buybacks;
 - Convertible bond repurchase of £50m; and
 - Prepayment of higher margin aircraft finance
- **Solid basis for increased proportion of unencumbered aircraft (65% target by S30)**
 - 4 newly acquired A321neos unencumbered
- **Deployment of capital: ROCE⁽¹⁾ (2014 -24) = 17%**

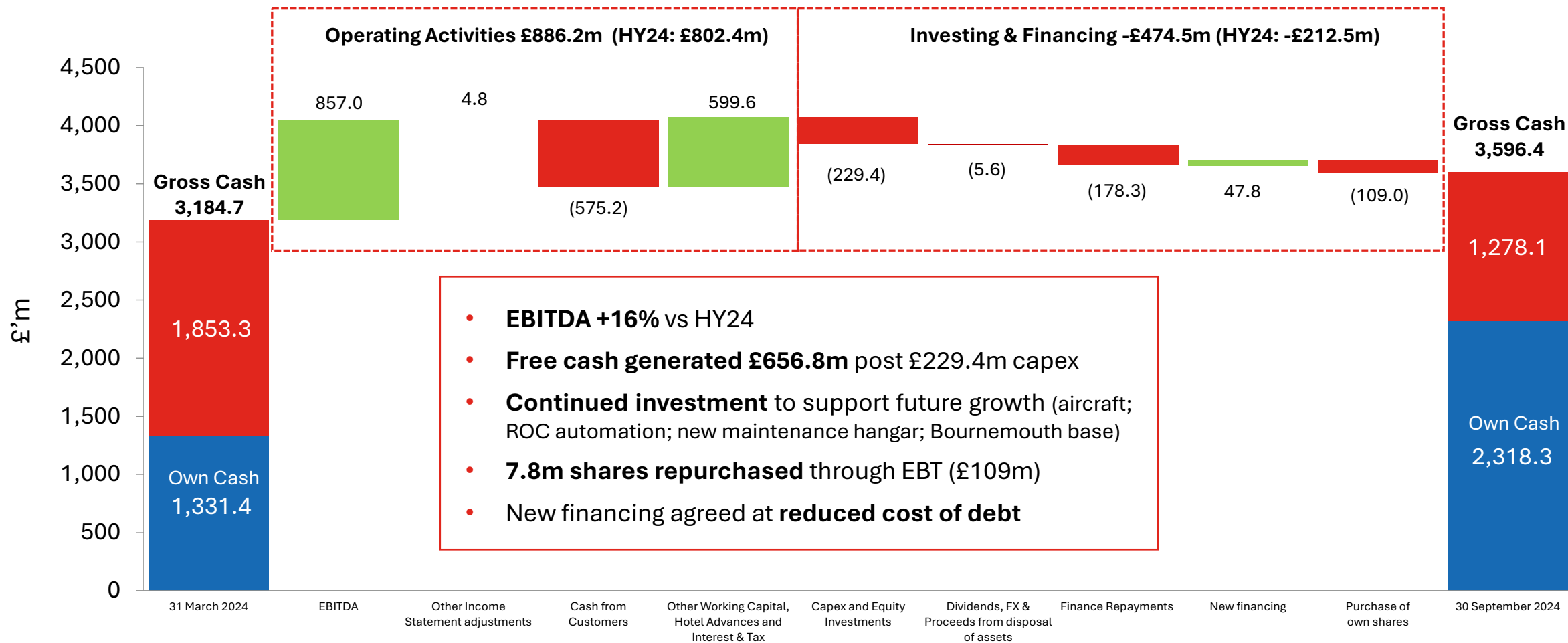
	HY25	HY24
Intangible assets & Investments	28.8	28.8
Property, plant and equipment	1,326.0	1,039.4
Right-of-use assets	596.1	552.8
Derivative financial instruments	(170.7)	51.4
Other assets, excluding cash & derivatives	367.2	326.8
Deferred revenue	(1,306.7)	(1,120.9)
Liabilities, excluding borrowings, lease liabilities and derivatives	(1,316.5)	(1,098.9)
Capital employed	(475.8)	(220.6)
Cash ⁽²⁾	3,596.4	3,214.6
Borrowings ⁽³⁾	(700.6)	(760.9)
Lease Liabilities	(634.2)	(632.8)
Net cash	2,261.6	1,820.9
Net assets	1,785.8	1,600.3

⁽¹⁾ ROCE = Operating profit / (Average Net assets + Borrowings + Lease Liabilities)

⁽²⁾ Including money market deposits of £1,706.3m (HY24: £1,871.6m)

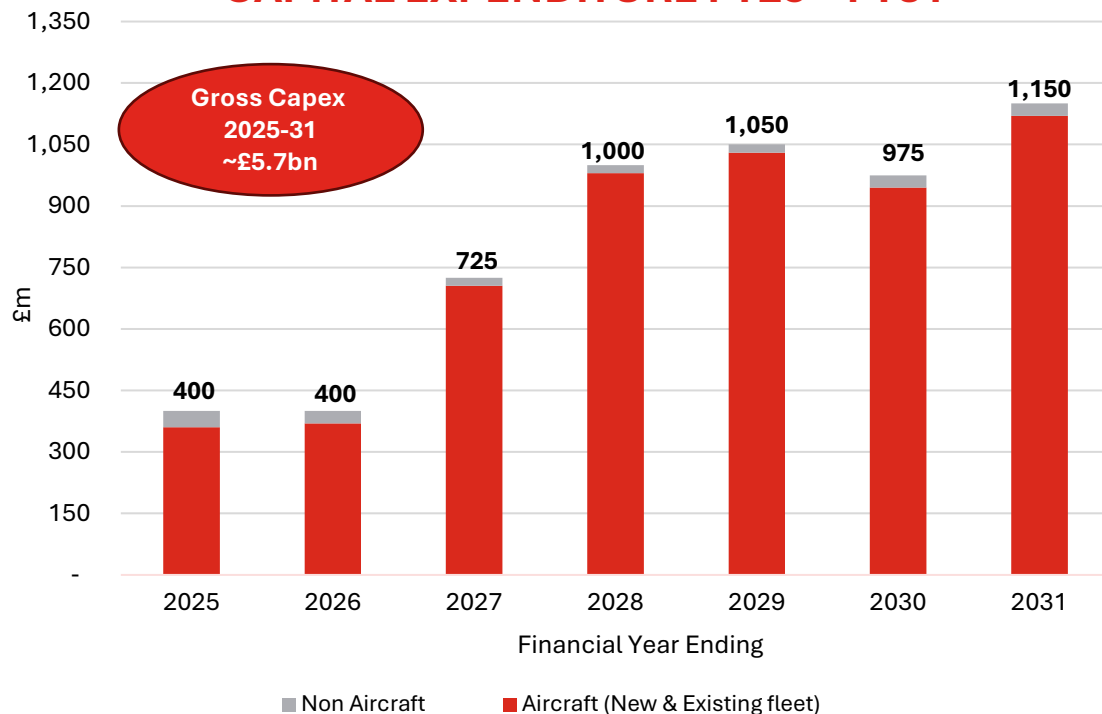
⁽³⁾ Borrowings include structured aircraft finance of £334.8m (HY24: £406.9m)

GROUP CASHFLOW

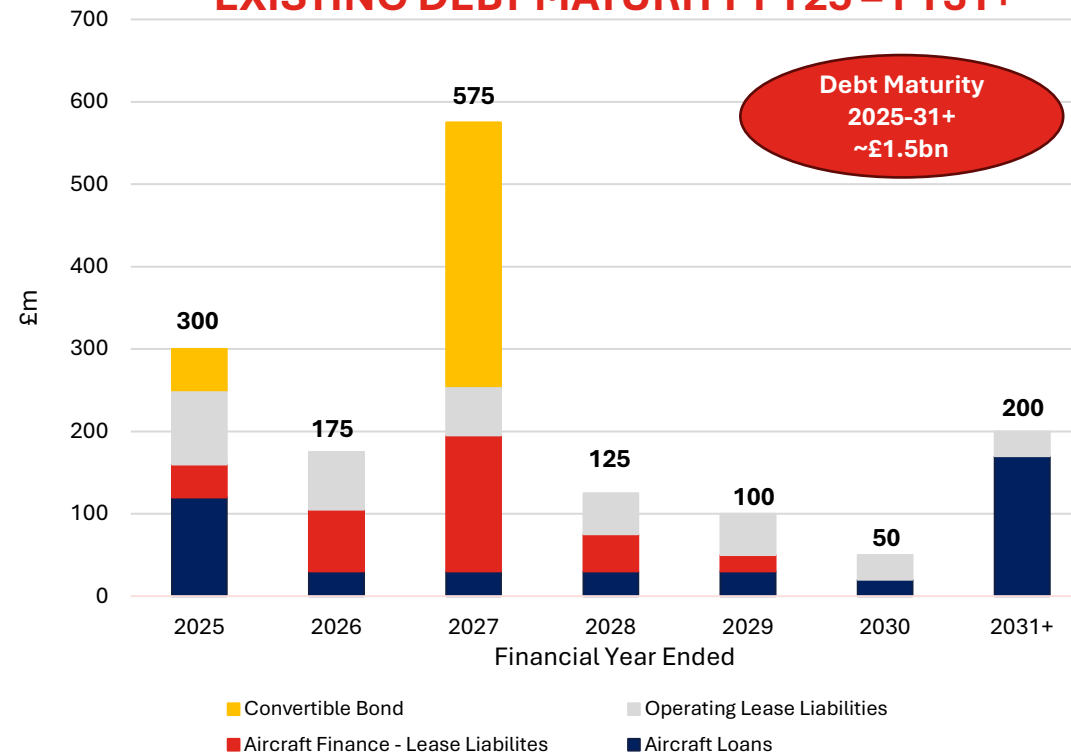


GROSS CAPITAL EXPENDITURE & DEBT MATURITY PROFILE

CAPITAL EXPENDITURE FY25 – FY31



EXISTING DEBT MATURITY FY25 – FY31+



- **146 firm ordered A321neos** delivering by Summer 2035
 - Nine aircraft delivered at 30 September 2024.
 - Current delivery profile: FY25: 4; FY26: 6; FY27: 13; FY28: 17

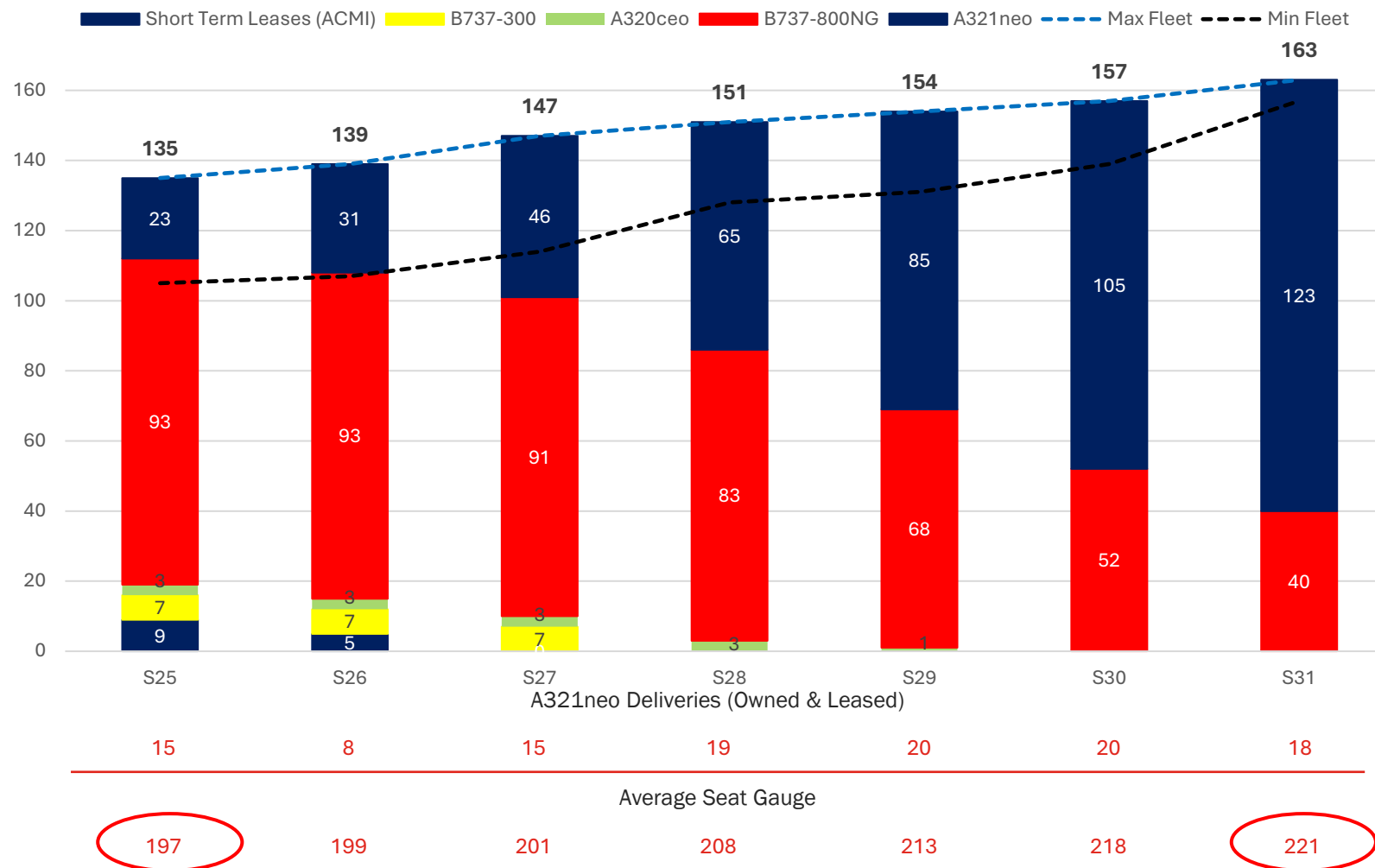
- Future funding through a variety of sources:
 - Free cash flow; Debt: aircraft financing; JOLCOs; DCM
 - **Target of >65% of owned fleet unencumbered by S30**

Note: Capex profile for 2026 onwards is subject to Airbus delivery timings

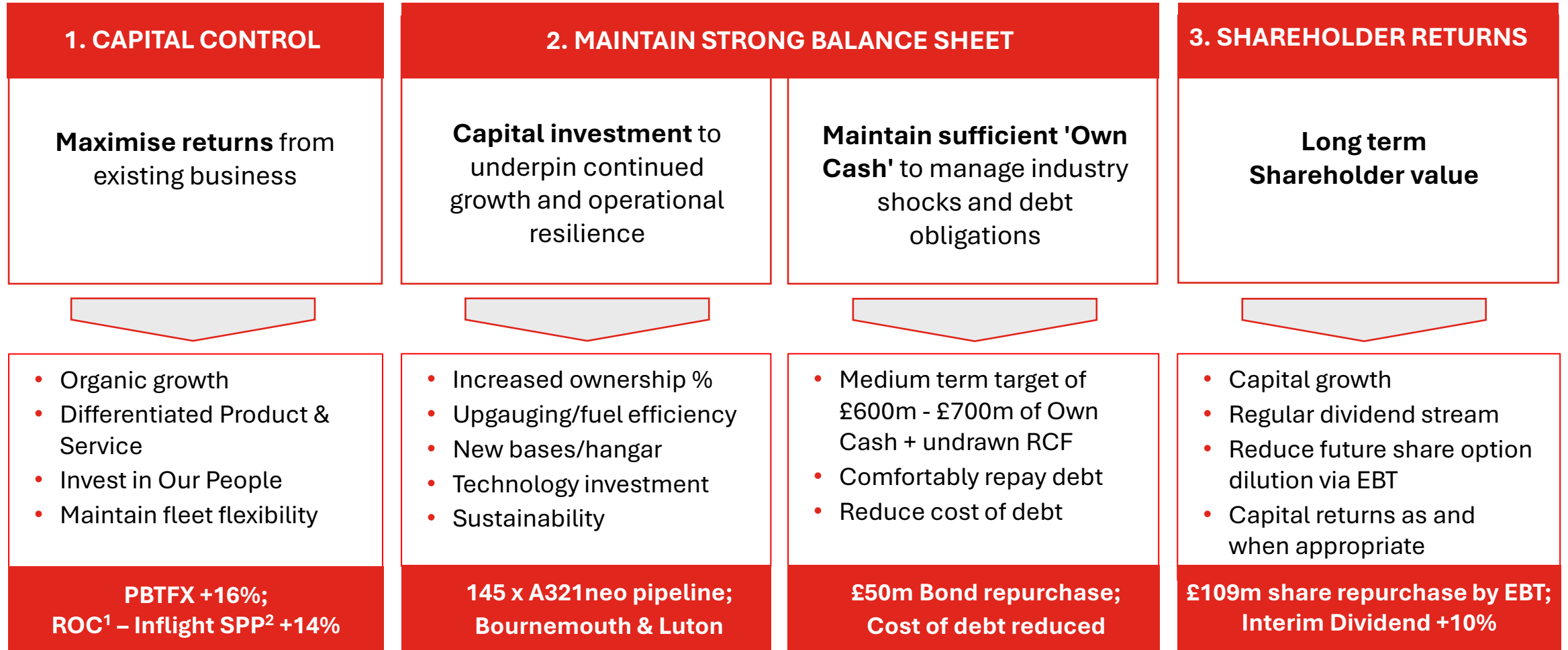
PROJECTED FLEET TO SUMMER 2031

FLEET GROWTH

- **Certainty of supply to 2035**
- Summer 2031 fleet of 163;
- Reduced reliance on costly ACMI
- **Orderly retirement** of less efficient B757-200 and B737-300 aircraft
- **Average seat gauge +12%** with seat count CAGR +5% (S31 v S25)
- Unencumbered owned fleet **target >65%** by Summer 2030
- **Fleet flexibility** maintained
- **Continuous improvement in flying efficiency**



CAPITAL ALLOCATION



¹ROC – Retail Operations Centre; ²SPP – Spend per passenger

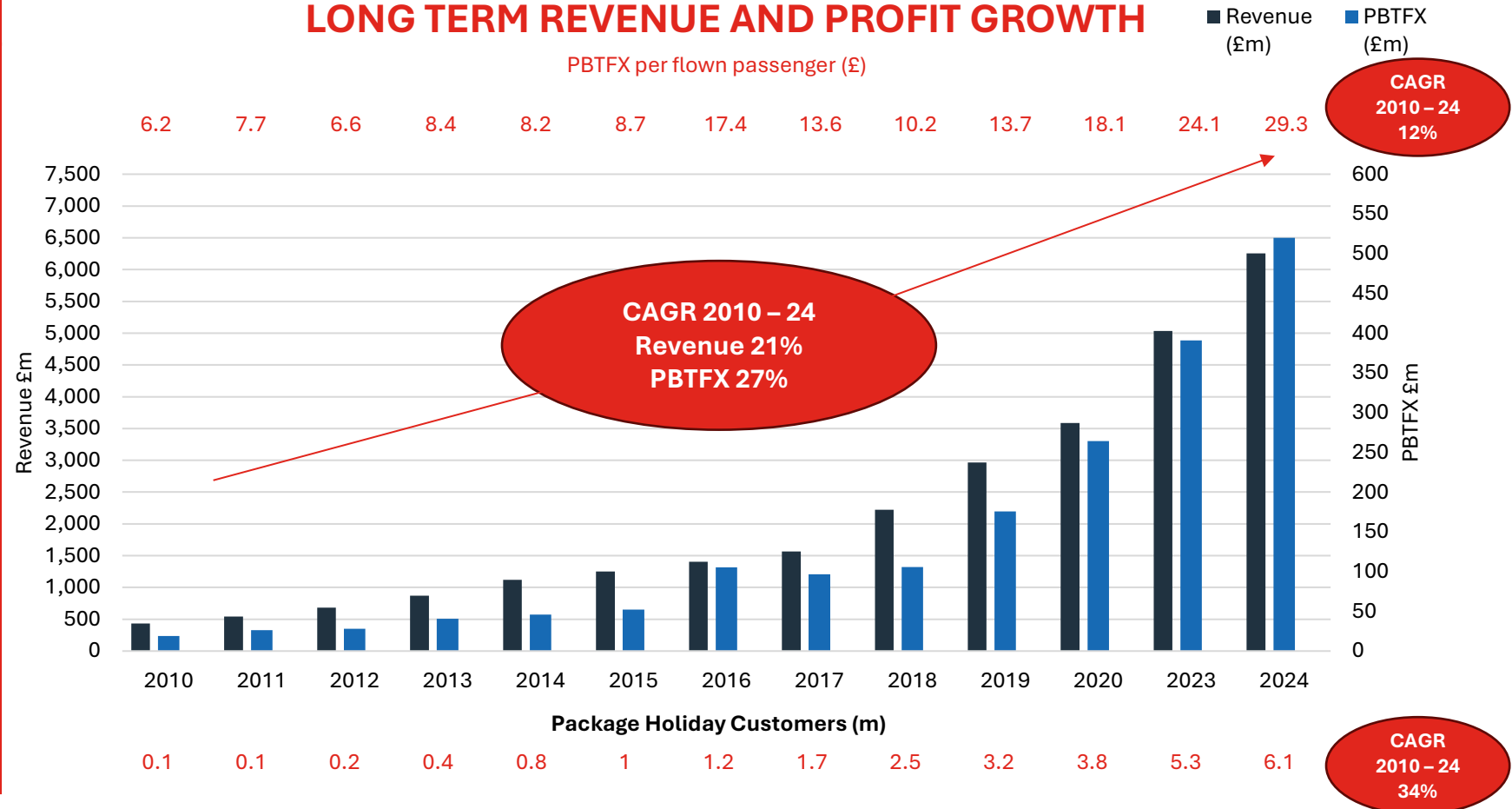
CONSISTENTLY STRONG FINANCIAL DELIVERY

RESILIENT GROWTH & RETURNS

- **Long-term track record** of operational excellence and successful execution
- End-to-end service led offering **helps drive margin expansion**
- Customer stickiness **drives long term financial returns**
- **Demonstrable efficient deployment of capital:**
 - **Avg ROCE (2014 – 24) = 17%**
 - **Avg ROE ⁽¹⁾ (2014 – 24) = 26%**
- **Revenue and PBTFX since pre-Covid 2020: +74% and +97%**

⁽¹⁾ ROE = Profit after tax / Average Net assets

LONG TERM REVENUE AND PROFIT GROWTH



* All numbers exclude 2021-22 pandemic period

CEO UPDATE

STEVE HEAPY



JET2's INVESTMENT CASE

TO BE THE UK'S LEADING & BEST LEISURE TRAVEL BUSINESS



THE MARKET

Large, Resilient and Structurally Growing



SIZE & SCOPE OF OFFER

Highly Attractive Network of Flights and Hotels across Europe



FULLY INTEGRATED OPERATING MODEL

UK's #1 Tour Operator & #3 Airline



CUSTOMER LED OFFERING

Customer First = Customer Confidence & Loyalty



SUSTAINABILITY

In the Air; On the Ground; and In Resort



A CLEAR PATH TO GROWTH

Secured Fleet Pipeline; Structurally Growing Market



CONSISTENTLY STRONG FINANCIAL DELIVERY

Resilient Growth and Returns
Balance Sheet: Underpins Future Growth and Financial Resilience

THE MARKET

LARGE, RESILIENT and STRUCTURALLY GROWING



Post Covid travel landscape

UK outbound seat capacity recovered to pre-Covid levels

European air travel passenger forecast growth of 2.3% CAGR (2023 – 2043) ⁽¹⁾



Continued prioritisation of holiday spend

49% of UK adults planning to take a holiday flight in the year post August 2024, compared to 40% in the preceding 12 months ⁽²⁾



Overseas Package Holiday Market

By 2028, the volume of overseas package holidays is forecast to have grown by ~13% to 25.3 million holidays ⁽³⁾



Package vs Independent

Customers just as likely to book their main overseas holiday as a package, rather than independently ⁽³⁾



Favourable Demographic

UK population expected to grow 4% by 2030; people over 60 years of age estimated +11% by mid 2030 ⁽⁴⁾

(1) IATA Global Outlook for Air Transport – June 2024 (3) Source: Mintel - PACKAGE VS INDEPENDENT HOLIDAYS – UK – 2024 (May 2024)

(2) Mintel – Airlines – UK – 2024 (October 2024) (4) 2021-based interim national population projections (published 30 January 2024)

SIZE & SCOPE OF OFFER



HIGHLY ATTRACTIVE NETWORK OF FLIGHTS AND HOTELS ACROSS EUROPE

- **#1 Tour Operator** to the Mediterranean and the Canaries
- **High Volume Leisure Destinations** – 24 Countries; >75 Destinations; and over 700 Resorts
- **Brands:** Beach; Cities; Villas; Indulgent Escapes; Vibe
- **Hotels:** Over 5,000 hand-picked quality properties
- **Range:** 2* to 5*; self- catering to All Inclusive
- **Durations:** fully flexible
- **A holiday choice for everyone!**

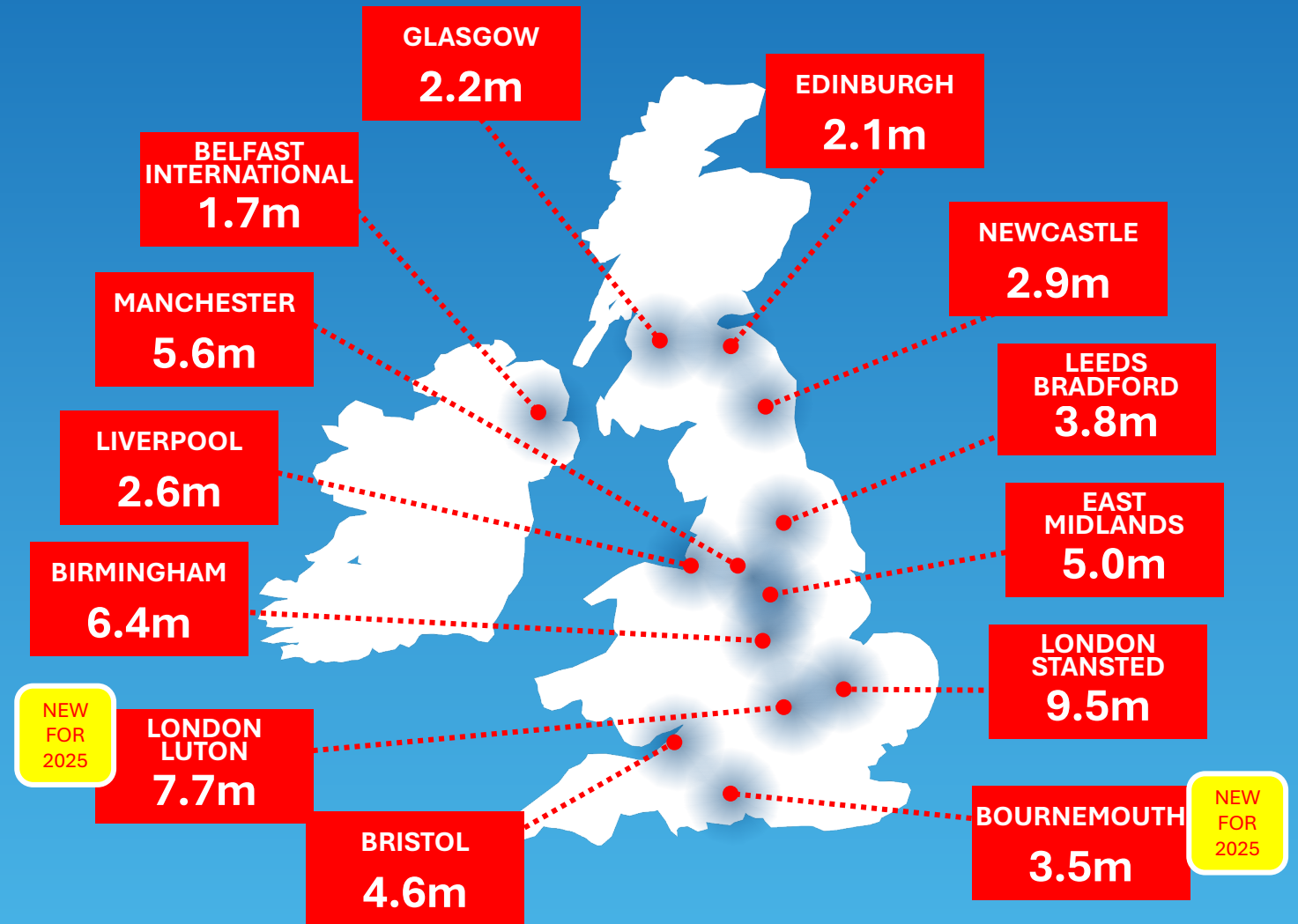
MARKET COVERAGE

Flight operations from our new bases at London Luton and Bournemouth will commence ahead of Summer 2025, with 4 aircraft and ~700k seats on sale

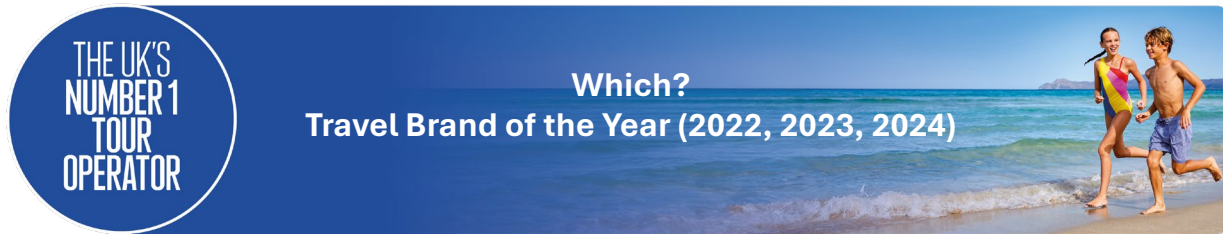


58 MILLION PEOPLE

Live within a 90-minute drive of our bases.
This reaches 85% of the population

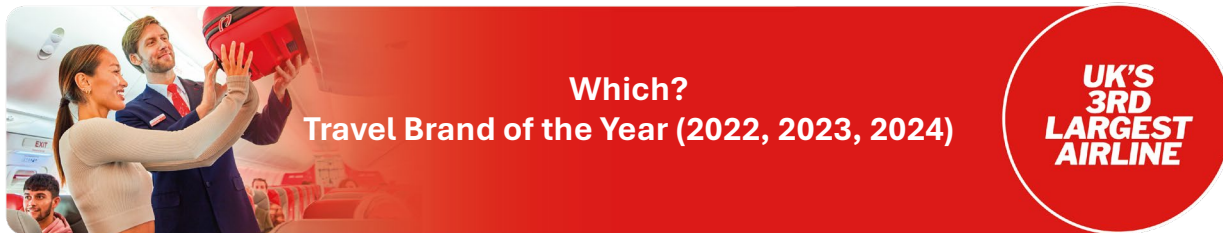


FULLY INTEGRATED 'END-TO-END' OPERATING MODEL



THE UK'S NUMBER 1 TOUR OPERATOR

Which?
Travel Brand of the Year (2022, 2023, 2024)

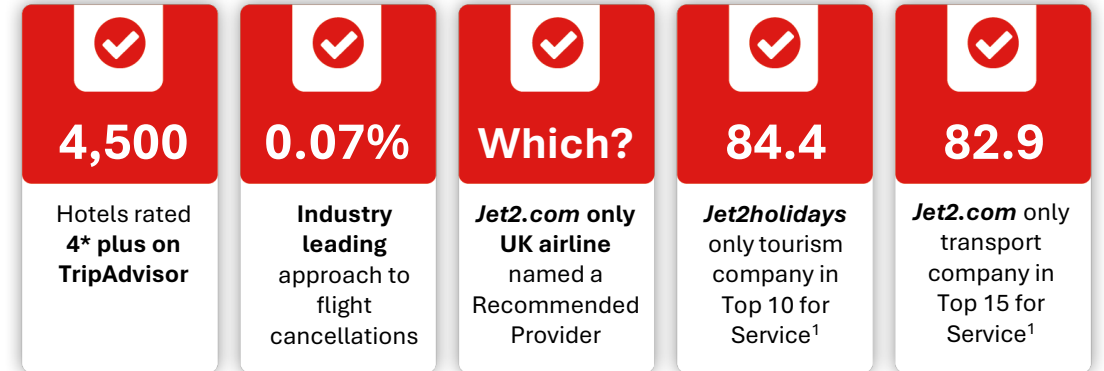


Which?
Travel Brand of the Year (2022, 2023, 2024)

UK'S 3RD LARGEST AIRLINE

- Providing **the very best of the Airline & Leisure models**
- Own aircraft fleet allows **full control of seat supply**
- Frequency of flying enables **truly flexible duration holidays**
- Self-handling at 7 of our UK bases **supporting strong OTP**
- Own engineering facilities **underpin resilience and reliability**
- Over 1,200 in-resort **Customer helpers on hand to help**
- Control of the product = **consistently smooth customer experience**

Offering Top Quality Hotels in Beautiful Locations and Gets You There on Time!

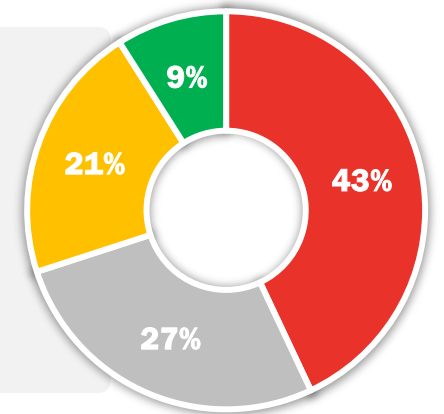


¹July 2024 UKCSI

Four booking channels catering for every Customer's needs.



Based on customers booking during H1 2025





CUSTOMER LED OFFERING

CUSTOMER FIRST = CUSTOMER CONFIDENCE & LOYALTY

- **Differentiated Service led offering with Customer Satisfaction at its Core - Driving Customer Retention**
- **Culture** – all Colleagues trained in end-to-end customer care through our ‘**Take Me There**’ values
- **Mobile App** – best in class enhanced booking and pre-travel experience; plus **MyJet2** account personalisation (+4ppts in booking channel mix vs Mar 24)
- **Consistently delivering great holiday experiences** across diverse customer profiles
- **Unique Retail Operations Centre** – the right product for the right flight = increased customer satisfaction
- **Brand, scale and customer service culture underpins market share gains and drives structurally strong ROE**

⁽¹⁾ Rolling 12-month Net Promotor Score for the 12 months ended 30 September 2024.

⁽²⁾ Repeat bookers who have previously travelled with either **Jet2holidays** or **Jet2.com** in the previous 25 months as at 30 September 2024.

NOTHING BEATS A JET2 HOLIDAY!

Leading NPS ⁽¹⁾

Jet2holidays: 67

Jet2.com: 65

Strong Retention ⁽²⁾

Jet2holidays: 60%

Jet2.com: 53%

Satisfaction ⁽³⁾

Jet2holidays: 92%

Jet2.com: 91%

myJet2

5.2m members

- 92% of app bookers are members
- 30% increase in members since July 2024

Integrated App

5.7m installed

- 3.7m monthly active users
- Rated:
 - 4.8 on Apple
 - 4.7 on Android

Holiday Customers

HY25: 4.7m

Pre-Covid HY20
2.7m

Growth: 2.0m
(+74%)

feefo



UKCSI

Jet2holidays ranked 4th out of 275 companies ⁽⁴⁾



⁽³⁾ Based on Satisfied and above from customer service surveys

⁽⁴⁾ Report published July 2024

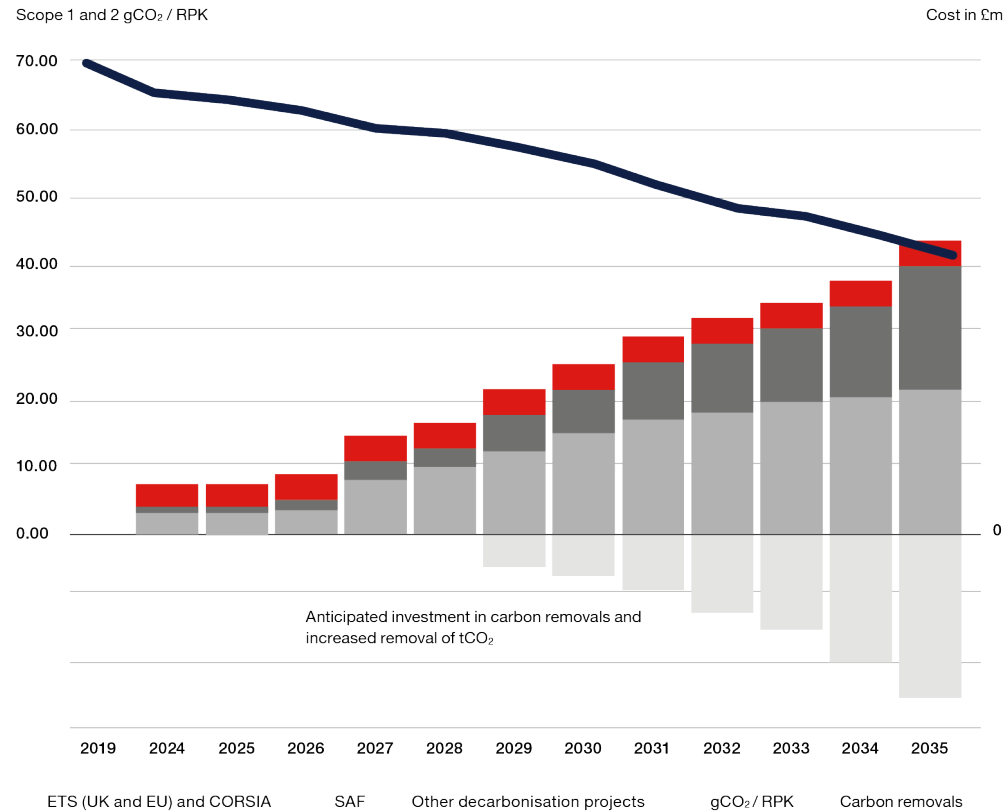
SUSTAINABILITY

IN THE AIR; ON THE GROUND; and IN RESORT

- Sustainability Strategy covers all stages of customer journey
- 1% SAF blend utilised 2024/25 at 3 airports
- Long term SAF supply agreement from 2028
- Platinum CAPA* rating for **Jet2.com** (ranked 4th of 100 airlines)
- **2035 Carbon intensity reduction target of 35%** vs 2019 baseline – submitted for SBTi validation
- **First CDP submission** completed in October 2024
- **ISO 14001 accreditation** received

* CAPA – Centre for Aviation

CARBON INTENSITY REDUCTION PLAN 2024-2035



145 A321neo pipeline

20% lower fuel consumption per seat (and lower CO₂ emissions)



SAF

2% blend in the fuel uplift for our UK and EU flights from 2025



Fuel Efficiency

- Proactive fuel planning
- 737-800NG winglet retrofit
- Weight reduction initiatives



Electric vehicles

Over 50% of **Jet2** owned ground service equipment is electric



In the Air

22m single-use plastic items substituted to alternative materials



Hotels

Over 1,200 GSTC accredited sustainable hotels

A CLEAR PATH TO CONTINUED GROWTH

SECURED FLEET PIPELINE




- **10 Airbus A321neo** delivered and in service. **Future pipeline of 136 firm ordered plus 9 leased Airbus A321neo** delivering through to 2035.
- **Certainty of aircraft supply** well into the next decade in what remains a highly constrained supply chain backdrop
- **Favourable operating efficiencies and returns:**
 - **Upgauging:** A321neo has **23% more seats** than 737-800NG (232 v 189)
 - **Up to 20% lower fuel consumption per seat** and therefore lower CO₂ emissions
 - All aircraft **powered by CFM Leap engines**
 - **50% lower noise footprint** than existing aircraft types
 - The **most flexible, fuel-efficient and sustainable aircraft** in its class today

GROWTH OPPORTUNITIES

- **Large, resilient and structurally growing market**
- **Package holiday customers:** 4.7m (HY25) vs 2.7m pre-Covid (HY20) and growing
- **Growth - low risk and from a strong loyal baseline**
 - **Organic** - maturing newer bases; thickening of routes
 - **New** - bases/destinations/products
- **UK's #1 Tour Operator:**
 - **Market Share 21% of ATOL licenses** (+14ppts since 2015)
 - **Protect and grow** – Older demographic and 'Comfortable Communities' where we over-index; evolving broader family markets
 - **Add** - Younger age groups and less affluent consumers
- **Leverage technology** - to enhance customer experience




OUTLOOK

WINTER 24/25 **VS** WINTER 23/24

-  On sale seat **capacity up 14% at 5.11m**
-  **Booked to date:** Modest increase in pricing for package holidays; flight-only slightly ahead
-  **Continue to invest ahead of Summer 25** (additional aircraft; optimise forward booking position; SAF; operational resilience and hires for new bases)







FY25 PBT&FX expected to be ahead of market expectations

SUMMER 2025 **VS** SUMMER 2024

-  On sale **seat capacity 9% up at 18.74m**
-  **New operating bases** at Bournemouth and London Luton airports
-  **Continued technology investment** to drive efficiency and enhance *Customer First* experience

Early bookings and pricing in line with management expectations.

SUMMER 2025 AT A GLANCE

<p>470+ ROUTES TO OVER 75 DESTINATIONS</p> 	<p>WE WILL EMPLOY OVER 17,000 COLLEAGUES DURING PEAK</p> 	<p>FLIGHTS LAUNCH FROM BOURNEMOUTH AND LONDON LUTON AIRPORTS. WE WILL OPERATE FROM 13 UK BASES</p>	 <p>135 AIRCRAFT</p>
<p>ATOL-LICENSED FOR OVER 7 MILLION CUSTOMERS</p> <p>OUR SHARE OF ATOL-LICENCED HOLIDAYS HAS INCREASED 14 PPTS SINCE 2015 TO</p>	 <p>21%</p>	<p>4,500 HOTELS RATED 4 * PLUS ON TRIPADVISOR</p> 	<p>18.7 MILLION SEATS ON SALE</p> 

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APPENDICES

1. Our Strategy
2. Latest ATOL Rankings
3. Detailed Sustainability Roadmap
4. Our Greatest Asset: Colleagues
5. Our Awards
6. Glossary of Terms



OUR STRATEGY

Our Principles: People, Service, Profits

To Be the UK's Leading & Best Leisure Travel Business

Growth of both our Leisure Travel products

A memorable customer experience

Careful control of our product

Continued investment to support long-term profit growth

Execute our climate transition plan on our journey to net zero



LATEST ATOL RANKINGS

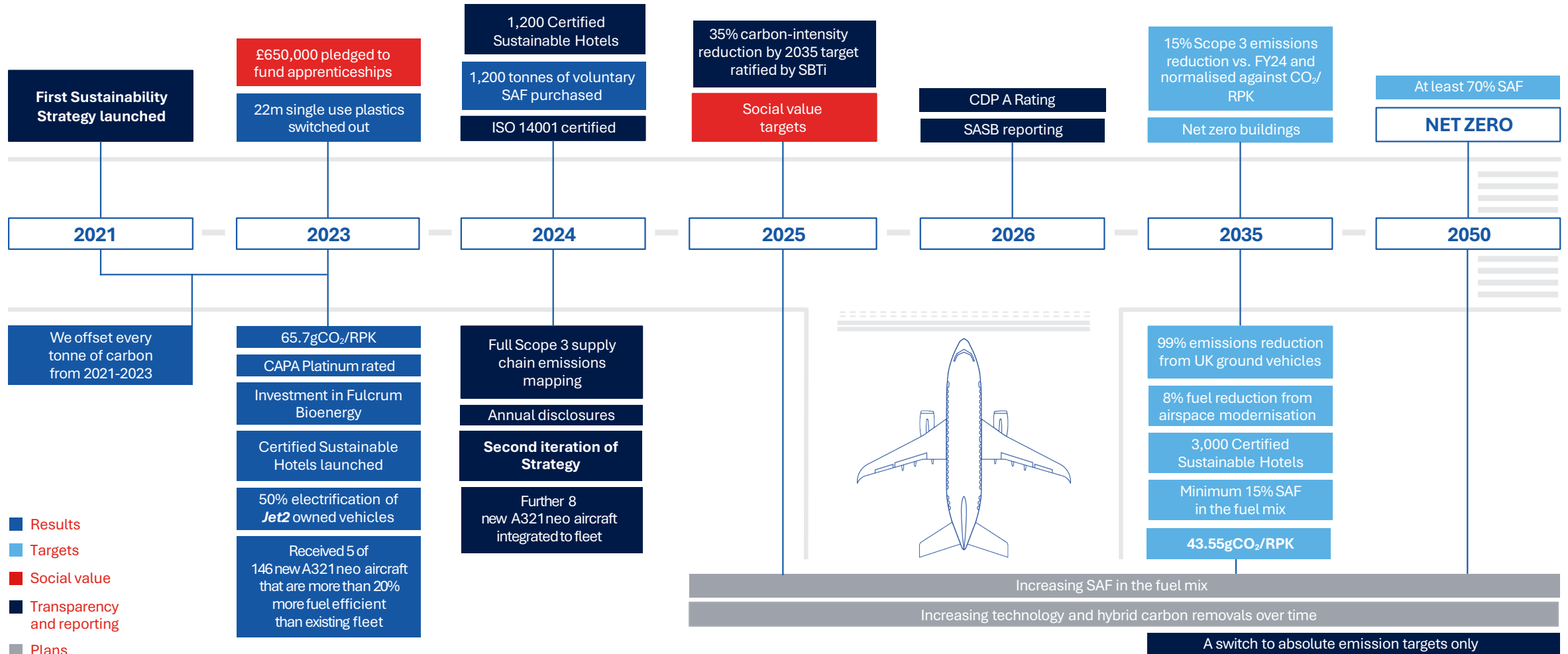
Rank	License Holder	Latest	Previous*	Change	% Change	Pre-Covid [†]	Change
1	Jet2holidays Ltd	7.04m	6.72m	+0.32m	+5%	3.92m	+3.12m
2	TUI UK Ltd	5.85m	5.86m	-0.01m	-	5.56m	+0.29m
3	We Love Holidays Ltd	4.01m	4.01m	-	-	1.37m	+2.64m
4	easyJet Holidays Ltd	3.06m	2.28m	+0.78m	+34%	0.10m	+2.96m
5	On the Beach Travel Limited	2.15m	2.15m	-	-	1.65m	+0.50m
6	Booking.com B.V.	1.27m	2.39m	-1.12m	-47%	-	+1.27m
7	British Airways Holidays Ltd	1.18m	1.05m	+0.13m	+12%	1.01m	+0.17m
8	BravoNext SA	0.75m	0.74m	+0.01m	+1%	0.64m	+0.11m
9	Marella Cruises Limited	0.41m	0.34m	+0.07m	+21%	-	+0.41m
10	Expedia Group, Inc	0.34m	0.32m	+0.02m	+6%	1.18m	-0.84m

Jet2holidays
consolidating its position
as the UK's #1 Tour
Operator

*Previous figures as at 31 March 2024;

† Pre-Covid figures are captured at October 2019 for the expected year to 30 September 2020 prior to any variations.

OUR SUSTAINABILITY ROADMAP TO 2050



Our Roadmap reflects our Sustainability journey shown by calendar year.

OUR GREATEST ASSET: COLLEAGUES

All trained in our customer care programme:

'TAKE ME THERE'

**BE
PRESENT**

**TAKE
RESPONSIBILITY**

**CREATE
MEMORIES**

**WORK AS
ONE TEAM**

'GLASSDOOR'
4.0 ★★★★★

76% would recommend to a friend
(1032 total reviews)

**BEST
WORKPLACES
IN TRAVEL**

Jet2holidays
Package holidays you can trust

Best Large Company Winner
Jet 2 Holidays



90%

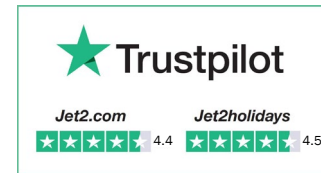
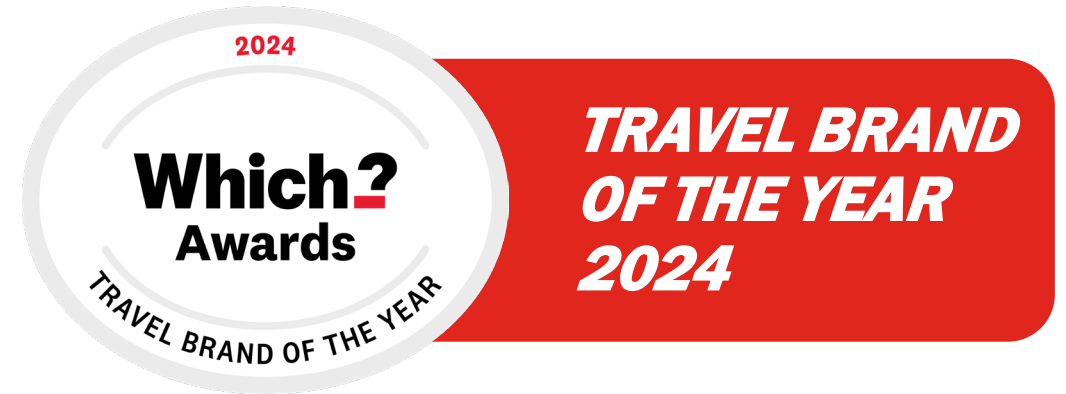
Colleague
retention
rate ⁽¹⁾

* Glassdoor data correct 25th October 2024

(1) Permanent colleague retention rate period from October 23 to September 24



OUR AWARDS



GLOSSARY OF TERMS

ATOL	Air Travel Organiser's Licence
Average Package Holiday Price	Total Package Holiday Price (net of taxes) paid by the customer excluding discretionary non-ticket revenue, divided by the number of Package Holiday Customers departing in that period
Flight-only Net Ticket Yield	Flight-only ticket revenue, net of taxes, divided by number of Flown passengers
Flown passengers	Number of passengers flown on a Sector (or single leg flight journey), including no-shows
Free Cash Generated	Net cash generated from operating activities less purchase of PPE, ROU assets and equity investments
Load Factor	The percentage relationship of Flown passengers to Sector Seats Available
Non-ticket revenue	All discretionary non-ticket revenue, including hold baggage charges, advanced seat assignment and extra leg room fees, in-flight sales and commissions earned on car hire and insurance bookings
Own Cash	Total Cash (including money market deposits) less advance customer deposits
Seat capacity	Total number of seats available according to the Leisure Travel scheduled flying programme (also known as Capacity)
Sector	A single leg flight journey

NOTHING BEATS A JET2HOLIDAY!

