





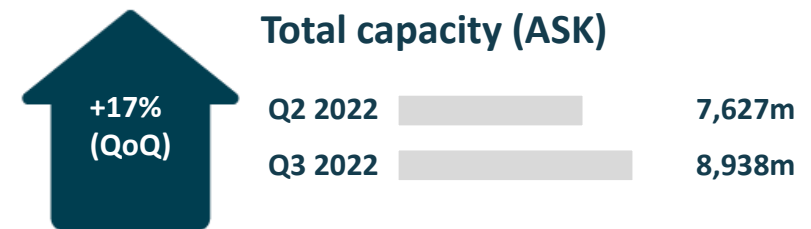
Presentation of third quarter 2022

26 October 2022

Highlights



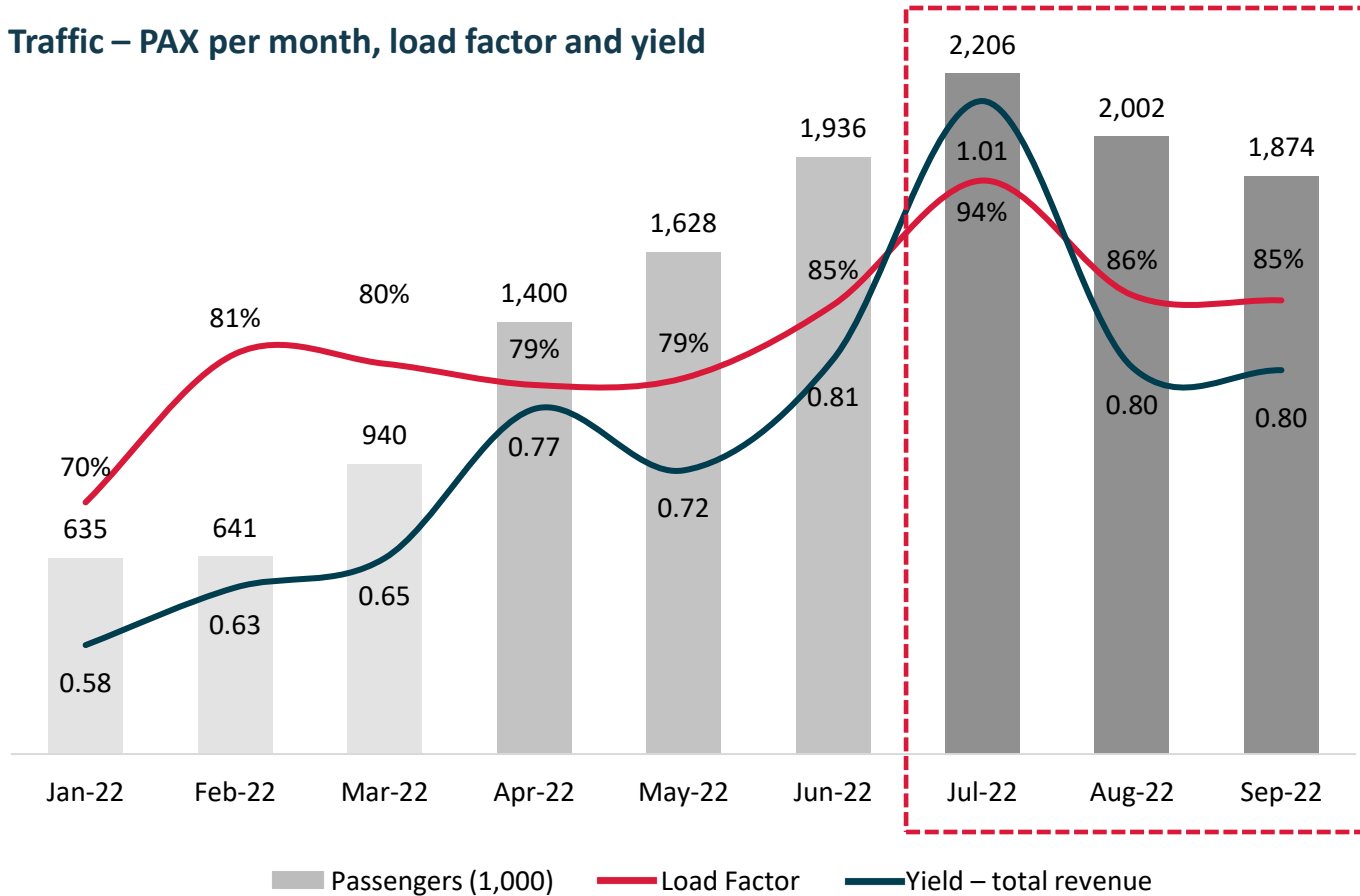
-  Delivering customers to destinations in face of industry challenges
 - robust operations with regularity at 99.4%
-  Corporate travellers choosing Norwegian
 - key routes on par with 2019
 - Widerøe co-operation with seamless travel across network
-  Operating profit (EBIT) NOK 1,032 million
 - record strong traffic, but headwinds from fuel and FX
 - CASK ex. fuel NOK 0.39 – focusing on cost and efficiency
 - strong cash flow – liquidity position NOK 8.2 billion
-  Norwegian celebrating 20-year anniversary
 - 300 million passengers carried and 60+ awards received



Record strong summer traffic



Traffic – PAX per month, load factor and yield



- **Strong pent-up demand**
– customers longing to travel to Norwegian’s key destinations
- **The reliable travel option**
– regularity close to 100%
– wet-leasing to avoid cancellations
- **Record-strong** load and unit revenue
- Stable traffic into October

Stable bookings into winter season

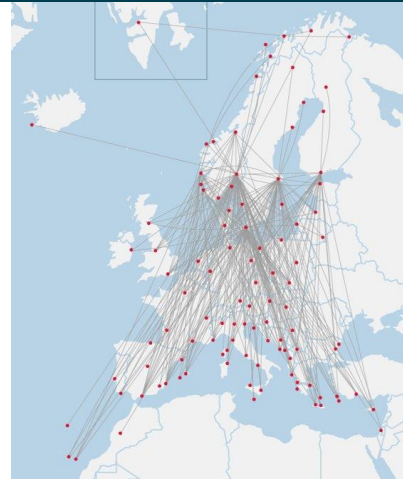


Booking momentum

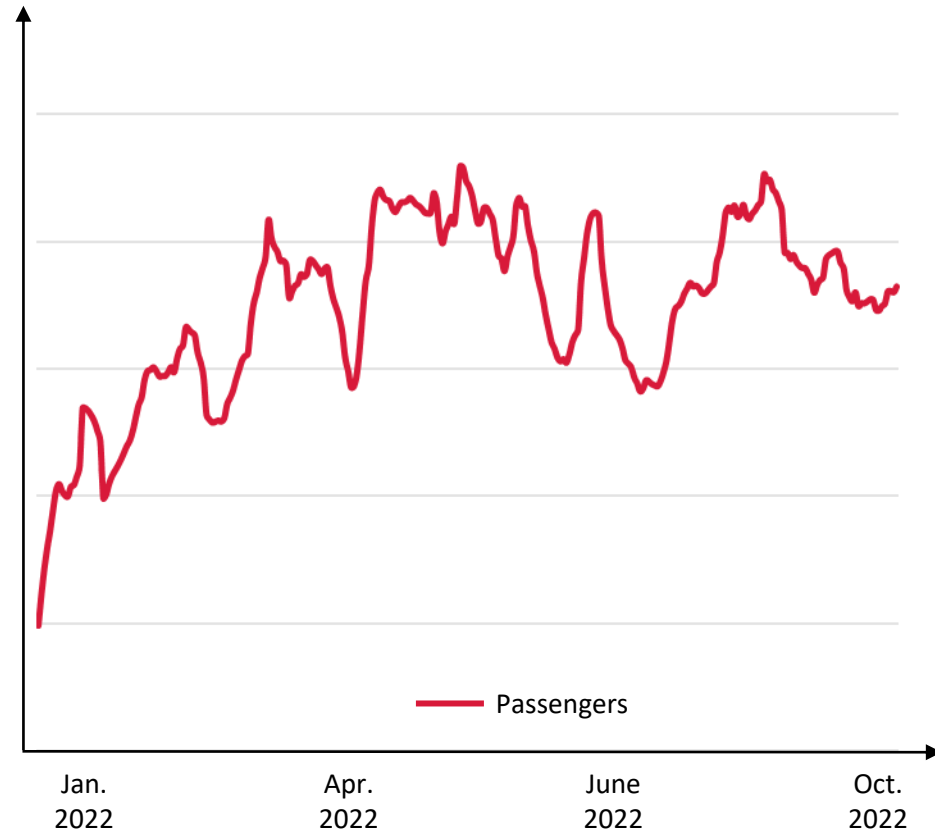
- Customers booking close to travel date
- **Bookings stabilising** after summer holiday season
- **Corporate travellers** valuing Norwegian's regularity and strong on-time performance

Attractive winter & summer 2023 program

- **274 routes** on offer across attractive network
- **Summer 2023 program** - increased frequencies and new destinations



7-day rolling sales figures (abs) – All markets*



*Travel anytime, company data as of 19 October 2022

Business travellers choosing Norwegian



Strong operational performance

- **Corporate revenue** returning to pre-pandemic levels
- **Travellers above 2019** in September on key domestic routes
- Few cancellations with **regularity at 99.4%**
- Strong on-time record



Preferred travel partner

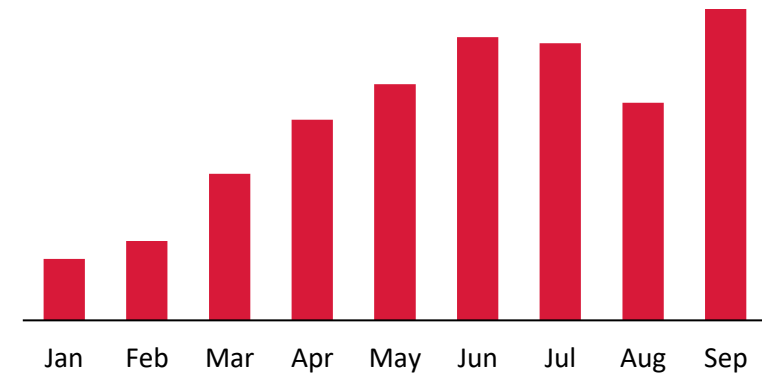
- Significant shift in corporate **share of wallet**
- Large corporates state **“over 50% of travel with Norwegian”**
- **Brand** – most **loved** and **trusted** airline across Scandinavia*



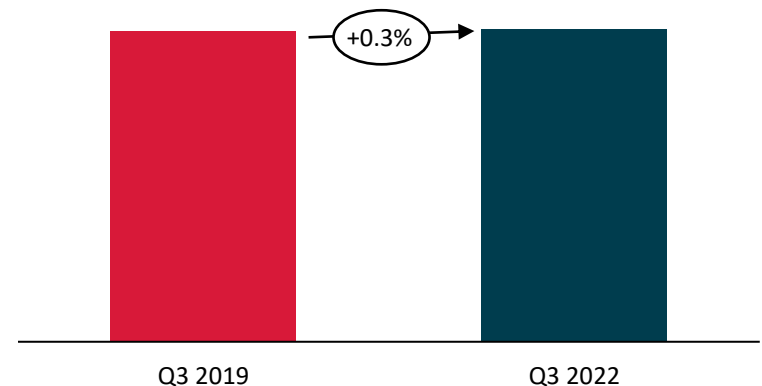
Future for all business travellers

- Widerøe co-operation – **seamless travel across networks**
- Developing offering to **SMEs**
- **SAF** product offering and strong sustainability commitment

Identified corporate revenue – increasing through 2022



Q3 corporate revenue exceeding pre-pandemic



*Norwegian Brand Tracker Survey managed by Kantar for Q3 2022

Financial results for Q3 2022

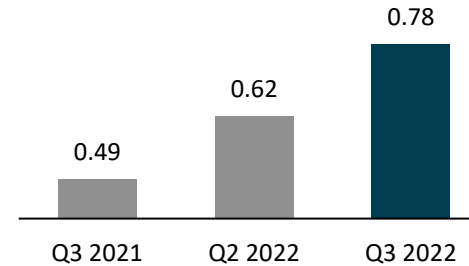
Quarterly financial highlights



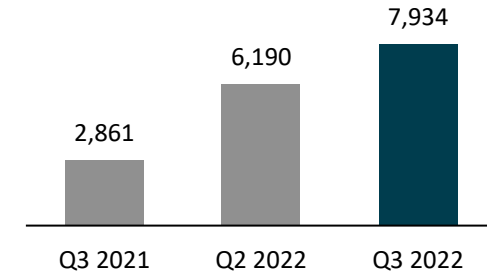
Revenues

- **Record-high unit revenue**
- Ancillary NOK 172 per pax

Unit revenue - total



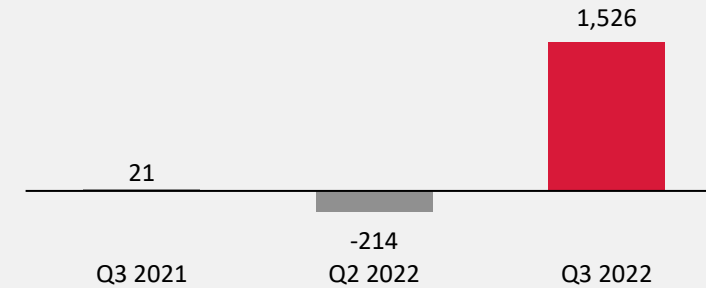
Passenger traffic (million RPK)



Profits

- **Positive bottom line** – EBT NOK 910 million
- **Earnings** affected by fuel and FX headwinds
- **CASK ex. fuel** NOK 0.39 in quarter

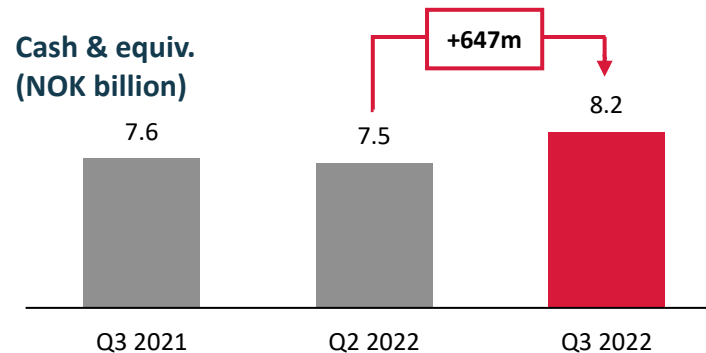
EBITDAR (NOK million)



Balance sheet

- **Strong liquidity position** into winter season
- **Equity ratio** increased to 19.6%
- Significant cash build in quarter

Cash & equiv. (NOK billion)

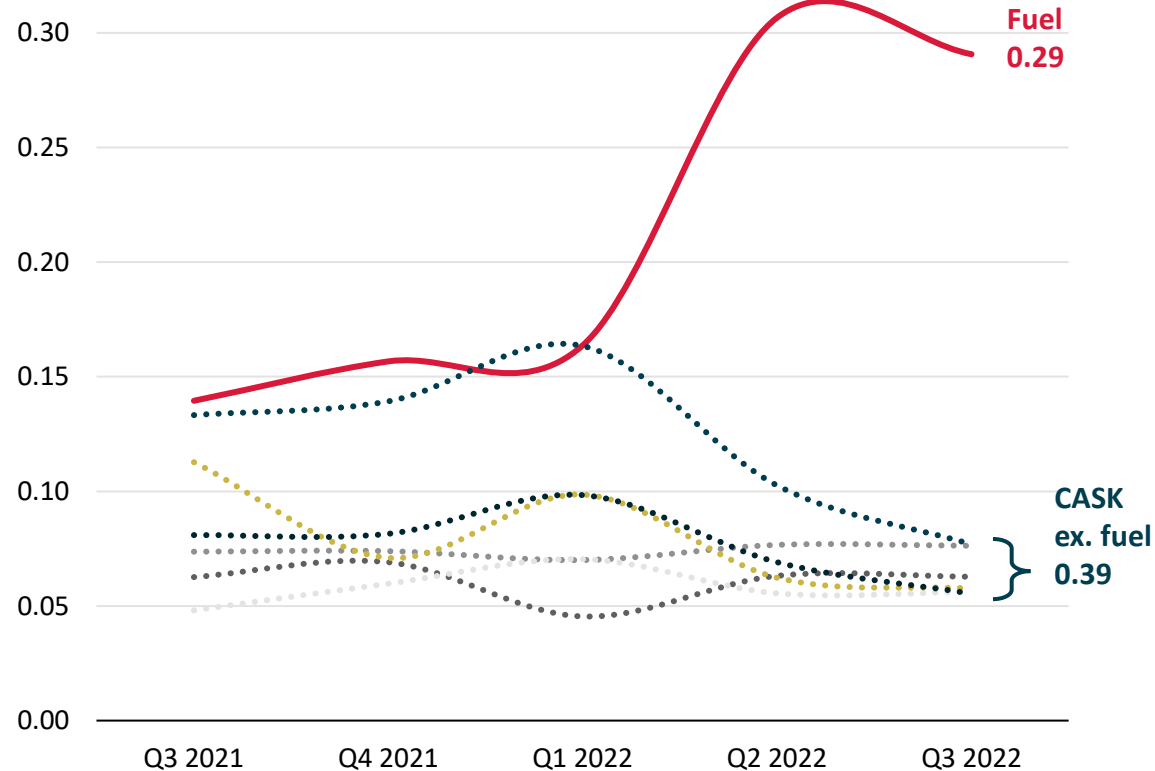


Q3 earnings – operating profit (EBIT) above 1bn



| <i>NOK million</i> | Q3 2022 | Q2 2022 | Chng. (QoQ) | |
|---|--------------|--------------|----------------|---------------------------------------|
| Passenger revenue | 5,936 | 3,970 | +50% | → Record strong load and unit revenue |
| Ancillary passenger revenue | 1,047 | 782 | | |
| Other revenue | 133 | 116 | | |
| Total operating revenue | 7,116 | 4,868 | +46% | |
| Personnel expenses | 687 | 782 | | |
| Aviation fuel | 2,598 | 2,338 | +11% | → Fuel price remains elevated |
| Airport and ATC charges | 682 | 585 | | |
| Handling charges | 562 | 482 | | → Weak NOK impacting cost lines |
| Technical maintenance expenses | 503 | 424 | | |
| Other operating expenses | 515 | 476 | | |
| EBITDAR excl other losses/(gains) | 1,569 | -219 | +1,788 | → Strong underlying earnings |
| Other losses/(gains) | 43 | -5 | | |
| EBITDAR | 1,526 | -214 | | |
| Aircraft lease, depreciation and amortization | 494 | 527 | | |
| Reversal of impairment loss re.prepayment on aircraft | 0 | -2,099 | | |
| Operating profit (EBIT) | 1,032 | 1,359 | | |
| Net financial items | -122 | -110 | | |
| Profit before tax (EBT) | 910 | 1,248 | | |

CASK – scale and macro headwinds



Scale and cost initiatives – macro headwinds

- **Fuel cost** remain elevated due to high fuel price and strong USD
– initiated hedging on fuel in October
- **Personnel** lower with higher block hours
– sound collaboration with unions
- **Airport & ATC and handling charges** increasing with currency headwind
- **Technical** benefitting from increased traffic
– headwind from currency
- **Other OPEX** scale effects
- **Lease** expenses benefitting from increasing scale
– headwind from strong USD

— Fuel
 Personnel
 Airport & ATC
 Handling
..... Technical
 Other OPEX
 Lease

Robust balance sheet going into winter

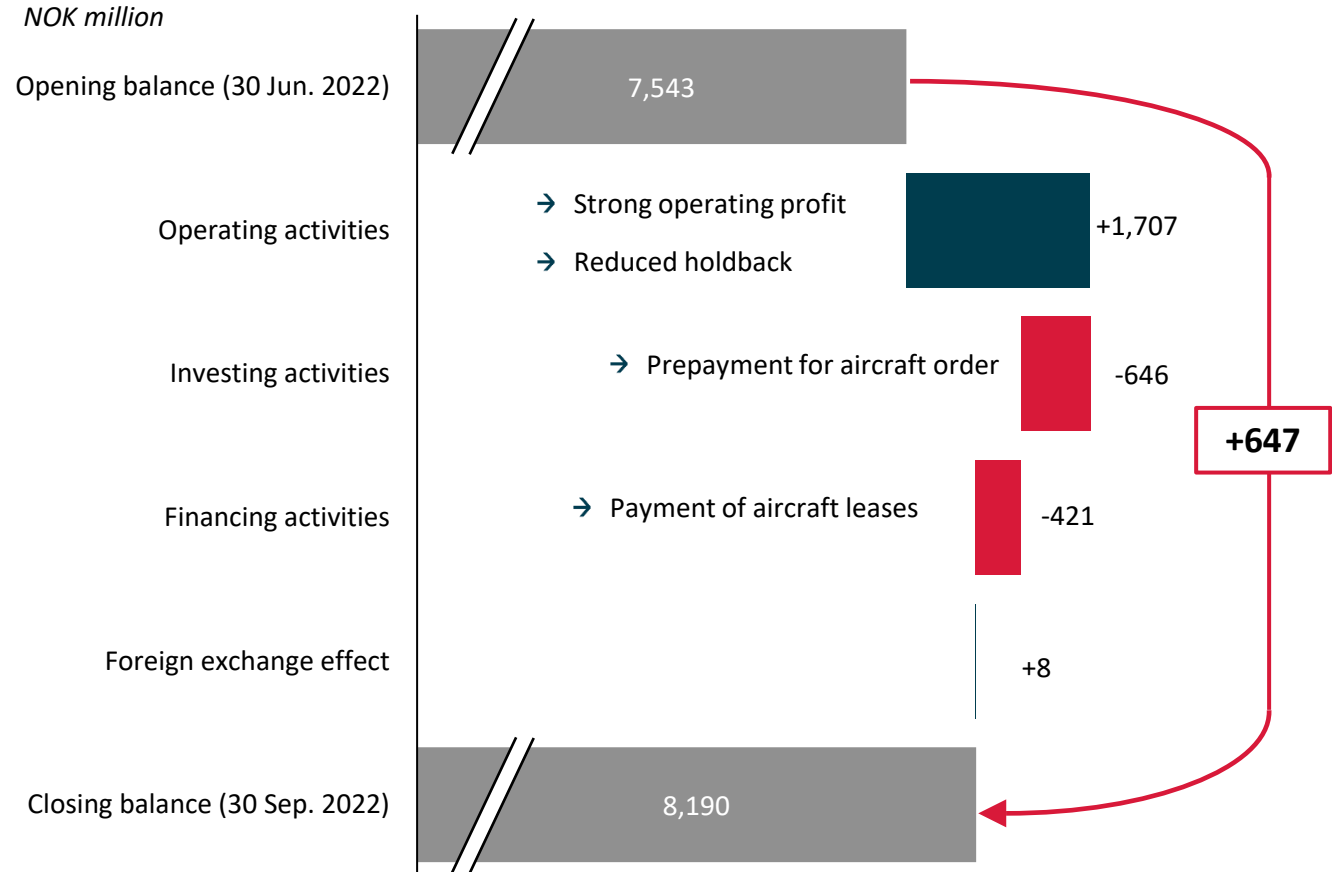


| <i>NOK million</i> | 30 Sep. 2022 | 30 Jun. 2022 | Chng. (QoQ) | |
|---|-----------------|-----------------|----------------|---|
| Intangible assets | 2,092 | 2,082 | | |
| Tangible assets | 11,258 | 9,834 | | → Aircraft prepayment and lease revaluation |
| Total non-current assets | 13,735 | 12,203 | +13% | |
| Receivables | 2,725 | 4,331 | | → Holdback (%) reduced to 56% |
| Cash and cash equivalents | 8,190 | 7,543 | | → Strong operational cash flow |
| Total current assets | 11,106 | 11,948 | | |
| Assets | 24,841 | 24,151 | +3% | |
| <hr style="border-top: 1px dashed red;"/> | | | | |
| Equity | 4,859 | 3,654 | +33% | → Improved equity position |
| Non-current debt | 9,409 | 8,974 | | |
| Other non-current liabilities | 2,127 | 1,663 | | |
| Total non-current liabilities | 11,536 | 10,636 | | |
| Air traffic settlement liabilities | 3,102 | 4,805 | | → Seasonal reduction |
| Current debt | 1,454 | 1,301 | | |
| Other current liabilities | 3,890 | 3,755 | | |
| Total current liabilities | 8,446 | 9,860 | -14% | |
| Liabilities | 19,982 | 20,497 | | |
| Equity and liabilities | 24,841 | 24,151 | | |
| Equity ratio (%) | 19.6 | 15.1 | | |

| Net interest bearing debt | | | |
|----------------------------------|-----------------|-----------------|----------------|
| <i>NOK million</i> | 30 Sep. 2022 | 30 Jun. 2022 | Chng. (QoQ) |
| Cash & equiv. | 8,190 | 7,543 | +647 |
| Aircraft financing | 7,480 | 6,942 | +538 |
| NAS 13 | 572 | 585 | |
| Other IB debt | 135 | 134 | |
| Retained Claims Bonds | 2,676 | 2,614 | |
| NIBD | 2,673 | 2,732 | -59 |

- Marginal **NIBD decrease** in quarter
- Cash build in quarter
- Aircraft financing increase with 2 additional aircraft and currency revaluation

Cash flow – strong cash position



- **Strong liquidity position** heading into winter season
- **Holdback down to 56%** from above 100% at 31.12
- **Limited aircraft prepayments** to Boeing in 2023 and 2024 – NOK 3.2bn paid-in

The way forward

Securing a modern long-term fleet



Securing fleet for 2024

- Leases secured for 11 new 737 MAX 8 at competitive terms
- Delivering in advance of summer 2024 season



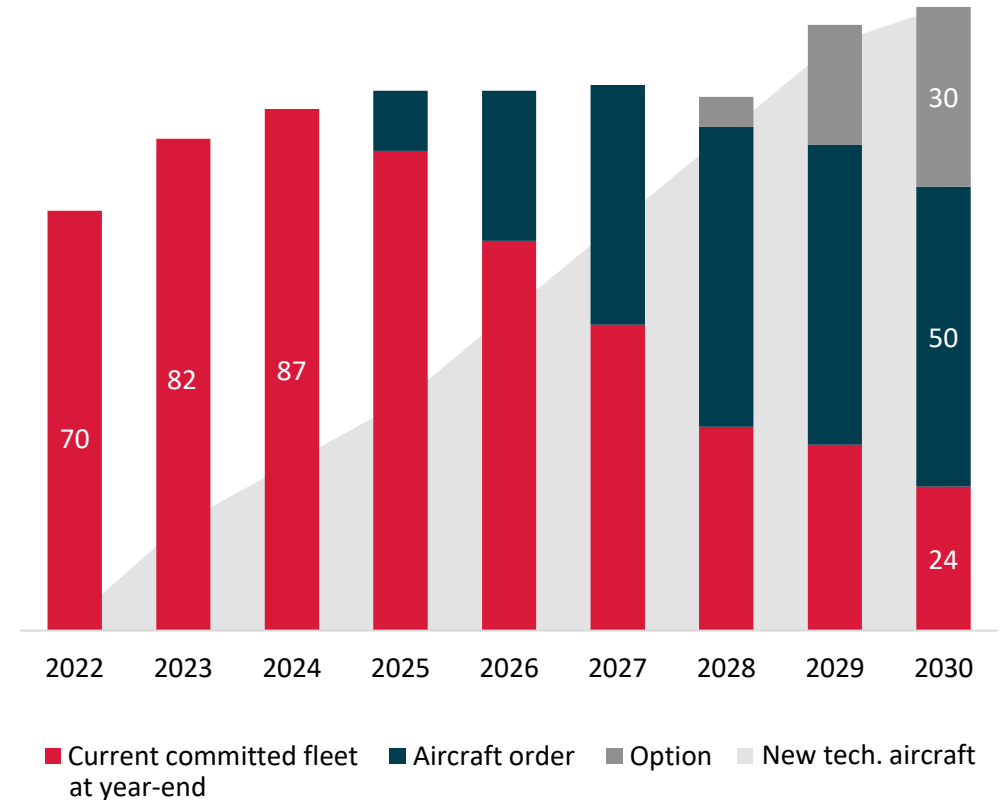
Replacing older generation aircraft

- Redelivery of leased 737 NGs – 4 aircraft in fall 2023 and 5 in 2024
- Replaced by fuel-efficient aircraft with significant cost savings – above 14% reduced fuel-burn
- Serving customers latest technology – 40% noise reduction



Aircraft order delivery from 2025

- Order for 50 737 MAX 8 aircraft – delivery 2025-2028
- Option for additional 30 aircraft – delivery 2028-2030
- Attractive pricing and inflation protection
- NOK 3.2 billion PDP paid-in
- Significant share to be owned – reducing overall financing cost



Summary



Well prepared for winter season

- Utilising fleet flexibility – 25% capacity reduction
- Bookings remaining encouraging, but uncertain macro environment
- Strong focus on cost and efficiency



Robust balance sheet

- Enter winter season with NOK 8.2bn in cash
- Improved equity position
- Aircraft order improving financial flexibility



Strong brand loyalty and robust operations

- Leading regularity vs. peers
- Business travellers choosing Norwegian
- Widerøe co-operation with seamless travel across networks
- Most trusted airline in Scandinavia



norwegian 

Book tickets at [Norwegian.com](https://www.norwegian.com)

Appendix

20 largest shareholders as of 30 September 2022*

| | Name | Country | Number of shares | Per cent |
|----|--|----------------|-------------------------|-----------------|
| 1 | Geveran Trading Company, Ltd. | Cyprus | 132,214,986 | 14.2 % |
| 2 | Sundt AS | Norway | 104,103,198 | 11.2 % |
| 3 | Folketrygdfondet | Norway | 46,651,798 | 5.0 % |
| 4 | Silver Point Capital, L.P. | United States | 45,219,500 | 4.9 % |
| 5 | Davy Stockbrokers | Ireland | 31,856,825 | 3.4 % |
| 6 | Nordnet Bank AB. | Norway | 31,234,891 | 3.4 % |
| 7 | Handelsbanken Kapitalförvaltning AB | Sweden | 28,284,595 | 3.0 % |
| 8 | Keskinäinen eläkevakuutusyhtiö Varma | Finland | 27,500,000 | 3.0 % |
| 9 | Avanza Bank AB | Sweden | 25,385,820 | 2.7 % |
| 10 | DNB Asset Management AS | Norway | 20,293,116 | 2.2 % |
| 11 | Contrarian Capital Management, LLC | United States | 18,304,923 | 2.0 % |
| 12 | Retail Investors Holding 20,000 to 50,000 shares | Norway | 14,004,570 | 1.5 % |
| 13 | Brumm AS | Norway | 10,000,942 | 1.1 % |
| 14 | Arctic Fund Management AS | Norway | 9,779,799 | 1.1 % |
| 15 | Swedbank AB | Sweden | 9,776,993 | 1.1 % |
| 16 | Nordea Funds Oy | Finland | 9,439,301 | 1.0 % |
| 17 | Svelland Capital (UK) Ltd | United Kingdom | 8,217,617 | 0.9 % |
| 18 | KLP Fondsforvaltning AS | Norway | 8,080,884 | 0.9 % |
| 19 | HSBC Trinkaus & Burkhardt AG | Germany | 7,658,920 | 0.8 % |
| 20 | BlackRock Institutional Trust Company, N.A. | United States | 6,989,630 | 0.8 % |
| | Top 20 shareholders | | 594,998,308 | 64.0 % |
| | Other shareholders | | 334,991,431 | 36.0 % |
| | Total number of shares | | 929,989,739 | 100.0 % |

**) The data is obtained through third-party analysis of beneficial ownership and fund manager information provided in replies to ownership notices issued to custodians. Reasonable efforts have been made to verify the data, however Norwegian Air Shuttle ASA cannot guarantee the accuracy of the analysis.*