

FY19 Results Presentation

28 August 2019



Summary of Group Performance

\$5.8b

Total Group Revenue, up 7.6 per cent
in challenging market conditions

(\$71.2m)

Group Underlying Loss Before Tax, down
\$135.6 million despite \$158.8 million in
fuel/FX headwinds

(\$315.4)

Statutory Loss After Tax, including
impairment of Tigerair, VA International
business assets and derecognition of
deferred tax assets

2.1%

Improvement in Revenue Per
Available Seat Kilometre (RASK)

\$53.9m

Positive Free Cash Flow, down
\$19.2m on FY18

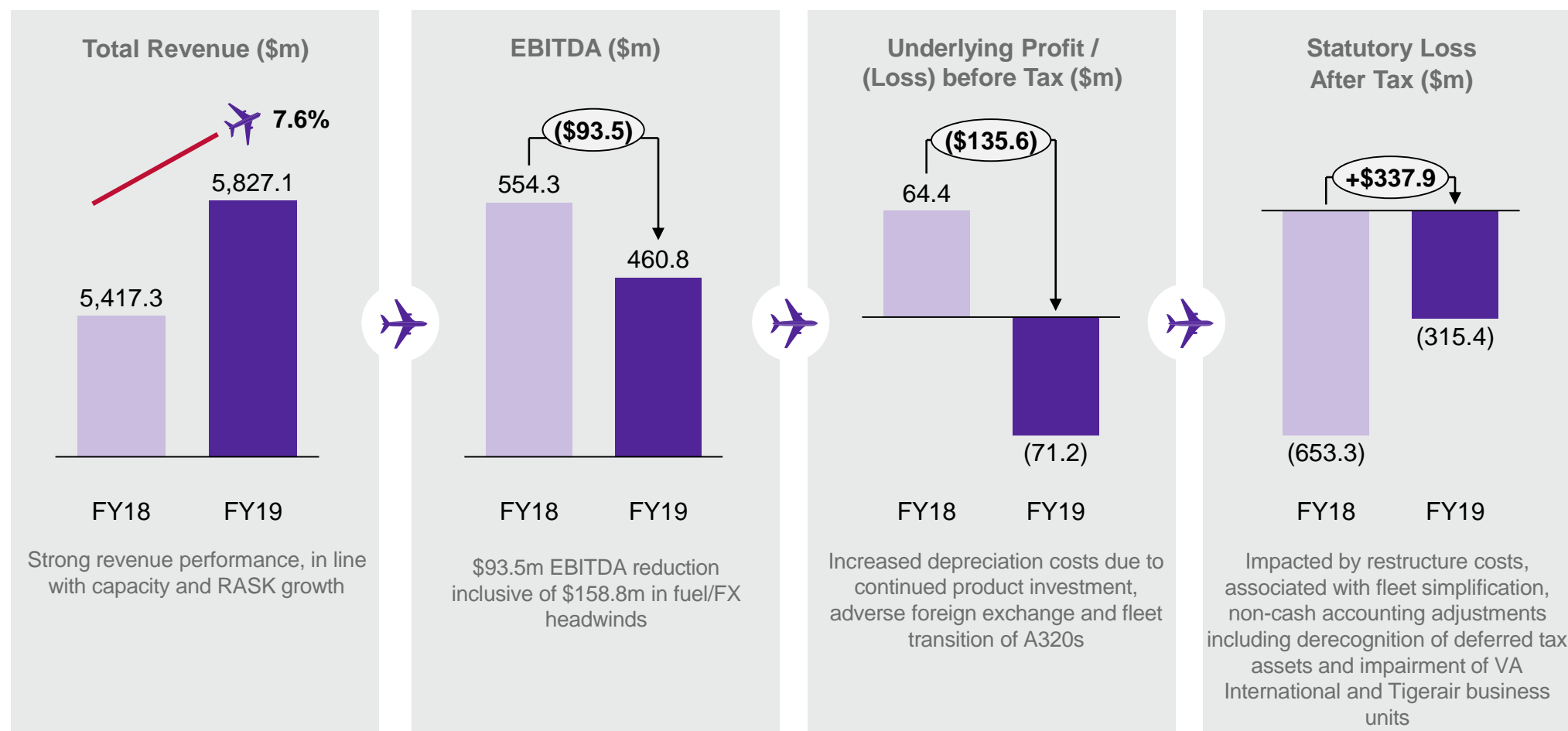
\$1.7b

Cash balance, an increase of
\$324.5 million

Group Profit and Loss

Earnings impacted by subdued trading conditions and fuel/FX headwinds, with a strategic review underway to address structural challenges

FY19 Financial Results



Group Profit and Loss

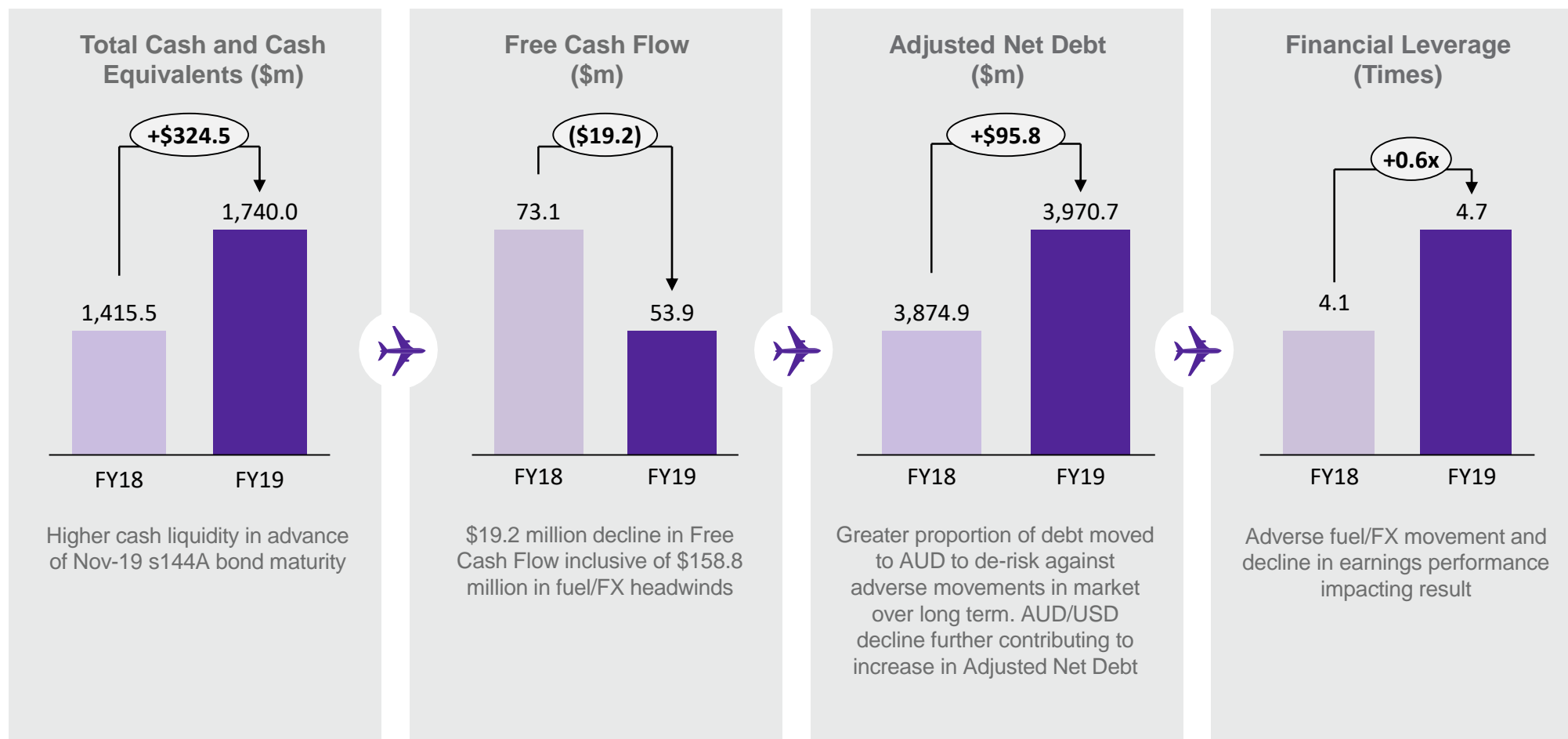
Subdued revenue growth in H2, combined with an increasing cost base, impacting all Group earnings metrics. Trading results inclusive of \$158.8m in fuel/FX headwinds.

	FY19	FY18	CHANGE
Total Revenue (\$m)	5,827.1	5,417.3	↑ +409.8
EBITDA (\$m)	460.8	554.3	↓ (93.5)
EBIT (\$m)	89.5	217.0	↓ (127.5)
Underlying Profit/(Loss) before Tax (\$m)	(71.2)	64.4	↓ (135.6)
Statutory Loss before Tax (\$m)	(295.3)	(201.4)	↓ (93.9)
Statutory Loss after Tax (\$m)	(315.4)	(653.3)	↑ +337.9

Group Balance Sheet and Cash Flow Metrics

Balance sheet metrics adversely impacted by trading conditions and declining AUD/USD

FY19 Financial Results



Group Balance Sheet and Cash Flow Metrics

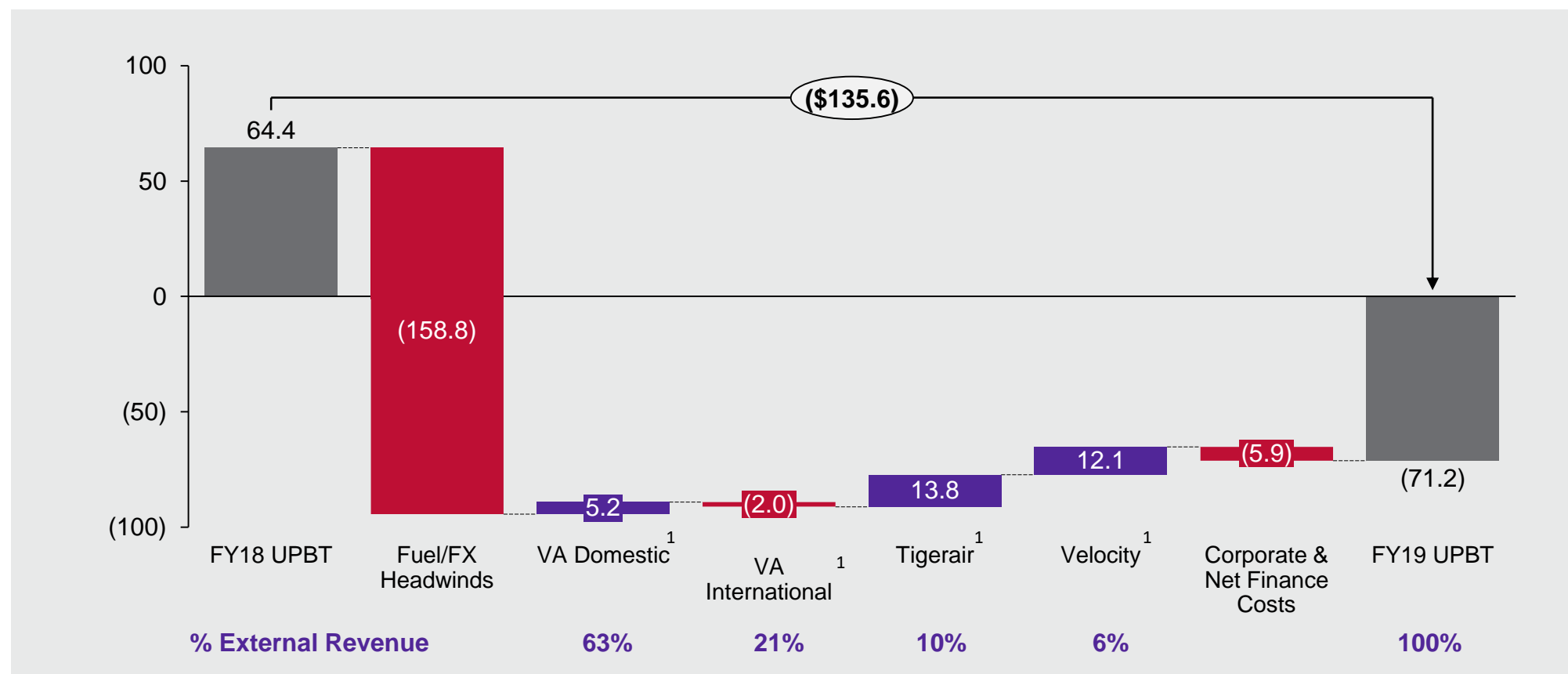
Declining AUD/USD impacting balance sheet metrics, with debt metrics deteriorating as a result of exchange rate fluctuations

	FY19	FY18	CHANGE
Cash and Cash Equivalents (\$m)	1,740.0	1,415.5	↑ +324.5
Net Debt (\$m)	1,288.8	1,152.6	↓ +136.2
Adjusted Net Debt (\$m)	3,970.7	3,874.9	↓ +95.8
Cash Generated from Operating Activities (\$m)	641.3	733.7	↓ (92.4)
Free Cash Flow (\$m)	53.9	73.1	↓ (19.2)
Financial Leverage (times)	4.7	4.1	↓ +0.6

Group Underlying Profit Performance

Segment performance adversely impacted by fuel/FX headwinds

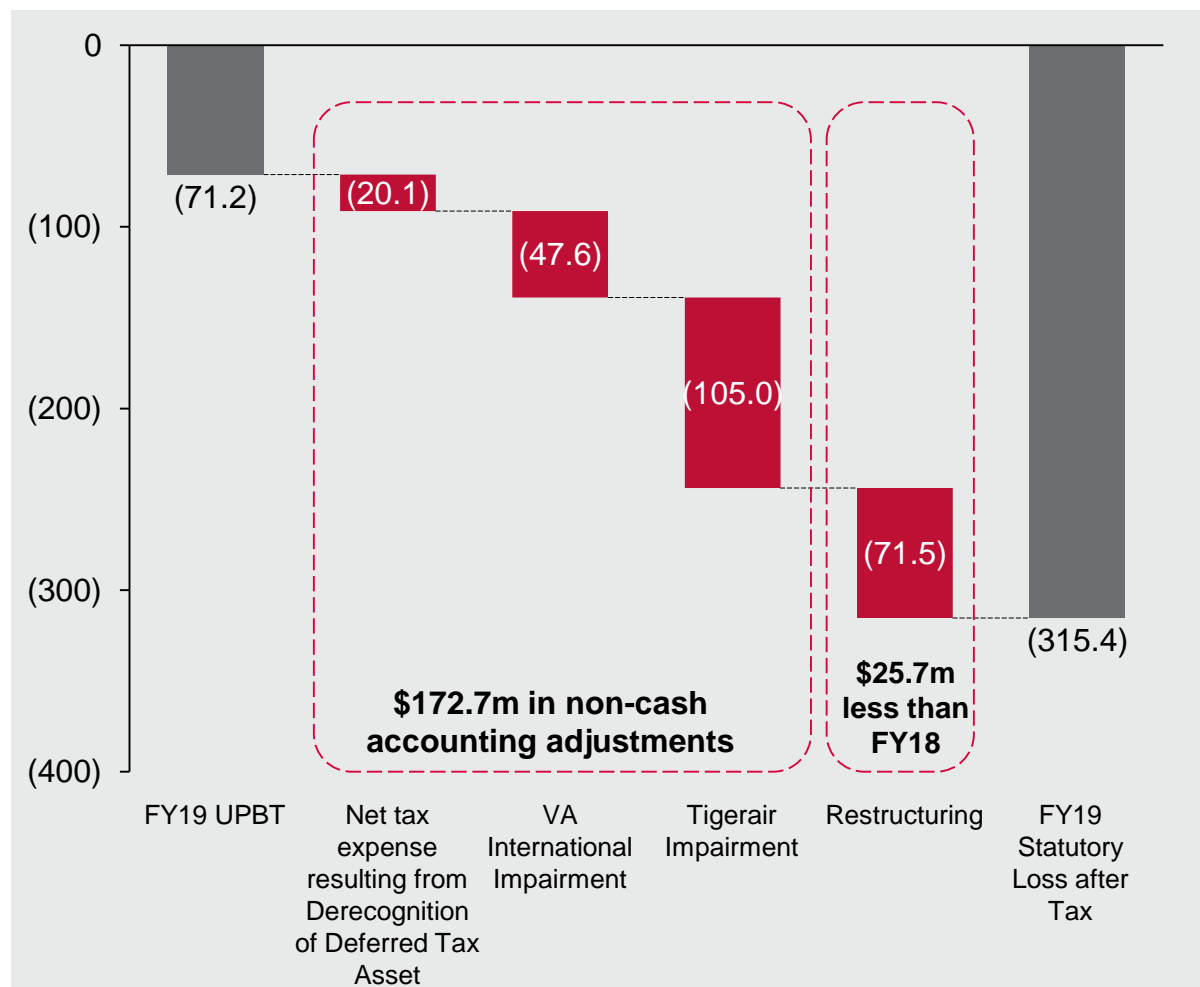
Group Underlying Profit Performance (\$M)



Group Statutory Results

Statutory loss reflects largely non-cash accounting adjustments

Underlying Loss Before Tax to Statutory Loss Reconciliation (\$M)



Non-cash accounting adjustments

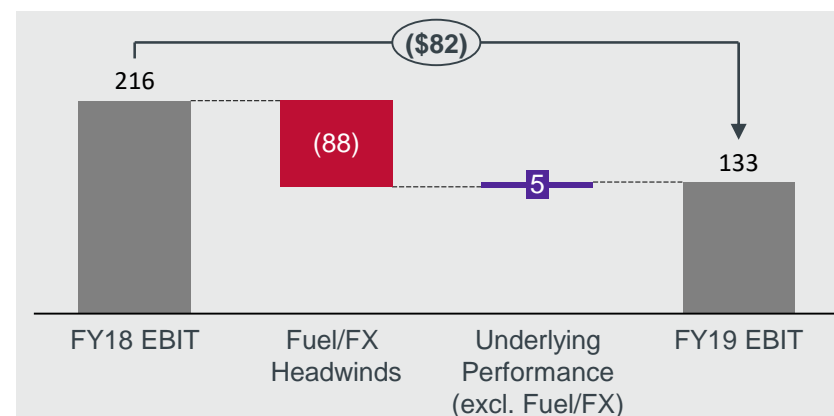
- FY19 statutory loss after tax of \$315.4m reflects \$172.7m in non-cash accounting adjustments
 - \$47.6m in VA International impairment
 - \$105.0m in Tigerair impairment
 - \$20.1m net tax expense resulting from derecognition of Deferred Tax Asset (DTA)
- The Group has taken these accounting adjustments in light of FY19 performance, fuel price increases and future forecast economic conditions
- While these adjustments have impacted the statutory result, they are non-cash and have no impact on the fundamentals of the Group's underlying business
- The tax losses remain available to the Group to offset future tax liabilities

Virgin Australia Domestic

Deteriorating market conditions and \$87.6m in fuel/FX headwinds adversely impacting segment result

	FY19	FY18	CHANGE
Total Revenue (\$m)	3,914.9	3,682.0	↑ +232.9
EBITDA (\$m)	437.0	485.7	↓ (48.7)
EBIT (\$m)	133.4	215.8	↓ (82.4)
EBIT Margin	3.4%	5.9%	↓ (2.5)pts
ASK			↑ +2.3%
Yield			↑ +4.1%
RASK			↑ +4.0%

- Revenue improvement YoY demonstrated across all route sectors, with ancillary products such as Economy X supporting growth
- Earnings performance impacted by costs associated with higher airport fees, fuel costs and catering service charges
- Corporate and leisure travel demand impacted in H2 by market uncertainty stemming from the federal election and declining consumer and business confidence
- New routes launched: Perth-Hobart and Perth-Gold Coast (seasonal)

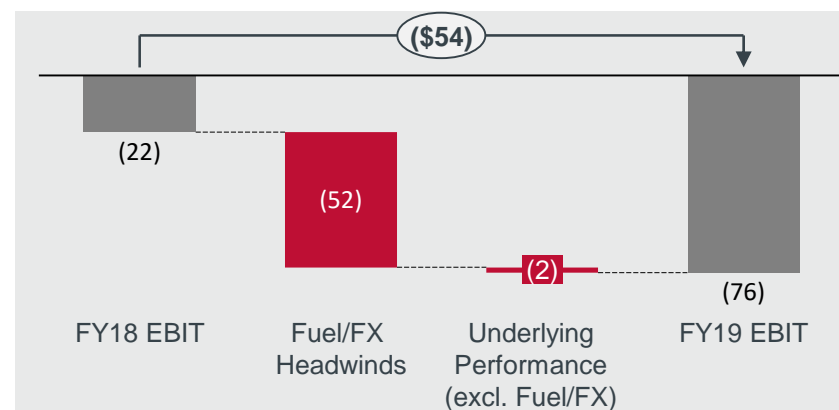


Virgin Australia International

Earnings performance impacted by adverse \$51.9m fuel/FX headwinds and costs associated with the investment in new route offerings

	FY19	FY18	CHANGE
Total Revenue (\$m)	1,304.8	1,120.3	↑ +184.5
EBITDA (\$m)	(58.3)	10.1	↓ (68.4)
EBIT (\$m)	(75.6)	(21.7)	↓ (53.9)
EBIT Margin	(5.8%)	(1.9%)	↓ (3.9)pts
ASK			↑ +13.7%
Yield			↑ +0.9%
RASK			↑ +2.5%

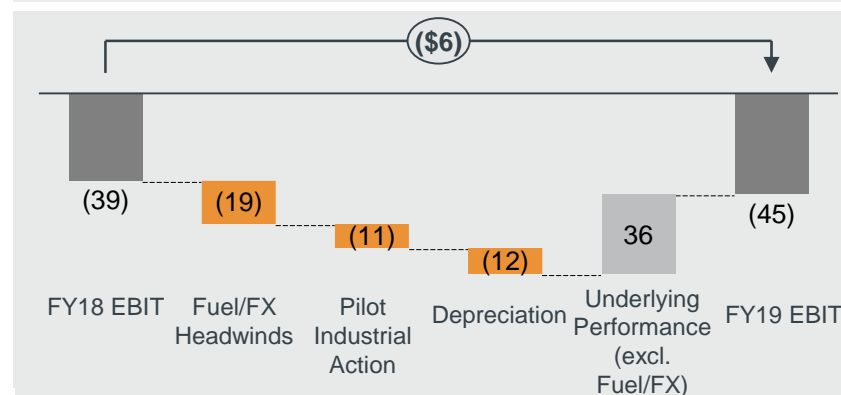
- Passenger and RASK growth on all routes despite start up phase for new routes
- Fuel/FX headwinds of \$51.9 million impacted earnings
- New routes in Trans-Tasman and Hong Kong showing positive customer take-up
- New routes launched: Sydney-Hong Kong, Melbourne - Queenstown, Sydney - Wellington, Auckland – Newcastle (seasonal) and Darwin – Denpasar (seasonal)



EBIT decline inclusive of \$19.3m in fuel/FX headwinds and \$11.6m in accelerated depreciation costs associated with the transition from an A320 to B737 fleet

	FY19	FY18	Change
Total Revenue (\$m)	563.4	570.6	↓ (7.2)
EBITDA (\$m)	(4.8)	(10.9)	↑ +6.1
EBIT (\$m)	(45.0)	(39.5)	↓ (5.5)
EBIT Margin	(8.0%)	(6.9%)	↓ (1.1)pts
ASK			↓ (1.7%)
Yield			↑ +2.7%
RASK			↑ +0.5%

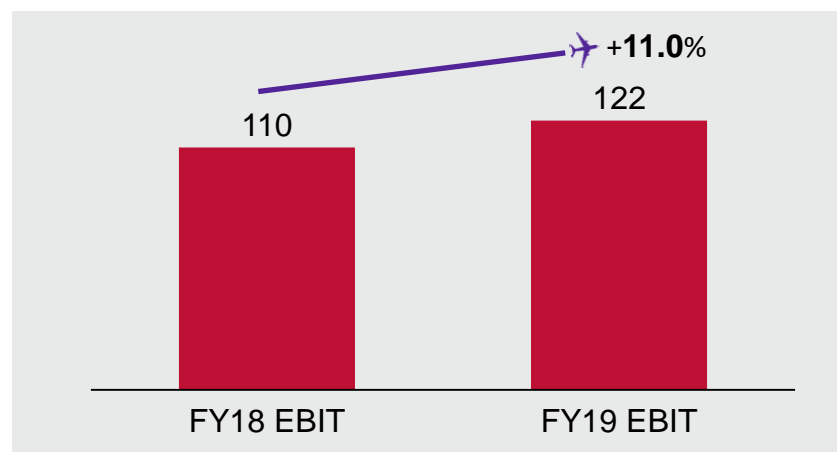
- Reduction in capacity and passenger numbers driving slower revenue growth - operational cost savings were captured which offset weaker revenue position
- Continuing fleet transition program resulted in further accelerated depreciation costs, impacting EBIT performance
- Tigerair managed capacity to address challenging market conditions, resulting in Yield improvement
- Sixth Boeing 737 aircraft scheduled to arrive in October



Significant increase in member base and strong billings performance driving revenue and EBIT growth

	FY19	FY18	CHANGE
Total Revenue (\$m)	411.0	372.0	↑ +39.0
EBITDA (\$m)	132.4	117.1	↑ +15.3
EBIT (\$m)	122.2	110.1	↑ +12.1
EBIT Margin	29.7%	29.6%	↑ +0.1pts
Members	9.8	9.1	↑ 7.7%

- Building digital capabilities to increase member engagement
- New home loan promotion launched in H1 demonstrated strong customer take-up, reflected in EBIT result
- Disciplined approach to cost management contributed to strong underlying earnings
- Continual focus on membership growth and engagement

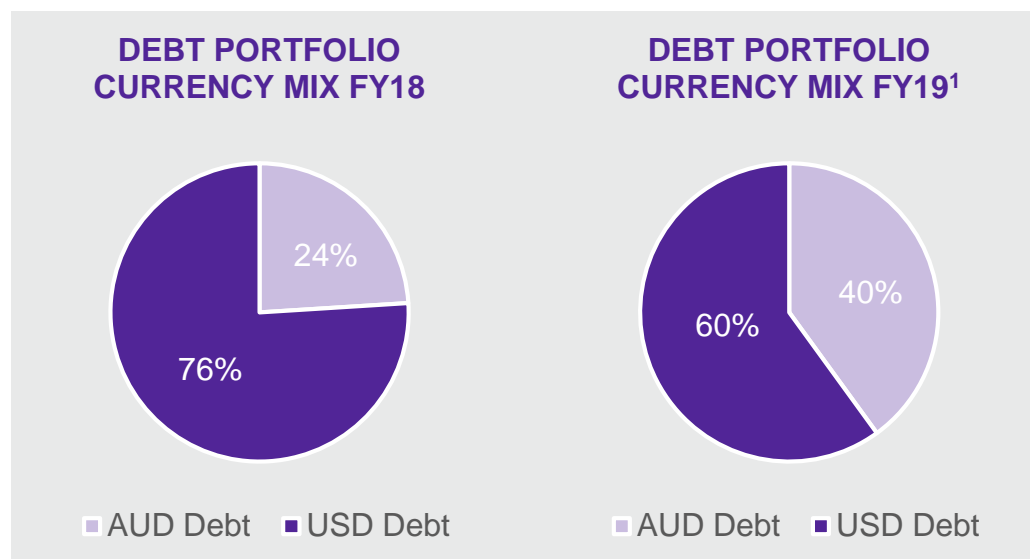


Hedging and Foreign Exchange

Hedging providing effective protection across FY20 and FY21 against higher fuel costs and lower AUD relative to the USD

Operating Exposure	Remaining FY20	FY21
Fuel (Brent)	>90%	43%
FX (AUD/USD)	85%	35%

- Operating costs hedged on a 2-year forward rolling program to provide protection against rising oil prices and/or falling exchange rates with participation in favourable movements
- In addition to derivative hedges, significant portion of cash reserves in USD to mitigate falls in the AUD relative to the USD against liabilities held in USD
- Continued to raise AUD funding to better match revenue currencies and reduce translation risk
- Debt currency mix will shift further towards AUD. AUD debt will be greater than 50% after repayment of US\$400m Nov 19 bond / conclusion of FY20
- Material improvement in debt portfolio currency mix during FY18 and FY19



Outlook and Market Conditions

Challenging trading conditions
continue into Q1





FY20 fuel and foreign exchange
headwinds of approximately
\$100 million when compared to
FY19 anticipated

The benefits of the business
improvement initiatives will begin
to be realised during FY20

The Group is focused on
continued disciplined capacity
and network management and
expects capacity to be further
reduced in H1 FY20

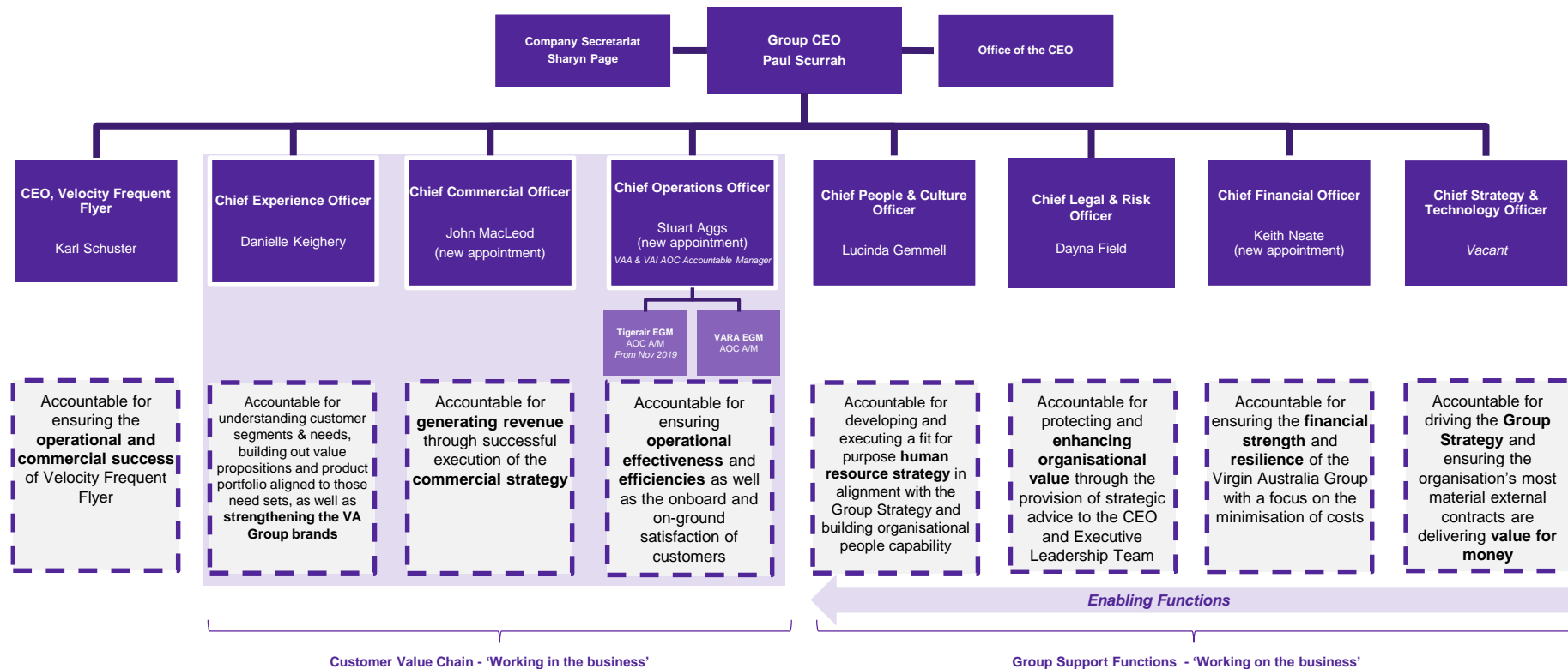
Business Improvement Measures

Immediate changes to help strengthen Group financial performance, following other initiatives including the restructuring of the Group's Boeing 737 MAX aircraft order and a capacity reduction of 1.5% in May/June 2019

- | | | | |
|---|-------------------------------------|--|---|
| 1 | Simplified organisational structure |  | Streamlining common functions to create greater opportunities, and identify efficiencies and duplication |
| 2 | Organisational rightsizing program |  | Corporate headcount to be reduced by 750 roles to generate \$75 million in costs savings |
| 3 | Fleet, capacity and network review |  | Review to improve operational efficiencies, and increase aircraft utilisation to meet market demand |
| 4 | Supplier Review |  | Supplier contracts to be reviewed, including aircraft leases, airports, maintenance and strategic supply agreements |

1 Simplified Organisational Structure

A streamlining of common functions and a new Executive Leadership Team to drive organisational change and Group-wide opportunities



2 Organisational Rightsizing Program

Corporate headcount to be reduced by 750 roles with an expected \$75 million in cost savings. Support programs for affected employees to provide assistance in transition

ORGANISATIONAL RIGHTSIZING

- Targeting 750 headcount reduction by end of 2020 financial year
- 30% reduction in the corporate and head office workforce
- Overall cost reduction target of \$75 million

TRANSITION SUPPORT PROGRAMS

- Outplacement services for team members leaving the Group
- Dedicated HR support for impacted individuals
- Online support and access to confidential counselling services to be offered
- Redeployment opportunities being made available, with applicable training for reskilling and inter-departmental change

3 Fleet, Capacity and Network Review

Review to focus fleet requirements and capacity allocation to meet market conditions, to improve revenue performance and management of costs

FLEET

- Fleet size being reviewed to meet current and forecast market demand conditions and targeting greater utilisation
- Continued focus on A320 exit from the fleet

CAPACITY

- Capacity to match strategic positioning and market conditions in key markets
- Capacity expected to be further reduced in H1 FY20

NETWORK

- Network to be re-optimised to align frequencies with demand to drive commercial outcomes and customer benefits
- Assessing potential market withdrawals on certain markets deemed uneconomic

4 Supplier Review

Supplier agreements to be reviewed, with the intention to optimise commercial relationships and enhance costs base and supply chain, with expected annualised cost savings of at least \$50 million

COMMERCIAL RELATIONSHIPS

- Renegotiations to be conducted on suboptimal contracts
- Targeting aircraft lessors, airports, maintenance and strategic supply agreements



COMMERCIAL IMPROVEMENTS

- Improved performance of supply chain
- Stronger portfolio of supplier relationships focused on supporting our operational requirements



COMMERCIAL OUTCOMES

- Targeting annualised cost savings of at least \$50m
- Cost base improvements to strengthen the Group's financial performance

Supplementary information



Detailed Profit and Loss Statement

Group Financial Summary (\$m)		FY19	FY18	Change
Revenue and income		5,827.1	5,417.3	409.8
Statutory (Loss) after tax		(315.4)	(653.3)	337.9
Add back: Income tax expense		20.1	451.9	(431.8)
Statutory (Loss) before tax		(295.3)	(201.4)	(93.9)
Add back:				
Gains on assets classified as held for sale or sold		1.1	3.4	(2.3)
1	Impairment losses on cash generating units and other assets	(152.6)	(168.6)	16.0
2	Onerous contract expenses	(47.4)	(58.5)	11.1
Business and capital restructure and transaction costs		(24.3)	(45.6)	21.3
Restructuring sub-total		(223.2)	(269.3)	46.1
Share of net profit of equity-accounted investee		0.0	(3.5)	3.5
Ineffectiveness on cash flow hedges		0.9	0.0	0.9
3	Underlying profit / (loss) before tax	(71.2)	64.4	(135.6)
1	FY19 includes impairment on VA International (\$47.6m) and Tigerair (\$105.0m) for FY19 and VA International (\$120.8m) in FY18			
2	Largely associated with exiting ATR and E190 aircraft leases			
3	UPBT result inclusive of \$158.8m in fuel/FX headwinds and soft market conditions			

Cashflow Summary

Cash Flow Statement (\$m)		FY19	FY18	Change
1	Cash generated from operating activities	641.3	733.7	(92.4)
	Transformation and net finance costs	(171.3)	(163.3)	(8.0)
	Net cash from operating activities	470.0	570.4	(100.4)
	Net cash used in investing activities	(511.8)	(568.7)	56.9
2	Net cash from / (used in) financing activities	330.1	(8.6)	338.7
	Net increase in cash and cash equivalents incl. impact of FX	324.5	19.4	305.1
	Cash and cash equivalents at 30 June	1,740.0	1,415.5	324.5

3	Free Cash Flow	53.9	73.1	(19.2)
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- 1 FY18 was a Group record. Notwithstanding \$158.8m fuel/FX headwinds in FY19, cash generated from operating activities declined \$92m
- 2 Reflects the execution of \$250m bond issuance and financing activities in advance of Nov-19 US\$400m s144A bond maturity
- 3 YOY decline of \$19.2m despite \$158.8m in fuel/FX headwinds and retains a moderated aircraft capital outlook following the MAX deferral

Balance Sheet Summary

	Balance Sheet and Liquidity (\$m)	FY19	FY18	Change
1	Cash and cash equivalents	1,740.0	1,415.5	324.5
	Other current assets	425.3	564.0	(138.7)
	Property, plant & equipment	3,202.1	3,031.0	171.1
	Other non-current assets	1,100.8	1,177.9	(77.1)
	Total assets	6,468.2	6,188.4	279.8
2	Current interest-bearing liabilities	771.9	295.1	(476.8)
	Non-current interest-bearing liabilities	2,256.9	2,273.0	16.1
	Interest-bearing liabilities	3,028.8	2,568.1	(460.7)
	Other liabilities	2,820.5	2,525.3	(295.2)
	Total liabilities	5,849.3	5,093.4	(755.9)
	Total equity	618.9	1,095.0	(476.1)
	Unrestricted cash balance	1,330.3	1,000.8	329.5

- 1 Increased as a result of refinancing activities undertaken during FY19
- 2 Reflects unsecured bonds issued, aeronautic finance facilities and impact of movement in USD has also contributed \$97.0m increase to interest bearing liabilities

Group Treasury and Funding

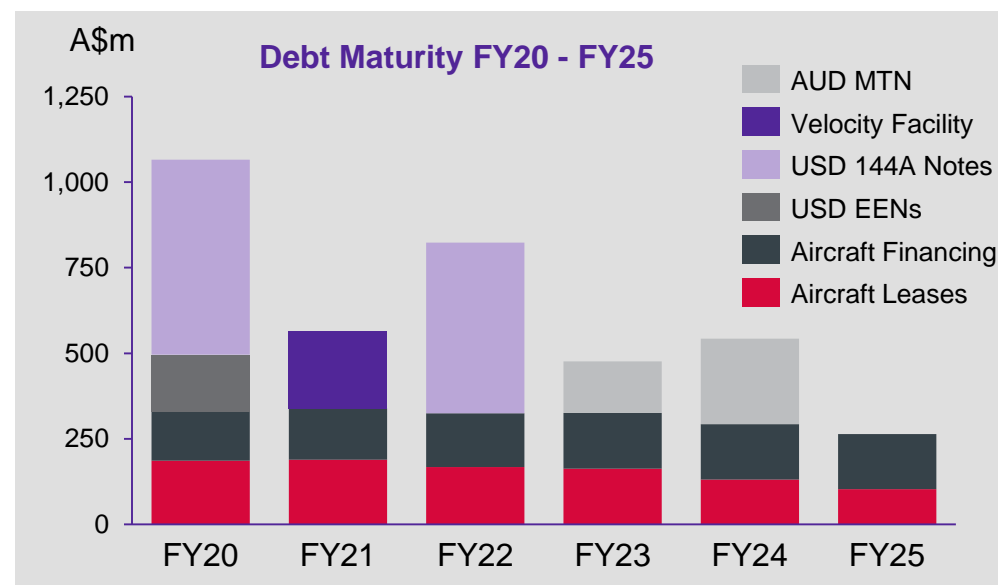
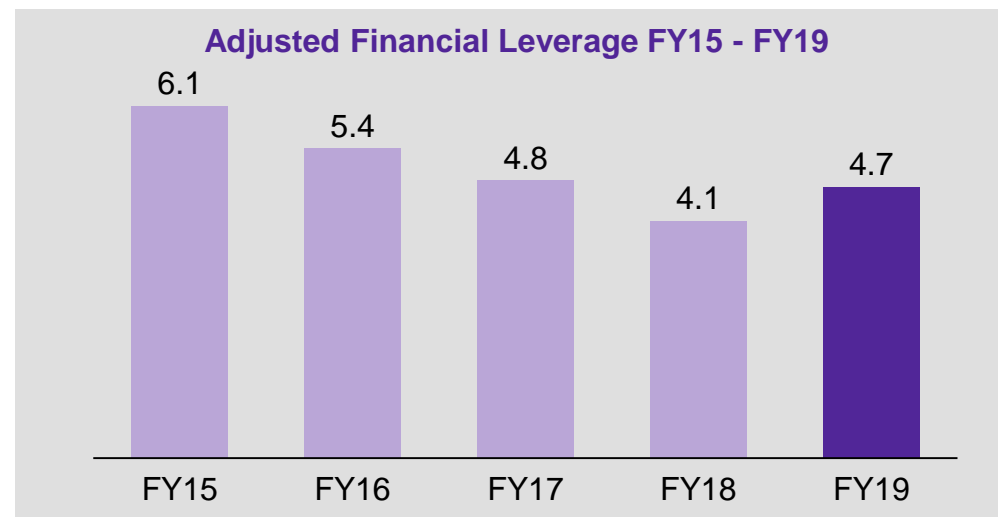
Capital Management

- Strategic review underway to bring leverage back to 4.0x in FY20
- Highest ever cash balance of \$1.7bn ahead of Nov-19 bond maturity

Funding Strategy

Diversified range of funding sources available to the organisation. Key transactions in FY19 include:

- Unsecured funding – \$250m bonds issued under AMTN Programme
- Secured funding – Refinancing of owned aircraft net \$446.5m
- Net undrawn facilities of \$296.2m



AASB 16 Adoption





PRESENTATION	ADOPTION	EXEMPTIONS
<p>H1 and FY 2020 will be presented in accordance with the new standard</p>	<p>Modified retrospective adoption - no restatement of prior period FY 2019</p>	<p>The Group will elect to apply the exemptions for short term leases, low value leases and other practical expediency as allowed by the standard & disclosed in Appendix 4E</p>
ASSETS	RETAINED EARNINGS	
<p>The Right of Use (ROU) assets will be adjusted retrospectively as allowed under a modified retrospective adoption</p>	<p>The Group expects a reduction in opening retained earnings as a result of the retrospective application of the ROU asset</p>	





AASB16 Key Aspects

From 1 July 2019, the Group will recognise on balance sheet all lease contracts, including aircraft, property, and contracts where the Group has the ROU of an identified asset, which were not previously recognised as leases

INCOME STATEMENT IMPACT

- EBIT – Lease interest now excluded and replaced with depreciation and interest expense 
- UPBT – Variable depending on stage in lease term 

CASH FLOW IMPACT




- Operating – principal repayment of lease reclassified now finance cashflow 
- Investing – no change 
- Financing – principal repayment of lease liability 
- Total Cash – No change 

BALANCE SHEET IMPACT

AASB16 recognises a right-of-use asset and lease liability at lease inception

- Even depreciation profile from ROU asset
- Interest cost reduces over the lease term as the lease liability reduces
- Foreign exchange revaluation of the lease liability with a depreciating AUD

BALANCE SHEET METRICS

- Right of use assets 
- Lease liabilities 
- Net assets 

Operating Fleet



Group operating fleet ¹	As at 30 June 2019	As at 30 June 2019		As at 30 June 2018	As at 30 June 2017
		Leased	Owned		
B737-700/800	80	37	43	82	77
E190	-	-	-	-	7
A330	6	6	-	6	6
B777	5	1	4	5	5
ATR72-500/600	8	8	-	8	13
Virgin Australia Airlines fleet	99	52	47	101	108
F100	14	-	14	14	14
A320 (Charter & Tigerair)	15	14	1	15	16
B737-800 (Tigerair)	5	1	4	3	3
Virgin Australia Group	133	67	66	133	141

Disclaimers, definitions and ASIC guidance



Disclaimer

The non-IFRS information has not been audited or reviewed by KPMG.

This presentation has not been audited or reviewed by KPMG; however, IFRS data has been derived from the unaudited annual consolidated financial statements that are in the process of being audited by KPMG.

Definitions

Underlying Profit/(Loss) Before Tax or UPBT¹: is a non-statutory measure that represents statutory profit/(loss) before tax excluding the impact of gains on disposal of assets, gains on assets classified as held for sale, impairment losses on cash-generating units, impairment losses on other assets, onerous contract expenses, Business and Capital Restructure and Transaction Costs (as defined below), share of net profit of equity-accounted investee and Ineffectiveness on Cash Flow Hedges (as defined below). This is a measure used by Management and Board of Virgin Australia Holdings Limited (VAH) to assess the financial performance of VAH

Business and Capital Restructure and Transaction Costs (or Transformation): is a non-statutory measure that includes business and capital restructure and transaction costs.

Ineffectiveness on Cash Flow Hedges: is a statutory measure that includes the following items outlined in Note 2 of the VAH Preliminary Final Report. for the year ended 30 June 2019: \$0.9m loss. For the year ended 30 June 2018: nil.

Underlying Earnings Before Interest, Tax, Depreciation, Amortisation and Aircraft Rentals or EBITDAR¹: is a non-statutory measure per Note 2 of the VAH Preliminary Final Report for the year ended 30 June 2019. It is used by Management and VAH's Board as a measure to assess the financial performance of VAH and its individual segments. It is defined as Underlying Profit Before Tax (as defined above) excluding the impact of depreciation, amortisation, aircraft rentals and net finance costs.

Underlying Earnings Before Interest, Tax, Depreciation and Amortisation or EBITDA¹: is a non-statutory measure per Note 2 of the VAH Preliminary Final Report for the year ended 30 June 2019. It is used by Management and VAH's Board as a measure to assess the financial performance of VAH and its individual segments. It is defined as Underlying Profit Before Tax (as defined above) excluding the impact of depreciation, amortisation and net finance costs.

Underlying Earnings Before Interest & Tax or EBIT¹: is a non-statutory measure per Note 2 of the VAH Preliminary Final Report for the year ended 30 June 2019. It is used by Management and VAH's Board as a measure to assess the financial performance of VAH and its individual segments. It is defined as Underlying Profit Before Tax (as defined above) excluding the impact of net finance costs.

Underlying Earnings Before Interest & Tax Margin or EBIT Margin¹: is a non-statutory measure derived from Underlying Earnings Before Interest & Tax (as defined above) divided by total segment revenue.

Underlying Earnings Before Interest, Tax, Depreciation and Amortisation Margin or EBITDA Margin¹: is a non-statutory measure derived from Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (as defined above) divided by total segment revenue.

Free Cash Flow: is a non-statutory measure derived from cash generated from operating activities less cash payments for business restructuring expenses less net cash from/(used) in investing activities less equity distributions paid to non-controlling interests.

RASK²: is a non-statutory measure derived from segment revenue divided by Available Seat Kilometres (defined below) of the regular passenger transport businesses.

Yield²: is a non-statutory measure derived from segment revenue divided by Revenue Passenger Kilometres (defined below) of the regular passenger transport business.

Load Factor: is a non-statutory measure of the capacity utilisation of the Group's regular passenger transport business derived from number of revenue generating guests carried divided by available seats.

ASK or Available Seat Kilometre: is a non-statutory measure derived from total number of seats available for passengers multiplied by the number of kilometres flown on Virgin Australia or Tigerair Australia operated flights.

28 | 1. The comparative has been restated to include Time Value Movement on Cash Flow Hedges within underlying earnings

2. The comparative has been restated to reflect the revised allocation of Virgin Australia Domestic revenue after excluding the effect of eliminations of intersegment revenue

Disclaimers, definitions and ASIC guidance



Definitions (continued)

RPK or Revenue Passenger Kilometre: is a non-statutory measure derived from number of paying passengers multiplied by the number of kilometres flown on Virgin Australia or Tigerair Australia operated flights.

Financial Leverage¹: is a non-statutory measure and is defined as the ratio of Adjusted Net Debt (as defined below) to EBITDAR (as defined above).

Adjusted Net Debt¹: is a non-statutory measure derived from Net Debt (as defined below) adding 7 times annual aircraft rentals.

Net Debt: is a non-statutory measure derived from interest-bearing liabilities less cash and cash equivalents.

Interest Cover¹: is a non-statutory measure derived from EBIT for a 12 month period divided by net finance costs for the same period.

Group Cost per Available Seat Kilometre or Group CASK: is a non-statutory measure and is defined as regular passenger transport costs associated with the Virgin Australia Domestic, Virgin Australia International and Tigerair Australia segments excluding fuel and foreign exchange divided by ASK (as defined above).

Forward Looking Statements

This document contains certain forward looking statements. Forward looking statements can generally be identified by the use of words such as 'project', 'foresee', 'plan', 'expect', 'aim', 'potential', 'goal', 'target', 'intend', 'anticipate', 'believe', 'estimate', 'may', 'could', 'should', 'will' or similar expressions. Indications of, and guidance on, future earnings and financial position and performance are also forward looking statements. Forward looking statements, opinions and estimates provided in this document involve a number of risks, assumptions and contingencies, many of which are beyond the Virgin Australia Group's control and which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. It is believed that the expectations reflected in these forward looking statements, opinions and estimates are reasonable, but there can be no assurance that actual outcomes will not differ materially from these statements. Such forward looking statements, opinions and estimates are provided as a general guide only, should not be relied on as an indication or guarantee of future performance and speak only as of the date of this announcement. You should not place undue reliance on forward looking statements.

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ASIC guidance

In December 2011, ASIC issued Regulatory Guide 230. In order to comply with this Guide, Virgin Australia Holdings Limited is required to make a clear statement about whether information disclosed in documents other than the Virgin Australia Holdings Limited Preliminary Final Report for the year ended 30 June 2019 has been audited or reviewed in accordance with Australian Auditing Standards.

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