

CEBU AIR INC.

Q2 and H1 2024

Investors Briefing




cebu pacific
Let's fly every Juan

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**CEB Carries 6M Passengers
Systemwide in Q2**

**The HIGHEST
in Its History**



Commercial Highlights

CEB Continues to Lead Domestic Market, Expands Non-Manila Hubs

4.6M domestic passengers carried in Q2, up 8% yoy

- ➔ Supported by aircraft upgrades plus increased flight frequencies on key Manila trunk routes such as Cebu, Davao, and General Santos
- ➔ 64 routes and over 2,400 weekly flights
- ➔ Domestic market leadership at **54%*** share in June

New domestic destinations from Cebu

- ➔ Direct flights from Cebu to San Vicente and Masbate to start in October

*Based on CEB internal estimates.



CEB Sees Strong Demand for Int'l Travel, Opens New Int'l Routes

1.4M passengers carried in Q2, up 16% yoy

➔ 31 routes and over 530 weekly flights

➔ Increased flight frequencies:

- Cebu - Incheon
- Clark - Hong Kong
- Manila - Hanoi, Da Nang

New direct flights from Manila, Cebu, and Iloilo

➔ July

- Manila – Don Mueang (Bangkok)

➔ August

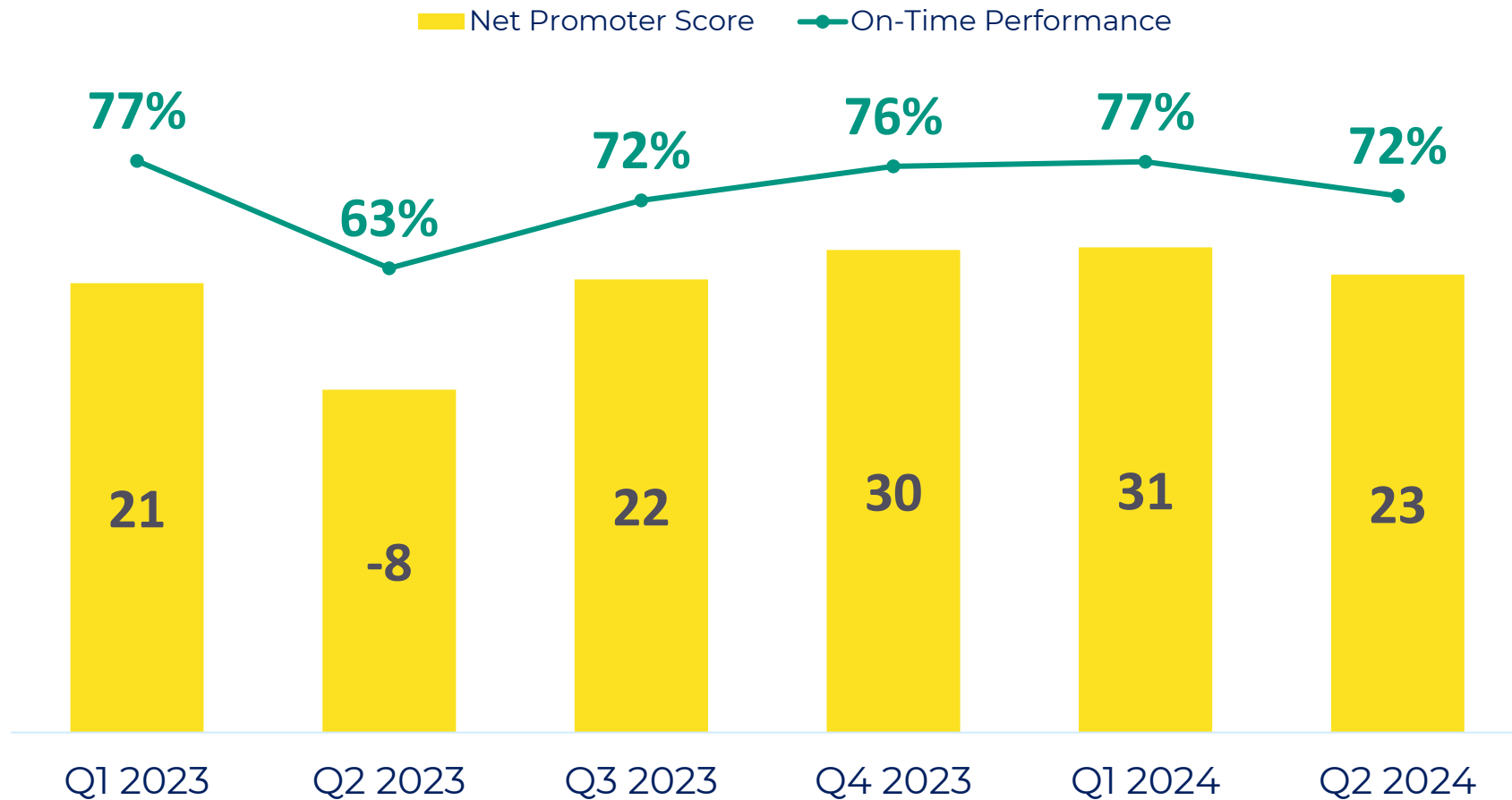
- Manila – Kaohsiung

➔ October

- Cebu – Don Mueang (Bangkok), Osaka
- Iloilo – Hong Kong



On-Time Performance Hits **72%** in Q2 2024, Net Promoter Score Rises to **+23** vs SPLY



*Net Promoter Score (NPS) =
% of Promoters - % of Detractors



CEB Installs Lightning Shelters at NAIA T3 in Partnership with MIAA



How does this Initiative Benefit Airport Staff and CEB Passengers?



Ground Staff

Provides temporary refuge for ground personnel during bad weather conditions.

Also provides them with quicker access to CEB's aircraft and operations facilities.



Passengers

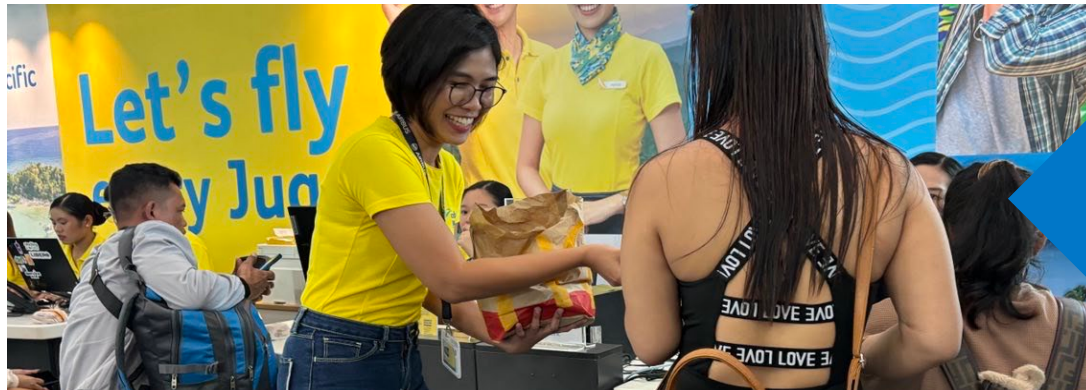
Speeds up recovery of delayed or cancelled flights after lightning alerts are cleared.

CEB Proactively Resolves Q2 Operational Challenges



Baggage Handling System Issues

Revived the **baggage tracking system**, provided consistent **updates and compensation** to passengers, and worked closely **with the airport operator** to restore the system



Typhoon, IT-Related Flight Delays & Cancellations

Deployed volunteers to **assist disrupted passengers** at the airport, implemented **customer-centric policies**, and offered **flexible options**



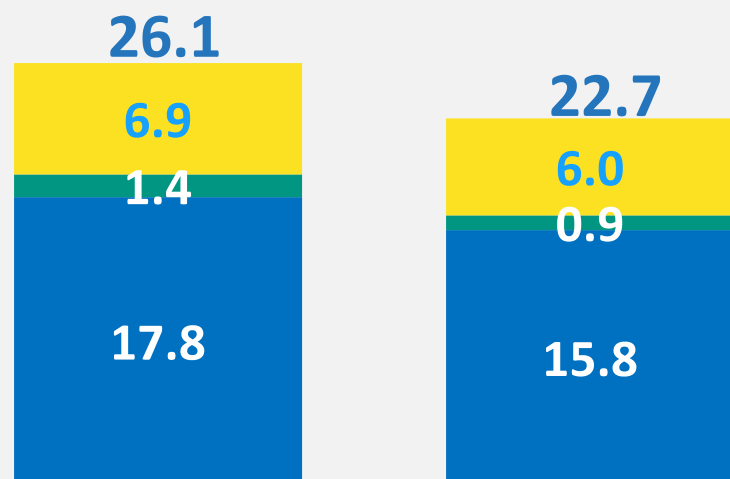


Financial Highlights Q2 2024

Q2 2024 Revenue ~~₱~~26.1B, Up 15% Year-on-Year

Passenger and ancillary made up 68% and 26% of total revenue, respectively.

In Billion PHP



Q2 2024

Q2 2023

Total

Passengers

Cargo

Ancillary

15%

13%

59%

16%



PAX

6.0M

10% vs LY



ANC
YIELD

₱1,044

-0.1% vs LY



SLF

86.5%

+0.1 pt vs LY



CARGO
KG

35.7M

39% vs LY



AVE
FARE

₱2,973

2% vs LY



CARGO
YIELD

₱38.7

14% vs LY

Q2 2024 EBIT at ₱2.8B, Up 12% Year-on-Year

In Billion PHP	Q2 2024	Q2 2023	Y-o-Y
REVENUES	26.1	22.7	15%
OPERATING EXPENSES:	23.3	20.2	16%
Fuel	8.3	7.2	16%
EBITDA	6.6	5.4	22%
Depreciation & Amort	3.8	2.9	30%
OPERATING INCOME	2.8	2.5	12%
Operating Margin	11%	11%	(0.2%)
Net Interest & Equity in JV	(1.4)	(0.9)	68%
PRE-TAX CORE INCOME	1.4	1.6	(17%)
Non-core gains (losses)	0.3	1.2	(73%)
Net tax (expense) benefit	(0.4)	(0.1)	(164%)
NET INCOME	1.3	2.7	(51%)
CASK	3.10	2.83	10%
CASK ex fuel	1.99	1.82	9%



ASK

7.5B

5% vs LY



JET FUEL

\$98/bbl

7% vs LY



FLIGHTS

38K

5% vs LY



USD AVE FX

₱57.8/\$

4% vs LY

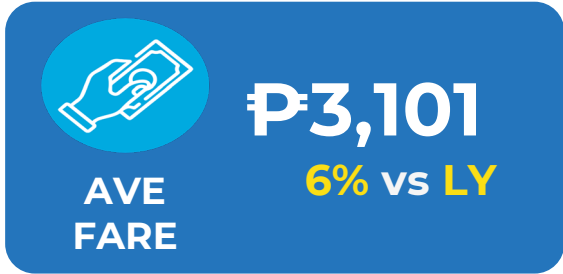
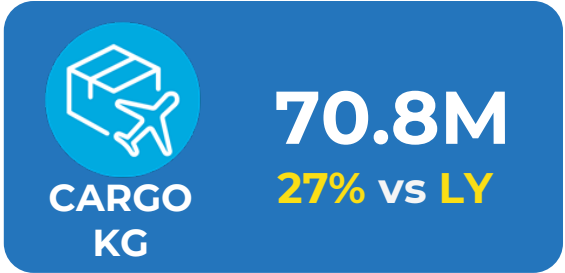
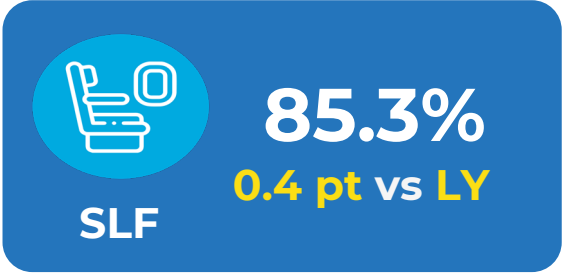
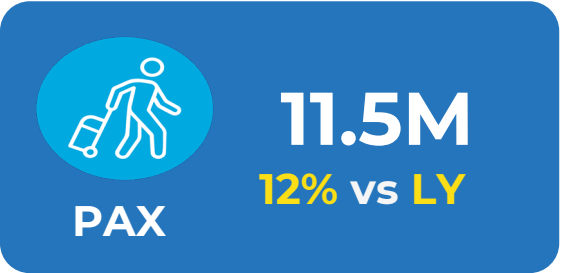
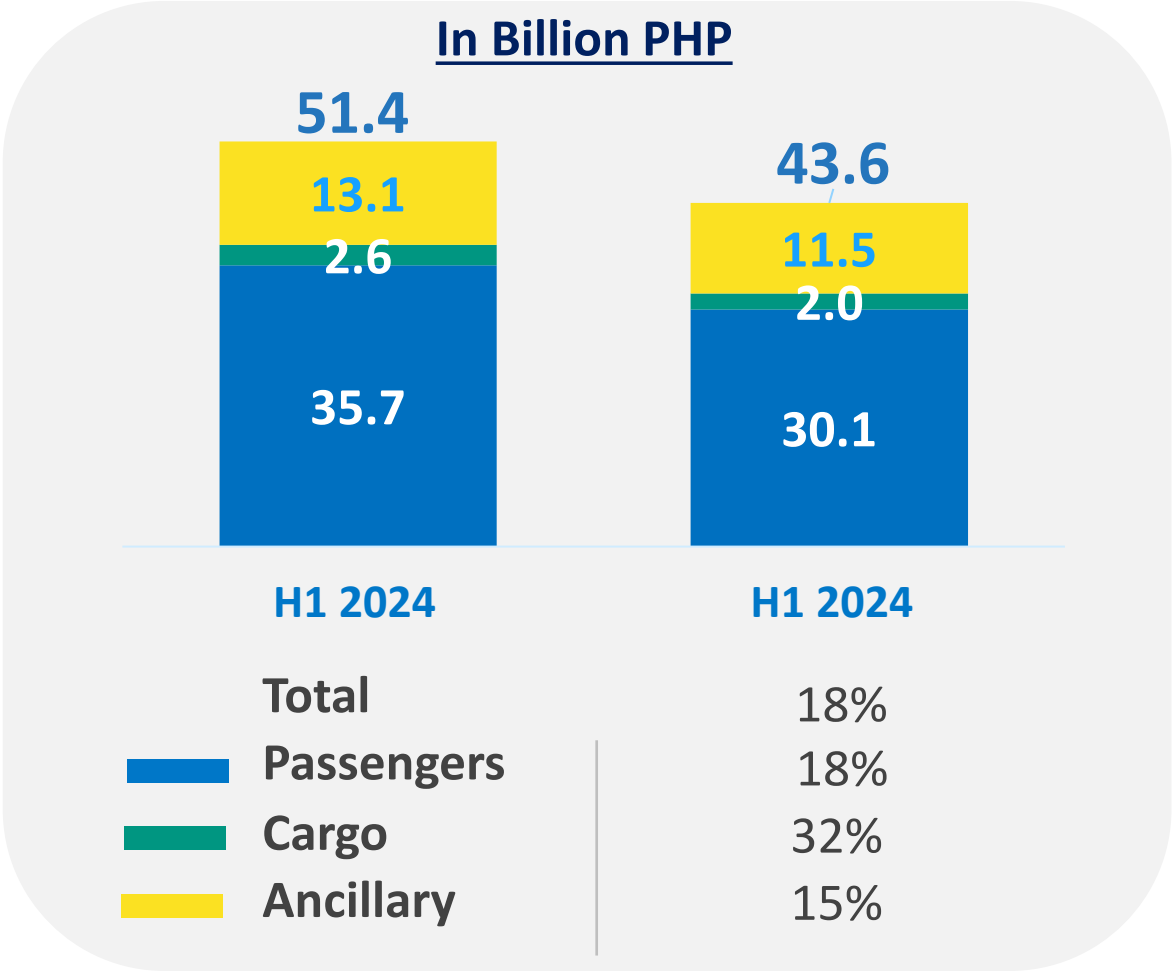
- Ex-fuel, cost drivers include:
- Crew and airport costs
 - Bigger fleet: with net addition of 10AC vs SPLY
 - Non-core gains: Gain on engine SLB, net of FX loss



Financial Highlights H1 2024

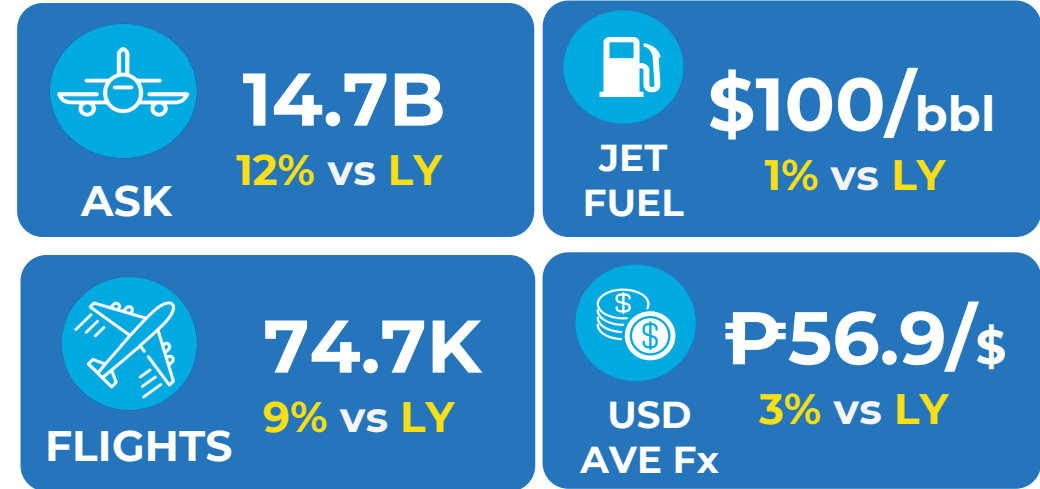
H1 2024 Revenue ~~₱51.4B~~, Up 18% Year-on-Year

Passenger and ancillary made up 69% and 26% of total revenue, respectively.



H1 2024 EBIT at ₱5.5B, Up 46% Year-on-Year

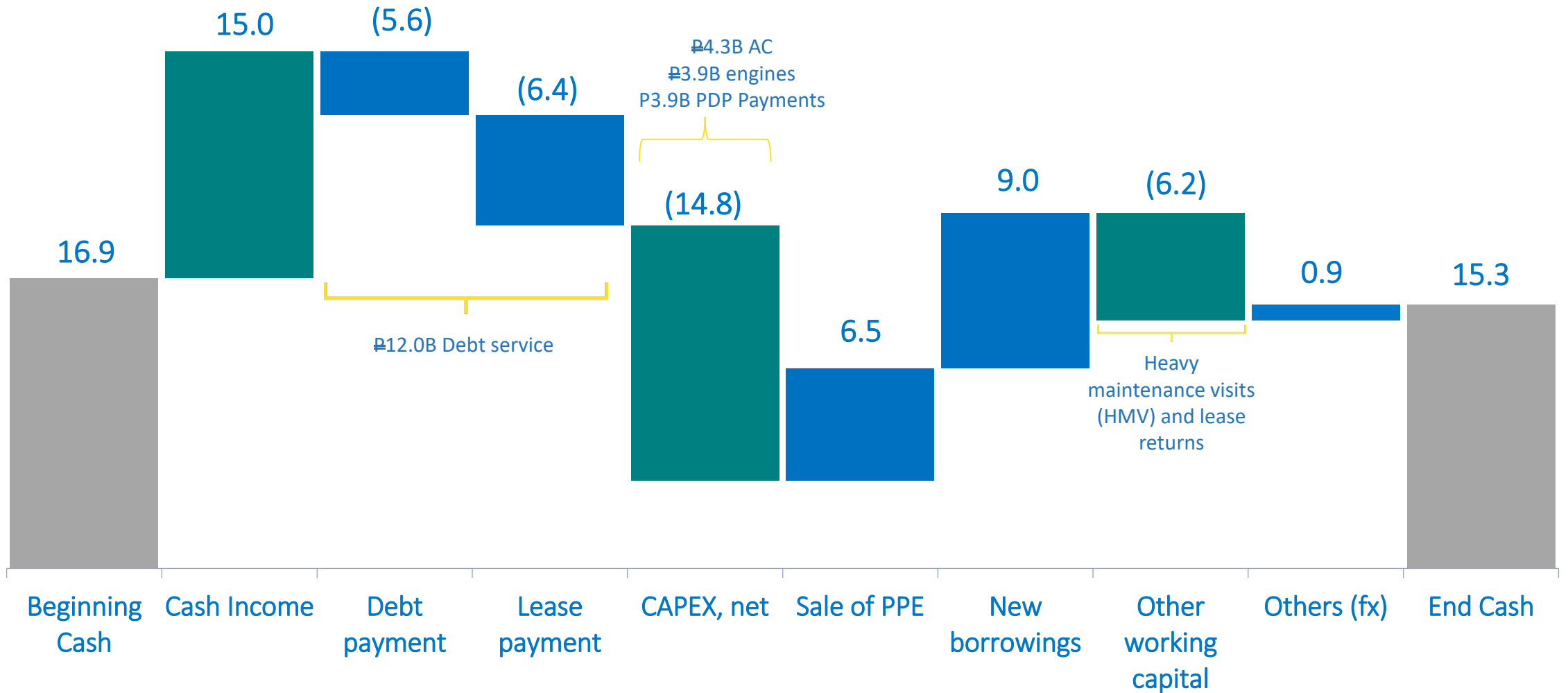
In Billion PHP	H1 2024	H1 2023	Y-o-Y
REVENUES	51.4	43.6	18%
OPERATING EXPENSES:	45.9	39.8	15%
Fuel	16.1	14.1	14%
EBITDA	13.3	9.6	39%
Depreciation & Amort	7.8	5.8	34%
OPERATING INCOME	5.5	3.8	46%
Operating Margin	10.7%	8.6%	2.1%
Net Interest & Equity in JV	(2.7)	(1.6)	66%
PRE-TAX CORE INCOME	2.8	2.2	31%
Non-core gains (losses)	0.8	1.0	(30%)
Net tax (expense) benefit	(0.04)	0.5	(109%)
NET INCOME	3.5	3.7	(5%)
CASK	3.11	3.03	3%
CASK ex fuel	2.02	1.96	3%



- Ex-fuel, cost drivers include:
- Crew and airport costs
 - Bigger fleet: with net addition of 10AC vs SPLY
 - Non-core gains: Gain on engine SLB, net of FX loss

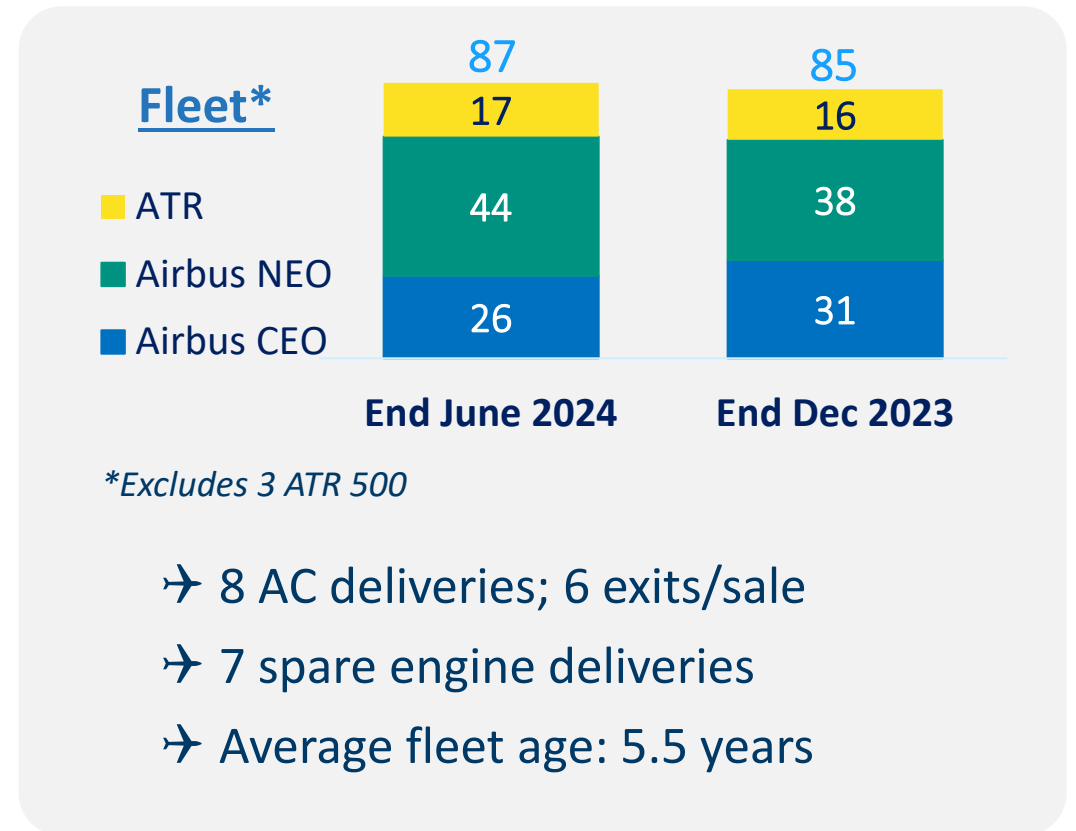
H1 2024 Cash Balance at ~~₱~~15.3B

In Billion PHP



H1 2024 Total Assets at **₱205.5B**, Fleet at **87 AC**

In Billion PHP	Jun-24	Dec-23
TOTAL ASSETS	205.5	187.2
Cash and cash equivalents	15.3	16.9
Other current assets	14.0	11.4
Aircraft and related assets	162.8	146.1
Other noncurrent assets	13.4	12.8
TOTAL LIABILITIES	197.2	182.4
Unearned transport revenue	16.3	13.8
Short and Long-Term Debt	43.5	38.7
Lease Liability	94.6	82.6
Convertible Bonds	14.3	13.4
Others	28.5	33.9
TOTAL EQUITY	8.3	4.8
Capital Stock and APIC	21.7	21.6
Retained Earnings (Deficit)	(12.7)	(16.3)
Others	(0.7)	(0.5)



0.5x
Current
Ratio

4.5x
Net Debt
to EBITDA

16.5x
Net Debt
to Equity

CEB Pursues Equity Restructuring via Quasi Reorganization

- ➔ In a disclosure to the PSE dated July 17, 2024, CEB announced its intention to pursue equity restructuring by eliminating its deficit in the 2023 audited financial statements, amounting to ₱16.3B, against the Additional Paid-in Capital (“APIC”) of ₱20.7B.
- ➔ This equity restructuring is intended to zero out CEB's retained deficit as of end 2023 through a counterpart application of APIC.

In Million PHP	Before	QR	After
Capital Stock	947	-	947
Additional Paid-in Capital (APIC)	20,763	(16,269)	4,494
Retained Earnings (Deficit)	(12,721)	16,269	3,548
Others	(687)	-	(687)
TOTAL EQUITY	8,302	-	8,302

- ➔ This was approved by the SEC on August 2, 2024



Business Outlook

Fuel Price Steady Amid Geopolitics, Stronger Peso With Bets on Rate Cuts



Jet Fuel \$/bbl

Q1 2024	Q2 2024	Q3 2024	Q4 2024
102.4	98.53	91.31	91.52



USD:PHP Average Exchange Rate

Q1 2024	Q2 2024	Q3 2024	Q4 2024
56.0	57.8	58.1	58.1

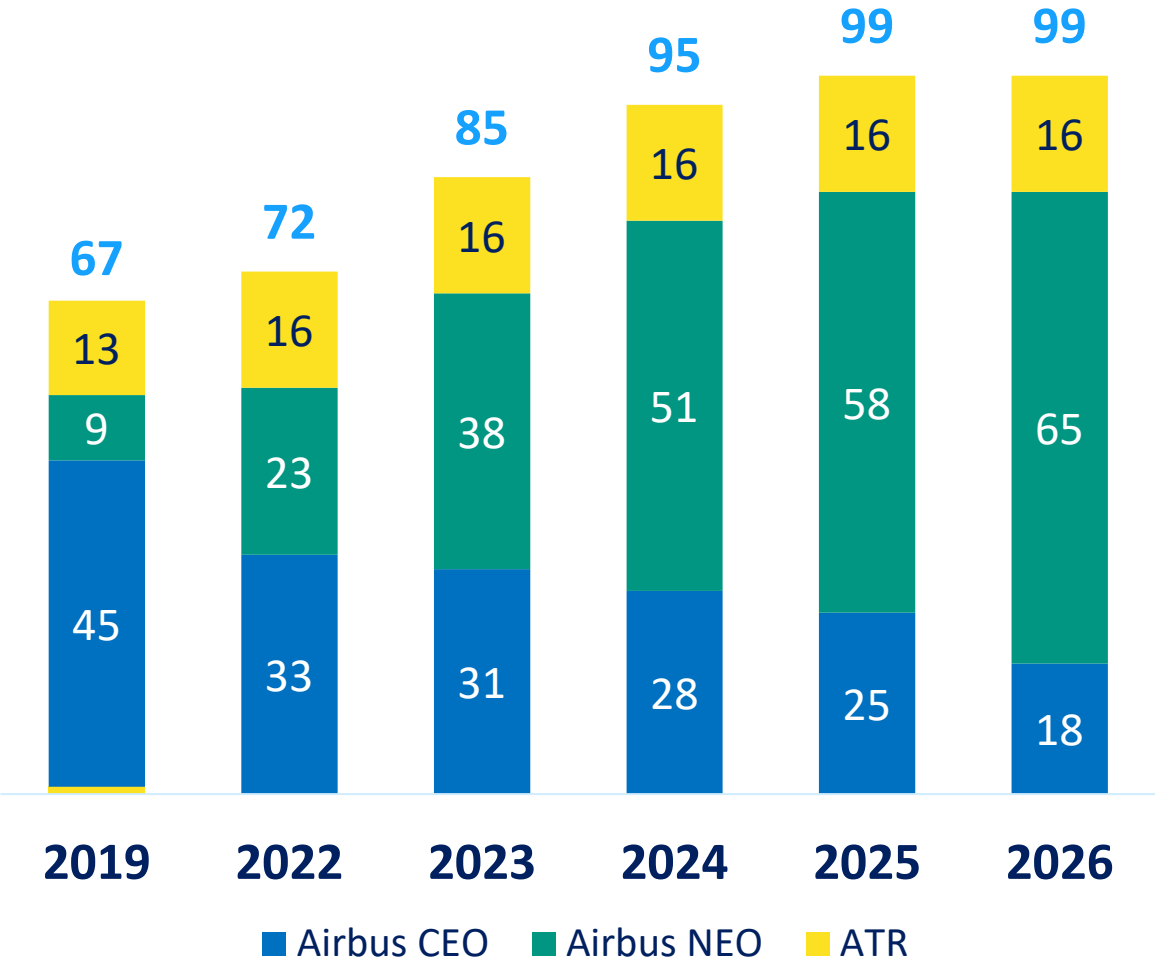


USD Interest Rates

Q1 2024	Q2 2024	Q3 2024	Q4 2024
5.32%	5.33%	5.10%	4.83%

Sources: (1) World fuel prices and BBG forwards as of 08/07/2024 for Jet Kero” (2) “USD/PHP and Interest Rate forecasts based on BBG forecast function as of 08/07/2024 (3) USD 3M Interest Rates

Fleet Plan to Fuel Airline Growth, Support Sustainable Initiatives



- 2024: 15% yoy seat growth with net +10 AC
 - 10-15 AC on ground (AOG)
- 2025: Over 20% seat growth with net +4 AC
 - Less AOGs, higher utilization

AC Type	Seats per AC		CEB Fleet 2024**		CEB Fleet 2026**	
	CEO	NEO	CEO	NEO	CEO	NEO
A320	180	194	21	22	14	28
A321	230	236	7	19	4	21
A330	436	459	-	10	-	16

*Fleet data excludes 3 ATR 500 under Other Assets

**Based on Fleet plan projections.

CEB Makes Philippine Aviation History

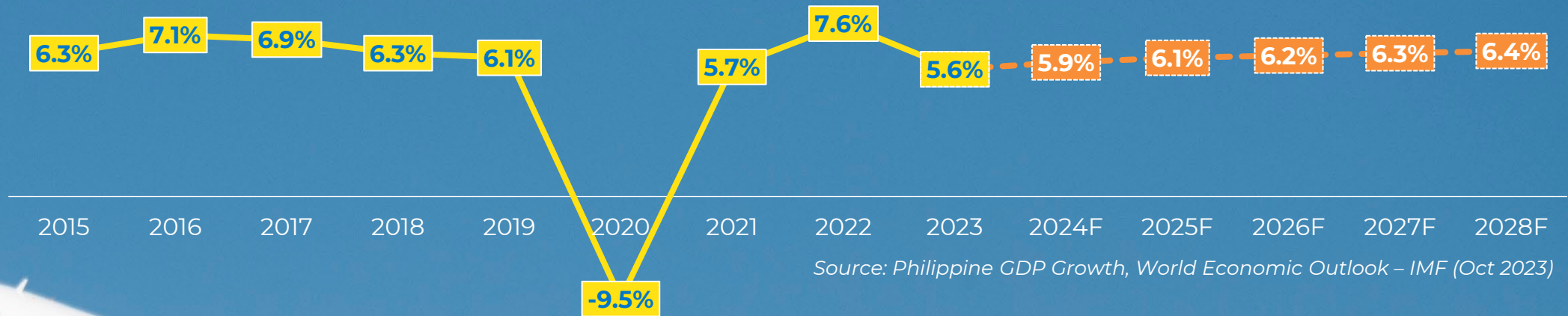


MOU with Airbus for **Up To 152** Aircraft Valued at \$24 Billion

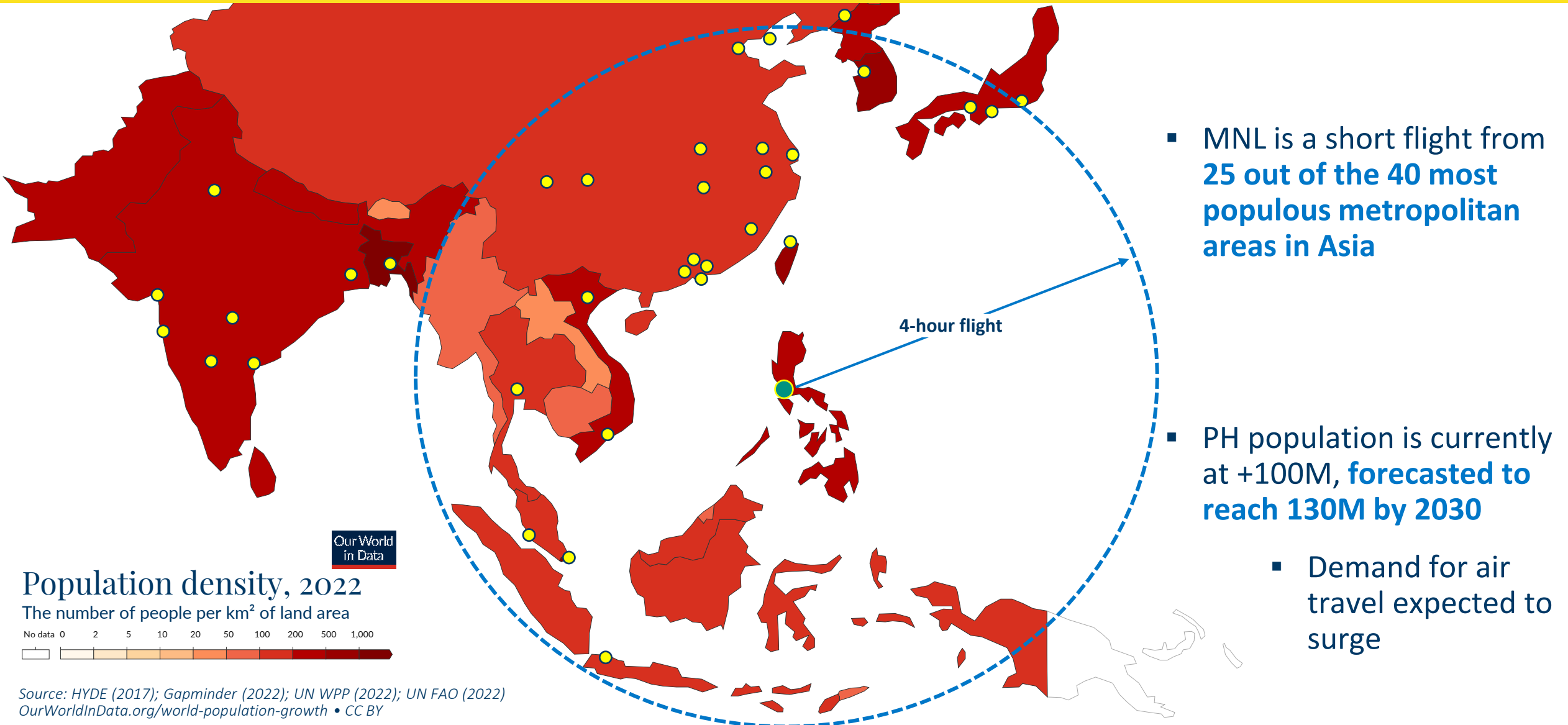
Pratt & Whitney engines will power the future aircraft

Payment to be covered by CEB's **operating cash flows**,
to be backed by **PDP financing facilities**

Philippine Economy Expected to Grow Between 6% and 6.5% until 2028



Strategic Location of PH to Allow CEB to Service over 2B People



New NAIA and Bulacan Airports – Game Changers to Capacity Constraints

Ninoy Aquino International Airport under New NAIA Infrastructure Corp.

**Satellite view of the NAIA Complex*



New Manila International Airport Project (in Bulacan)

**Artist rendering of the New Manila International Airport Passenger Terminal*





Closing Remarks



Q&A Guidelines

1

Chat

To communicate with the host if there are any issues or concerns on your end



3

Lower Hand

To advise that you have no further questions/issues



2

Raise Hand

To indicate that you have a question

Please state your full name and company before asking your question.
Please make sure that you have unmuted your line before speaking.



4

Q&A

If your microphone or “raise hand” function is not working, you may type your questions in this function

