

Icelandair Group
Q1 2019 results





Highlights



Q1 operating results in line with management expectations



Financial position remains strong



**External factors affecting our operations
WOW's bankruptcy and MAX suspension**

Financials

Pressure on airfares and higher cost in implementing and then suspending B737 MAX causing lower EBIT

USD million	Q1 2019	Q1 2018	% Chg.
Transport revenue	167	173	-3%
Aircraft and aircrew lease	25	33	-25%
Other operating revenue	56	61	-8%
Operating Income	249	268	-7%
Salaries and other personell expenses	110	113	-3%
Aviation expenses	91	101	-9%
Other operating expenses	62	72	-14%
Operating expenses	263	286	-8%
EBITDA	-15	-18	19%
EBIT	-60	-46	-29%
EBT	-68	-44	-57%
Net earnings	-55	-35	-60%
EBITDAR	-14.7	-6.3	-
EBITDAR ratio	-5.9%	-2.4%	-3.5 ppt
EBIT ratio	-24.0%	-17.3%	-6.7 ppt

IFRS16 effect on the income statement

USD million



Operating income	-2.3
Operating expenses	-17.0
EBITDA	14.7
Depreciation	-13.7
EBIT	0.9
Net financial costs	-3.1
EBT	-2.2
Income tax	0.4
Net earnings	-1.7

Passenger increase in the Route Network 6% and load factor at same level as last year

Q1 year-on-year change in %

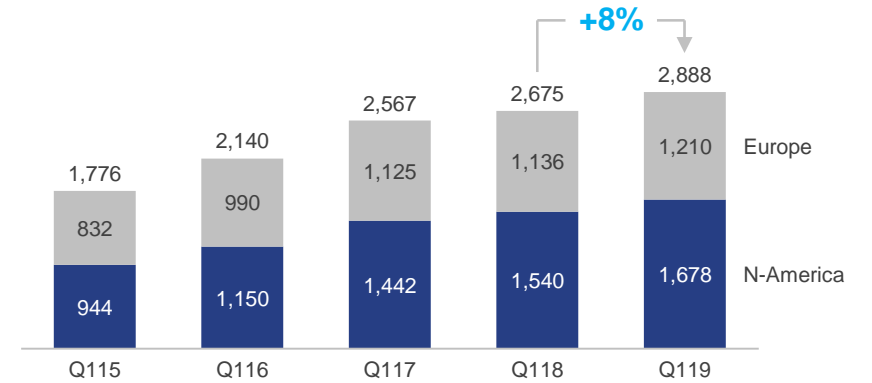
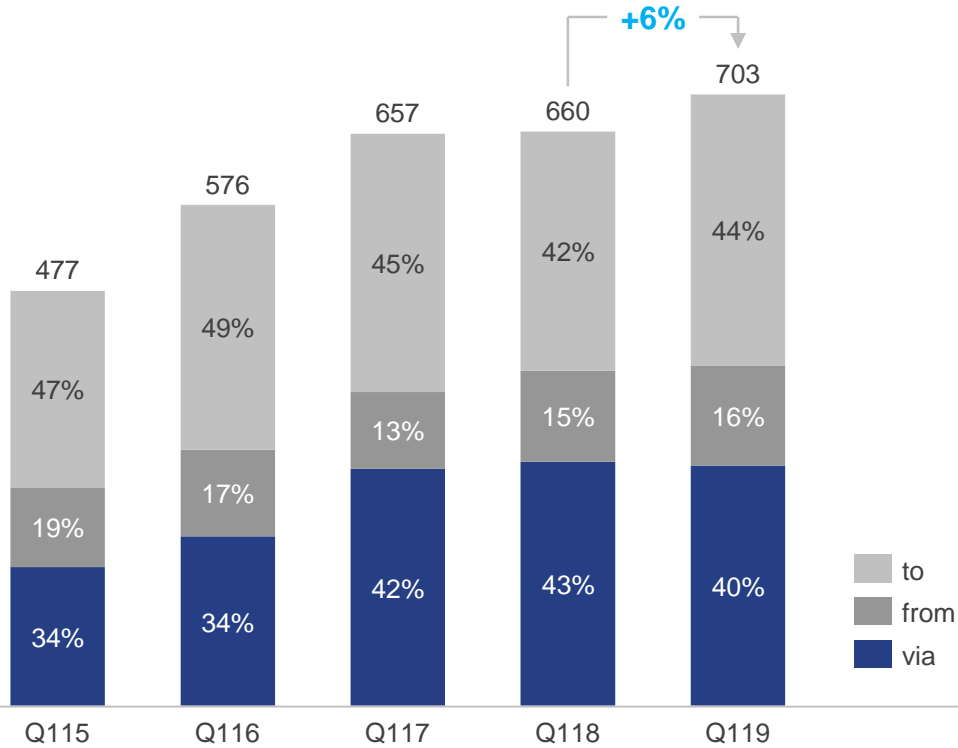


The market to Iceland driving the 6% passenger increase from last year

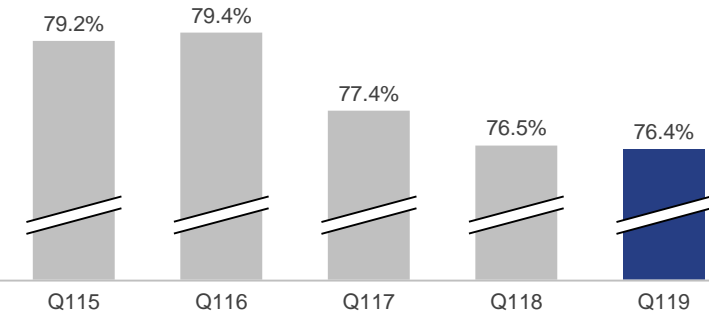


Passenger mix | Q115-Q119

Available seat km (ASK) in millions | Q115-Q119



Load factor | Q115-Q119

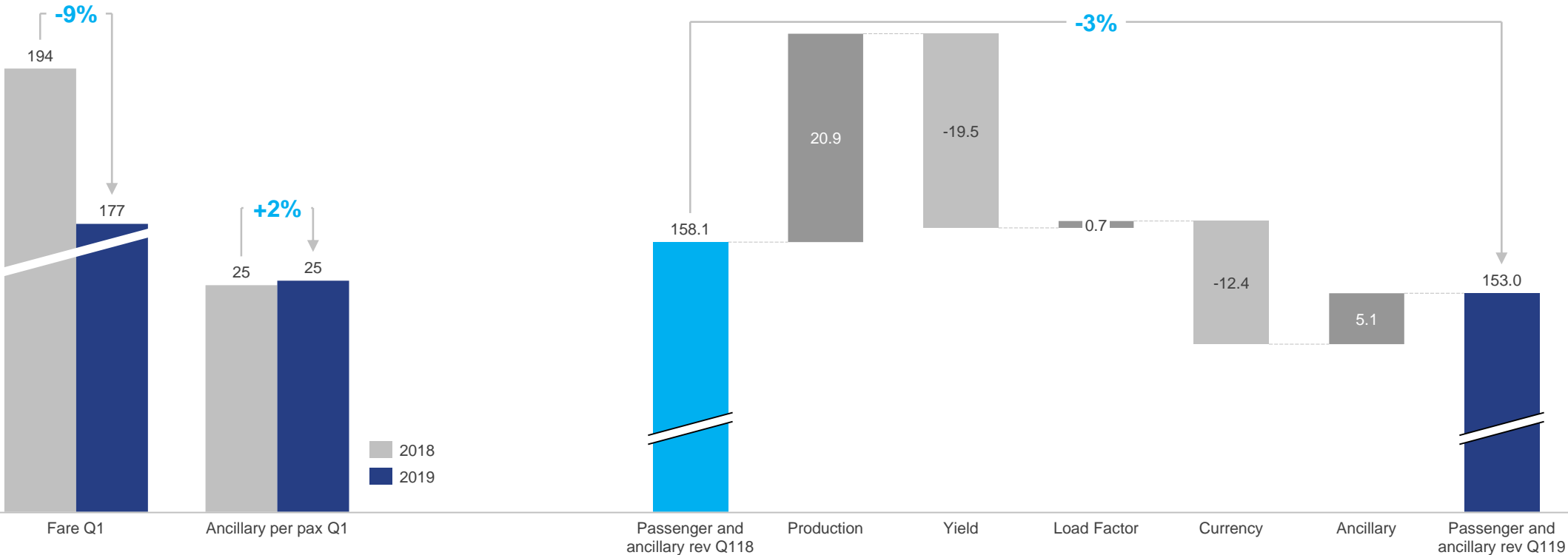


Absolute figures in millions.

Passenger revenues decreasing due to lower yields and negative currency effect

Passenger revenue per passenger | USD Q119 vs Q118

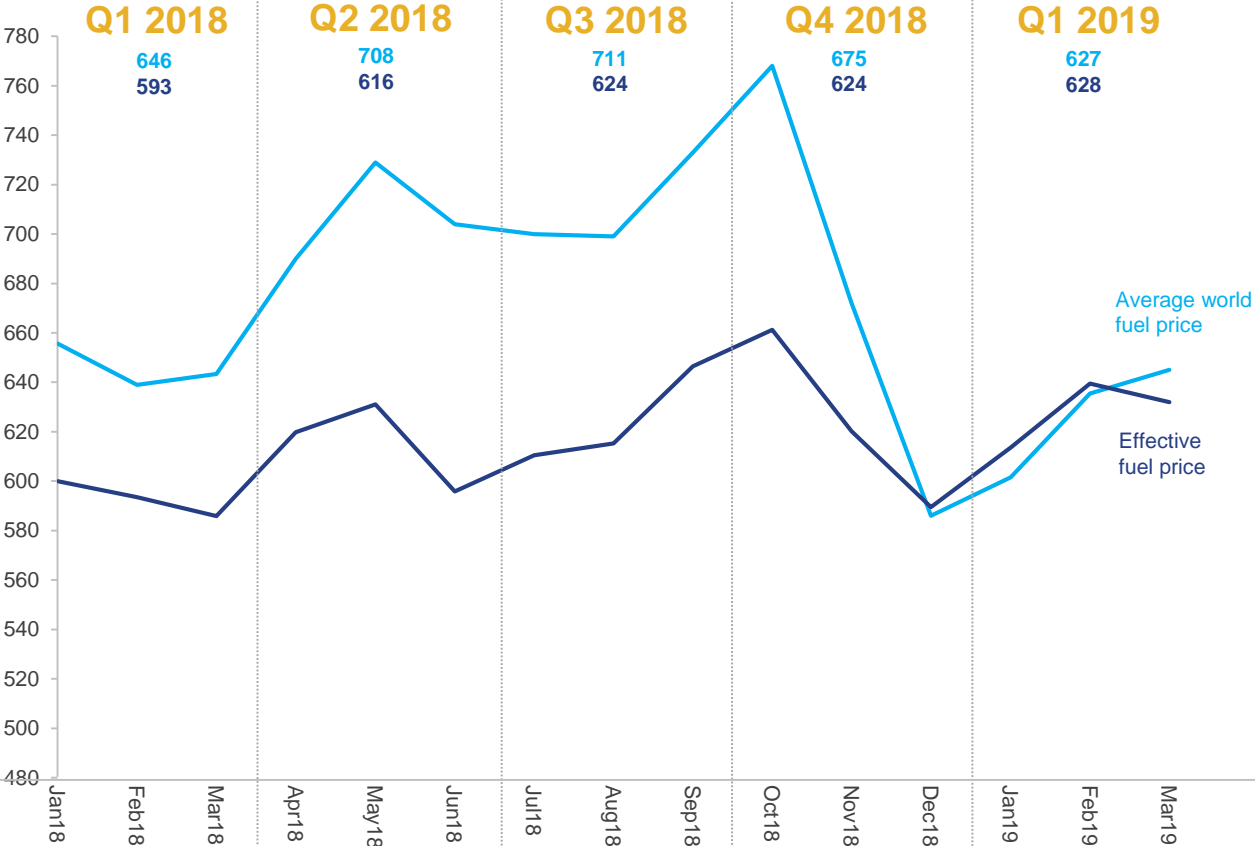
Main changes in passenger revenues | USD Q119 vs Q118



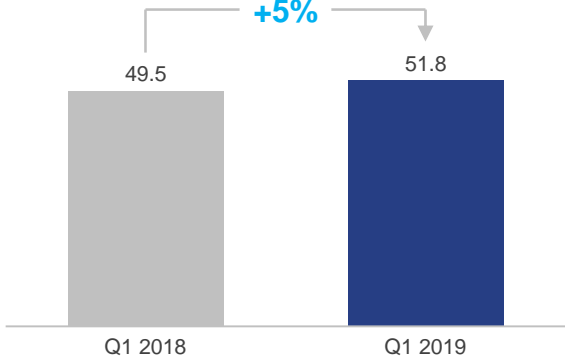
Fare = passenger revenues / passengers Icelandair+Air Iceland Connect, Ancillary = passenger related ancillary revenues/passengers Icelandair

Effective fuel price 6% higher than in Q1 2018

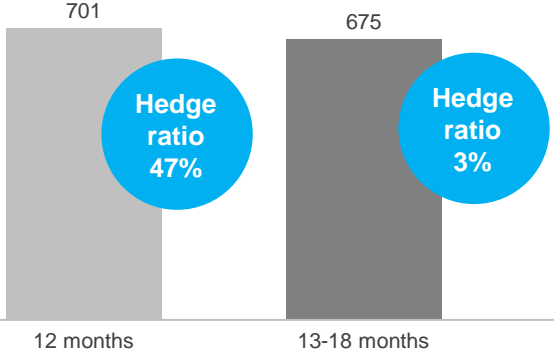
Average fuel price per tonne | Q118-Q119



Aircraft fuel in USD millions | Q118-Q119

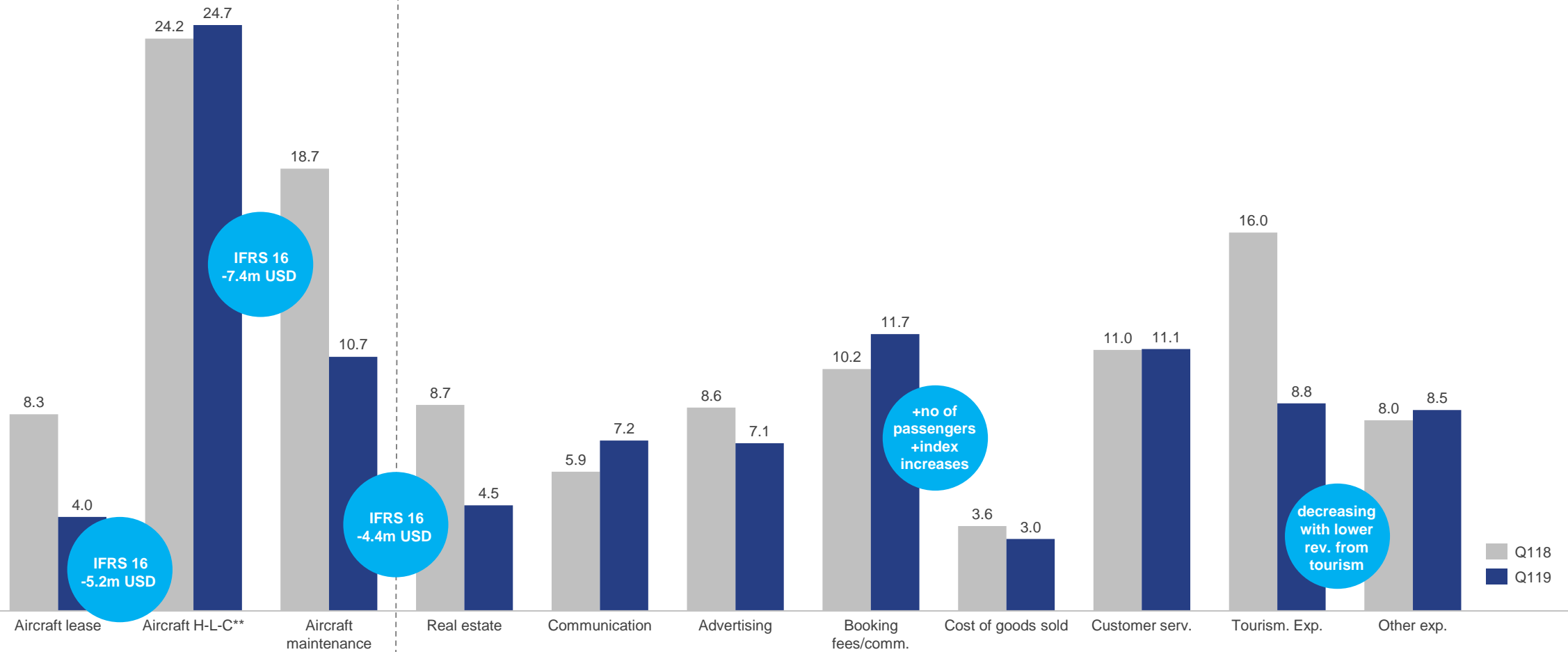


Weighted average hedge price | USD/tonne



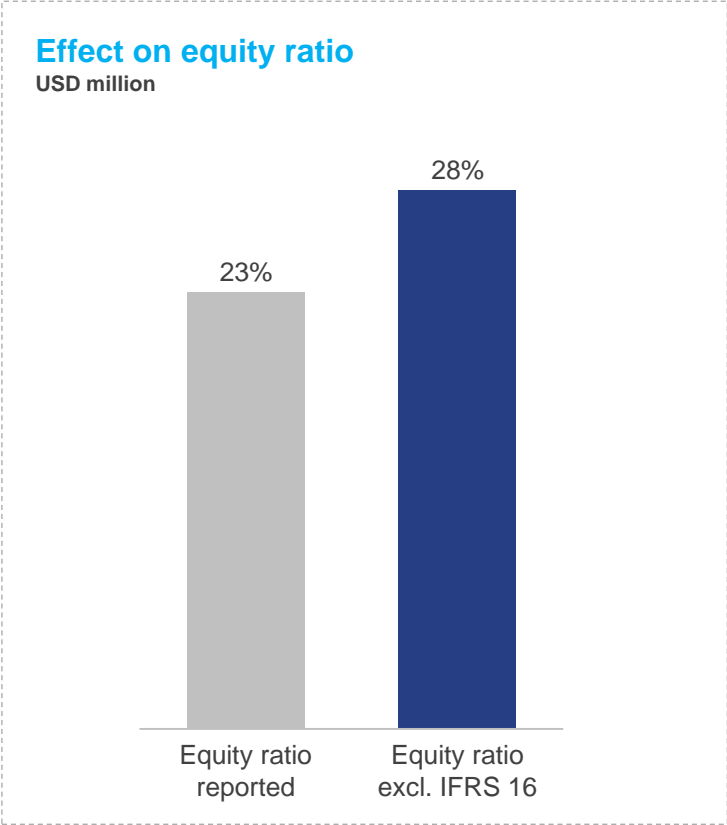
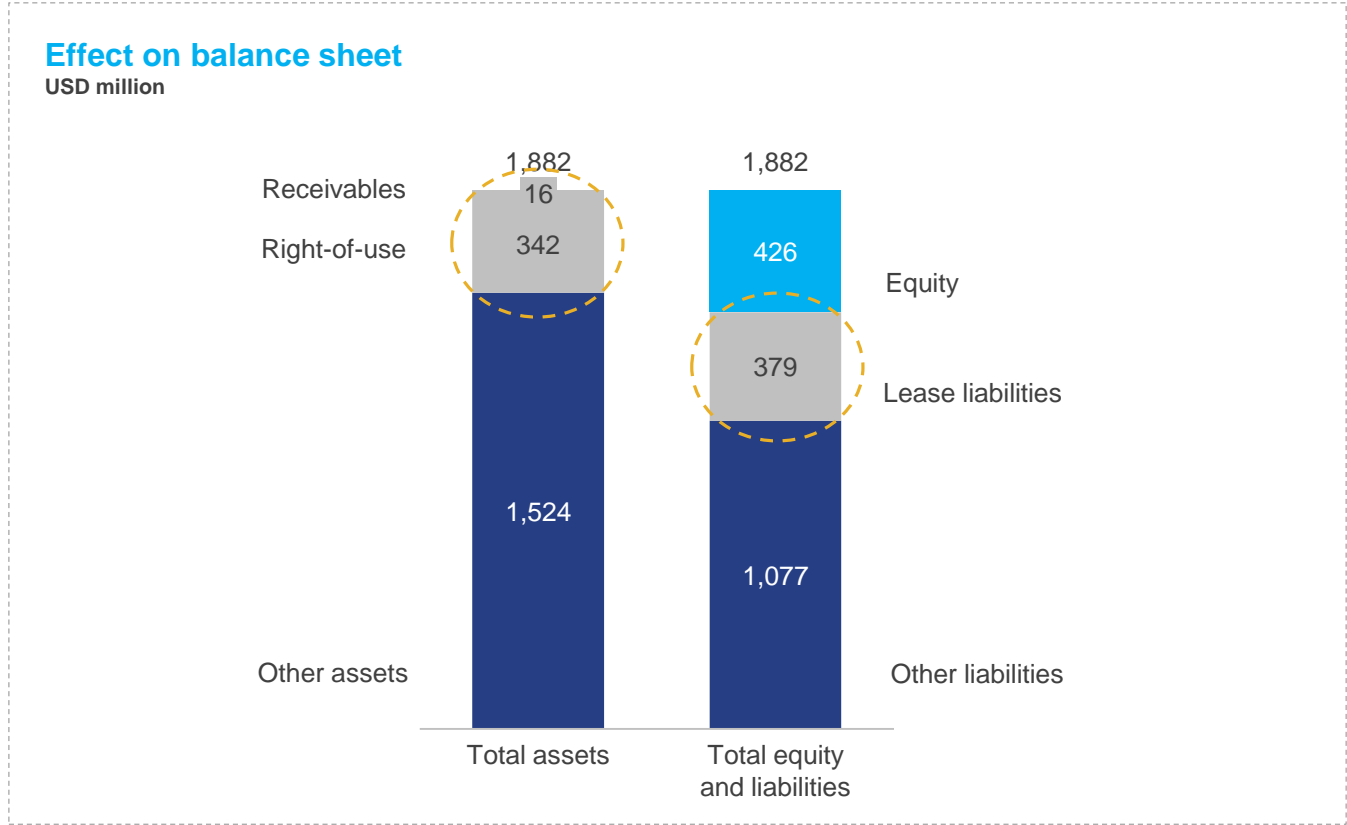
Aviation less fuel -9%

Other expenses -14%



* All figures are in USD millions
 ** H-L-C = Handling, Landing, Communication

New accounting standard IFRS 16 is applicable from 2019 onwards



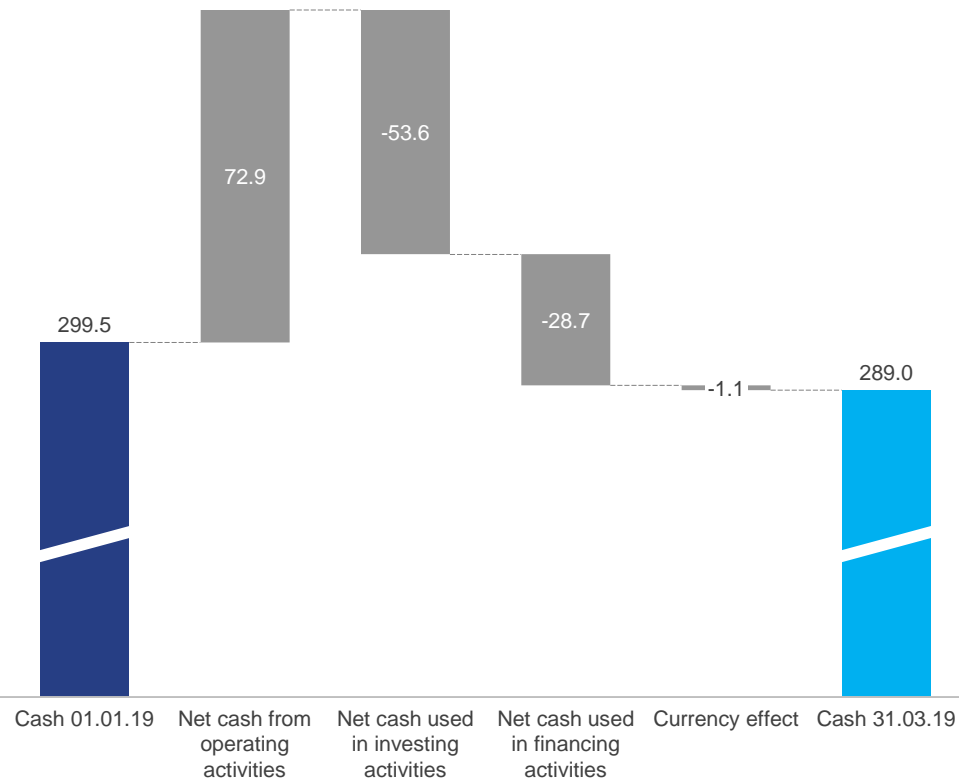
Equity ratio 23% and decreasing due to IFRS16

USD million	31/03/2019	31/12/2018	Diff.
Assets			
Operating assets	666.0	673.4	-7.4
Right-of-use assets	168.2	0.0	168.2
Intangible assets and goodwill	176.2	177.6	-1.4
Other non-current assets	58.3	43.6	14.8
Total non-current assets	1,068.7	894.6	174.2
Other current-assets	218.3	144.9	73.4
Assets classified as held for sale	306.2	125.2	181.0
Short term investments	0.0	0.0	0.0
Cash and cash equivalents	289.0	299.5	-10.4
Total current assets	813.5	569.5	244.0
Total assets	1,882.3	1,464.1	418.1

USD million	31/03/2019	31/12/2018	Diff.
Equity and liabilities			
Stockholders equity	425.8	471.4	-45.6
Loans and borrowings non-current	207.7	147.5	60.2
Lease liabilities	166.8	0.0	166.8
Other non-current liabilities	27.9	47.4	-19.5
Total non-current liabilities	402.5	194.9	207.5
Loans and borrowings current	183.3	268.3	-85.0
Lease liabilities	36.9	0.0	36.9
Derivatives used for hedging	14.5	39.7	-25.1
Trade and other payables	225.8	222.8	3.1
Liabilities classified as held for sale	238.1	52.2	185.9
Deferred income	355.4	214.9	140.5
Total current liabilities	1,054.0	797.8	256.2
Total equity and liabilities	1,882.3	1,464.1	418.1
Equity ratio	23%	32%	-10%
Net interest bearing debt	515.1	168.6	346.5
Interest bearing debt	804.1	468.0	336.1

Strong liquidity position with cash at USD 289 million end of Q1 2019

Changes in cash Q1 2019 | USD million



Investing activities

- | Gross Capex USD 181.6 million
- | Investments in aircraft and components USD 147.7 million
- | Overhaul engines USD 26.6 million
- | Sale of assets USD 150.9 million (B737 MAX sale-lease-back)

Financing activities

- | + USD 80m: New long term loan
- | - USD 23.6m: Redemption of ICEAIR 15
- | - USD 63.2m: Redemption of 33% of bond class ISIN N000107769982

Outlook

MAX suspension



737 MAX suspended

- | B737 MAX aircraft suspended since 12 March 2019
- | Six have been delivered, three yet to be delivered – timing uncertain

Three additional aircraft leased

- | Two B767 with 262 seats and one B757 with 182 seats
- | Larger aircraft mitigating seat capacity effects

Updated flight schedule

- | Flight schedule has been updated until 15 July
- | 1% decrease in seat capacity from 1 April
- | Considerable changes in flight schedule

Financial impact uncertain

- | Compensation from the aircraft manufacturer is unknown
- | Discussions with Boeing have been initiated

Because of uncertainty in relation to B737 MAX suspension a guidance for the year is not issued at this stage

International flight operations

- | Improvements in profitability expected in 2019 due to a number of strategic and operational actions.
- | Recent changes in the competitive landscape expected to have a positive effect. The TO and FROM markets strong but VIA market challenging.
- | The suspension of B737 MAX negatively affecting the operations.

Other core operations

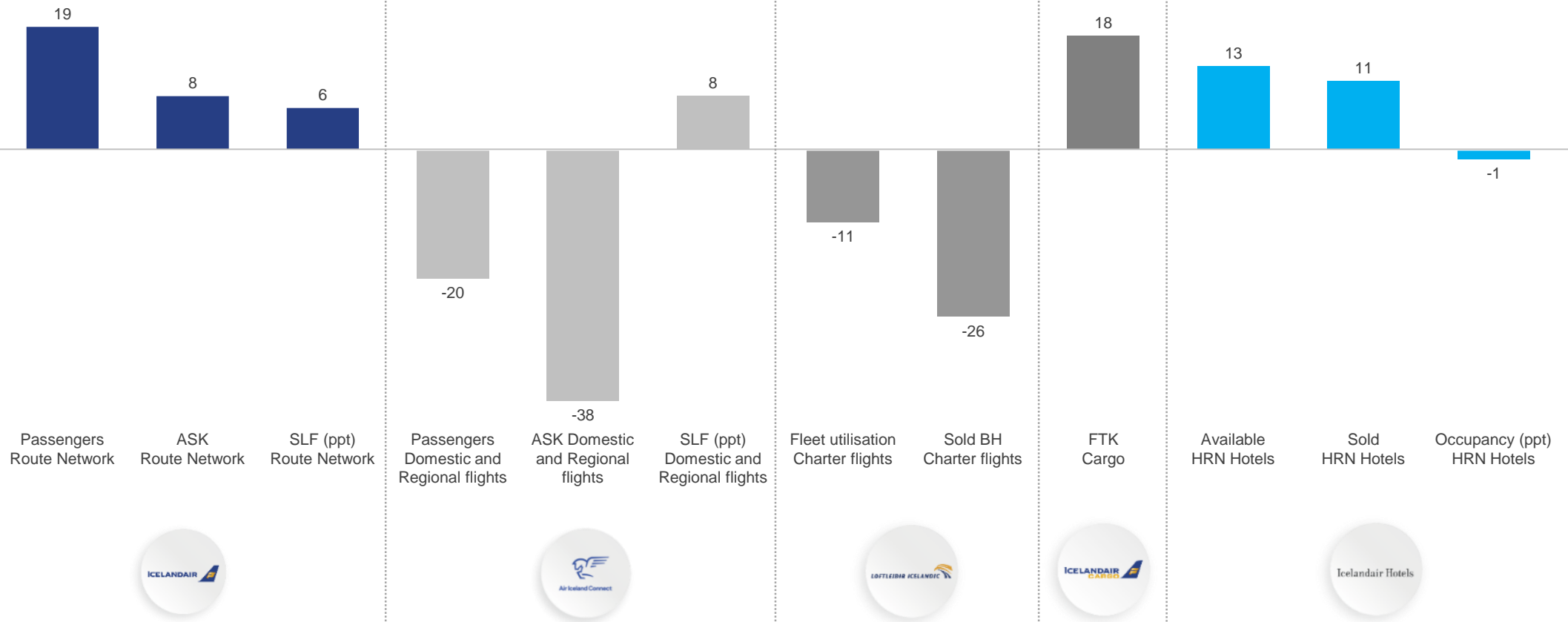
- | Positive outlook for VITA, Cargo and the Leasing operations.
- | The operations of Air Iceland Connect remain challenging.

Companies held for sale

- | Further slowdown at Iceland Travel.
- | Icelandair Hotels are on track for a strong operational year in a challenging environment.

April traffic numbers - Passenger number up by 19% and load factor 6 percentage points higher

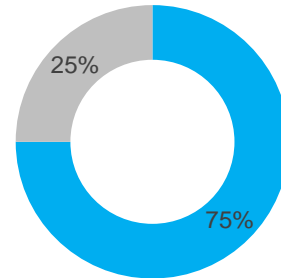
April year-on-year change in %



Changes in the competitive environment

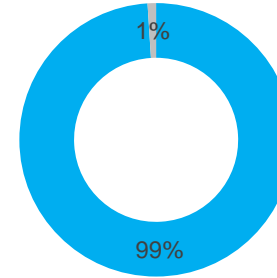
Consolidation of airlines is further ahead in the US than in Europe

Share of capacity



4 airlines US
23 airlines Europe

Share of capacity



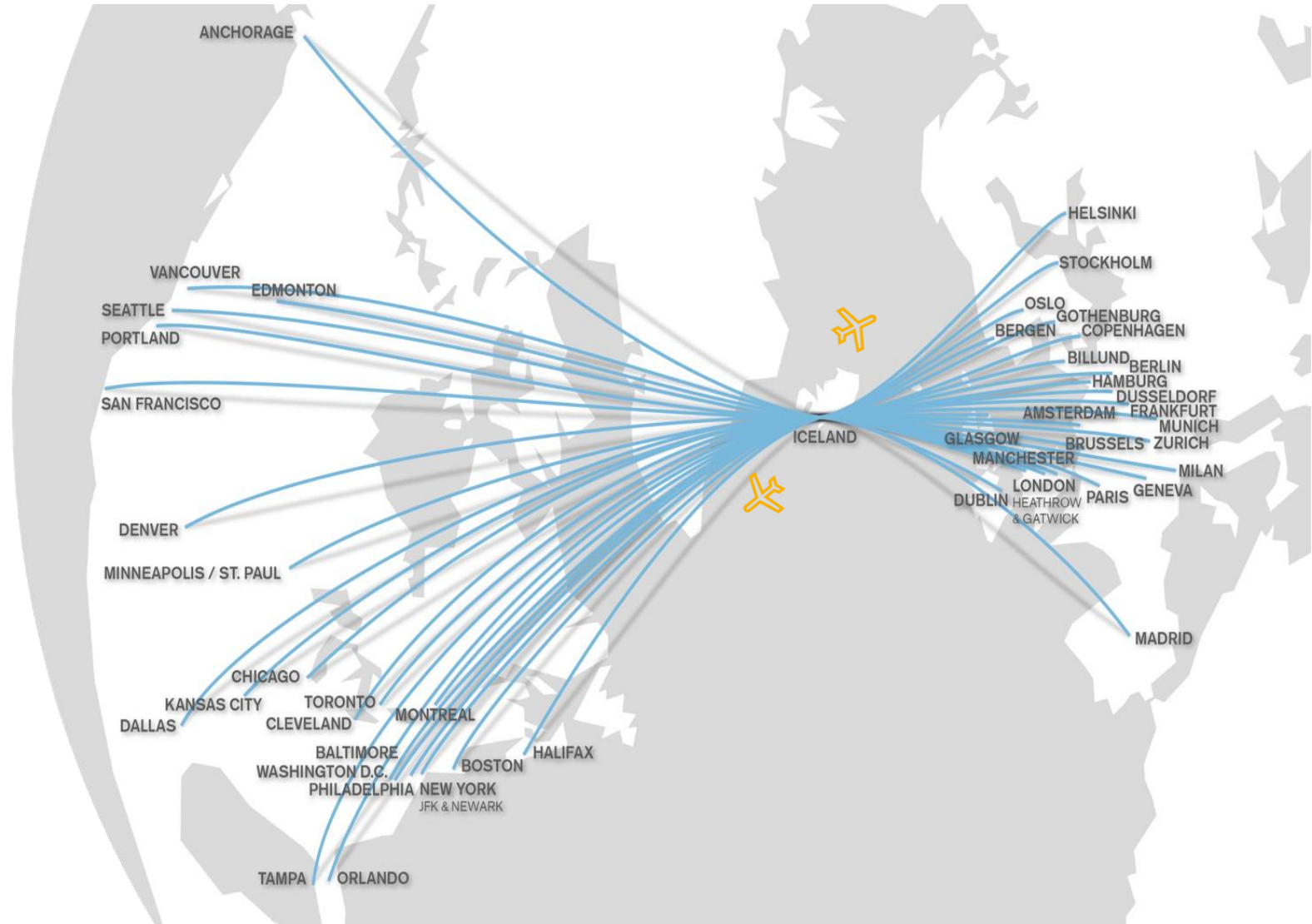
10 airlines US
81 airlines Europe

Number of airlines going out of business

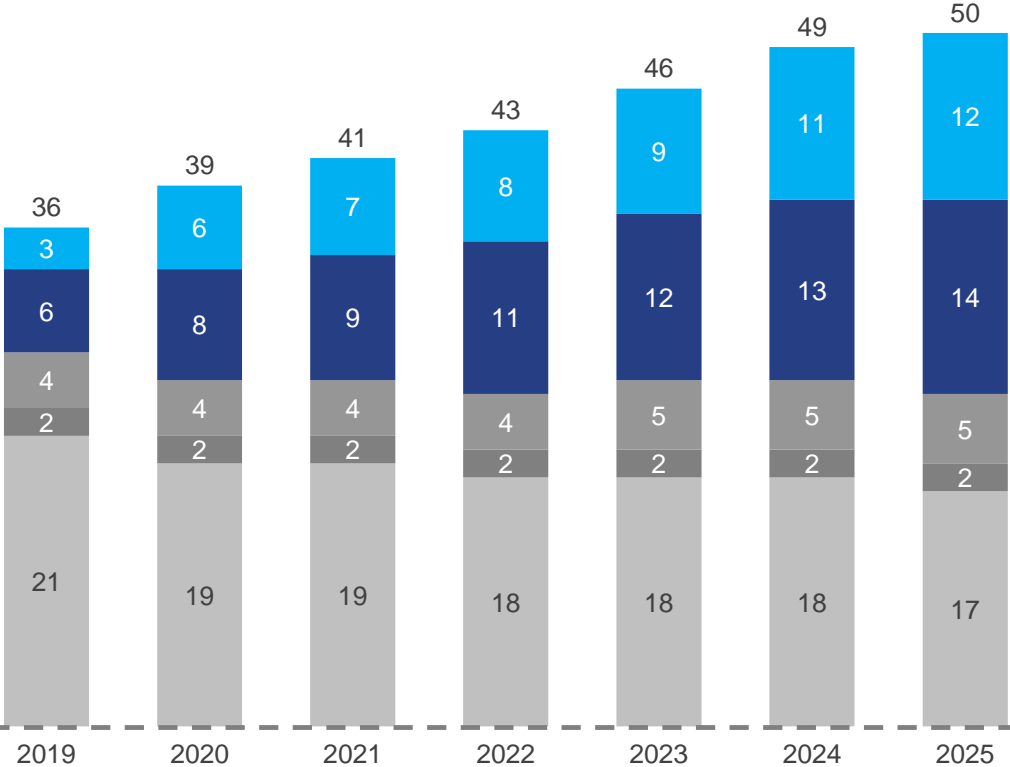


Our network gives us flexibility to shift focus between TO-FROM-VIA to adapt to changes in the competitive landscape

Opportunities for profitable growth



Long term fleet strategy under review



- Maintain unchanged fleet strategy**
 - | Phase out of B757
 - | 737 MAX replacement for the B757
- Faster renewal of the fleet**
 - | Airbus A321NEO introduced alongside B737
 - | Faster discontinuation of B757 200
- All Airbus fleet**
 - | All Boeing aircraft taken out of operation
 - | Fleet composed entirely of Airbus aircraft



New core investor with 11.5% share

Investment USD 47 million

- | New shares in the nominal value 625,000,000 ISK shares issued
- | Share price ISK 9.03

The Investor: Par Capital Management

- | International investment fund focusing on long-term investments
- | Main investments in travel services and airlines

Share increase

- | The share increase will strengthen Icelandair Group's financial standing further
- | The Company better placed to seize opportunities in the market

Investments in Tourism Services in the process of being divested

Icelandair Hotels

www.icelandairhotels.com

- | Agreement signed to enter into final negotiations on the sale
- | Icelandair Group will hold a 20% share in the sold assets
- | The plan is for the transaction to take place before the end of Q2 2019



- | In Q1 2019, Icelandair Group mandated Islandsbanki as an advisor in the sales process of Iceland Travel
- | The sales process is currently being prepared and the goal is to complete the sale in 2019



Sharper focus on core operations: Aviation

New Team

Significant changes made in Icelandair Group organization in earlier this year
Emphasis on digital development, development of fleet and route network, as well on cargo and charter operations

New Strategy

Outcome based on input from 600 employees in 25 strategic workshops
Action plan based on the new strategy to be introduced late summer

New KPI's

Increased level of reporting to the market planned from late summer
More KPI's
Quarterly update on progress of actions relating to improved results

Disclaimer

- | This material has been prepared by Icelandair Group hf. It may include confidential information about Icelandair Group hf. unless stated otherwise all information is sourced by Icelandair Group hf.
- | The circulation of the information contained within this document may be restricted in some jurisdictions. It is the responsibility of the individual to comply with any such jurisdictional restrictions.
- | Forecasts, by their very nature, are subject to uncertainty and contingencies, many of which are outside the control of Icelandair Group. Past performance should not be viewed as a guide to future performance. Where amounts involve a foreign currency, they may be subject to fluctuations in value due to movements in exchange rates.
- | Icelandair Group cannot guarantee that the information contained herein is without fault or entirely accurate. The information in this material is based on sources that Icelandair Group believes to be reliable. Neither Icelandair Group nor any of its directors or employees can however warrant that all information is correct. Furthermore, information and opinions may change without notice. Icelandair Group is under no obligation to make amendments or changes to this presentation if errors are found or opinions or information change. Icelandair Group accepts no responsibility for the accuracy of its sources or information provided herein and therefore can neither Icelandair Group nor any of its directors or employees be held responsible in any way for the contents of this document.
- | This document must not be construed as investment advice or an offer to invest.
- | Icelandair Group is the owner of all works of authorship including, but not limited to, all design, text, sound recordings, images and trademarks in this material unless otherwise explicitly stated. The use of Icelandair Group's material, works or trademarks is forbidden without written consent except where otherwise expressly stated.
- | Furthermore, it is prohibited to publish, copy, reproduce or distribute further the material made or gathered by Icelandair Group without the company's explicit written consent.

Icelandair Group

Reykjavík Airport
101 Reykjavík Iceland
Tel: +354 50 50 300
info@icelandairgroup.is
Copyright © Icelandair Group
All rights reserved.

