



# Hawaiian Holdings 2022 Outlook

December 13, 2021



# Forward-looking statements

This press release contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect the Company’s current views with respect to certain current and future events and financial performance. Words such as “expects,” “anticipates,” “projects,” “intends,” “plans,” “believes,” “estimates,” variations of such words, and similar expressions are also intended to identify such forward-looking statements. Such forward-looking statements include, without limitation, the Company’s expectations regarding the return of its operations and international network to pre-pandemic capacity; the Company’s outlook for the full year 2022; the Company’s expectations related to its capital expenditures for the full year 2022; and statements as to other matters that do not relate strictly to historical facts or statements of assumptions underlying any of the foregoing. These forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and assumptions relating to the Company’s operations and business environment, all of which may cause the Company’s actual results to be materially different from any future results, expressed or implied, in these forward-looking statements. These risks and uncertainties include, without limitation, the Company’s ability to accurately forecast quarterly and annual results; the continuing and developing effects of the spread of COVID-19 on the Company’s business operations and financial condition; whether the Company’s cost-cutting plans related to the COVID-19 pandemic will be effective or sufficient; the duration of government-mandated and other restrictions on travel; the full effect that the quarantines, restrictions on travel and other measures to limit the spread of COVID-19 will have on demand for air travel in the markets in which the Company operates; fluctuations and the extent of declining demand for air transportation in the markets in which the Company operates; the Company’s dependence on the tourism industry; the Company’s ability to generate sufficient cash and manage its available cash; economic volatility; macroeconomic developments; political developments; the price and availability of aircraft fuel; labor negotiations; regulatory determinations and related developments; competitive pressures, including the impact of industry capacity between North America and Hawai’i and interisland; changes in the Company’s future capital needs; and foreign currency exchange rate fluctuations.

The risks, uncertainties and assumptions referred to above that could cause the Company’s results to differ materially from the results expressed or implied by such forward-looking statements also include the risks, uncertainties and assumptions discussed from time to time in the Company’s other public filings and public announcements, including the Company’s Annual Report on Form 10-K and the Company’s Quarterly Reports on Form 10-Q, as well as other documents that may be filed by the Company from time to time with the Securities and Exchange Commission. All forward-looking statements included in this document are based on information available to the Company on the date hereof. The Company does not undertake to publicly update or revise any forward-looking statements to reflect events or circumstances that may arise after the date hereof even if experience or future changes make it clear that any projected results expressed or implied herein will not be realized.

# Peter Ingram

President and  
Chief Executive Officer

# We've come a long way on our pathway to recovery

## 2015 – 2019

- Healthy industry environment
- Consistent profitability
- Fleet renewal

## 2020

- Depths of the pandemic
- Strict Hawai'i quarantine
- Minimal operations

## 2021

- Hawai'i quarantine relief
- Strong domestic recovery
- International recovery lags

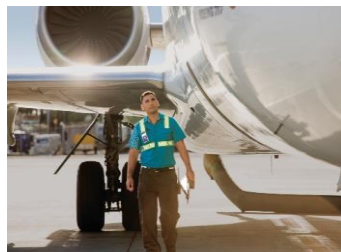
# Themes for 2022

Restoring international service and returning our operations to full scale

Enhancing commercial flexibility and operational efficiency through foundational technology

Succeeding in a disrupted competitive environment

Preparing for the 787



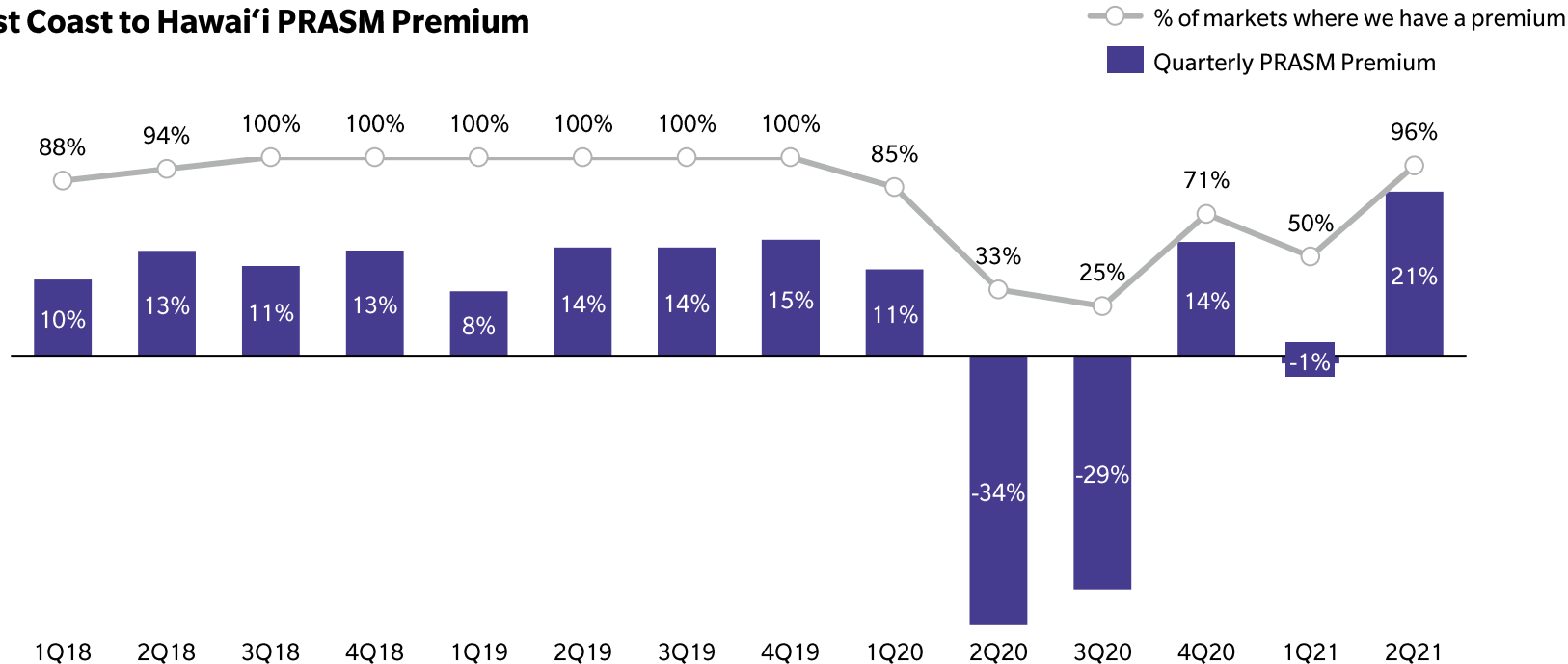
# Brent Overbeek

Senior Vice President,  
Revenue Management and  
Network Planning



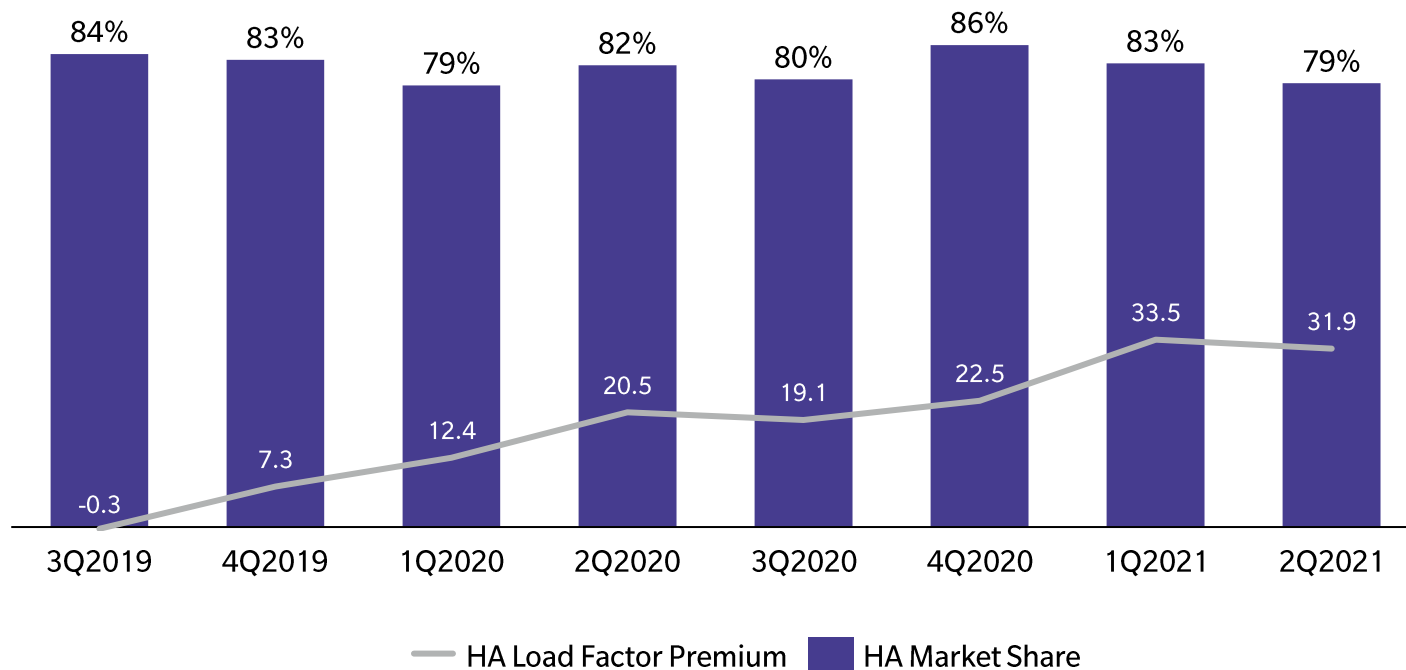
# We earn a strong revenue premium on the West Coast

## US West Coast to Hawai'i PRASM Premium



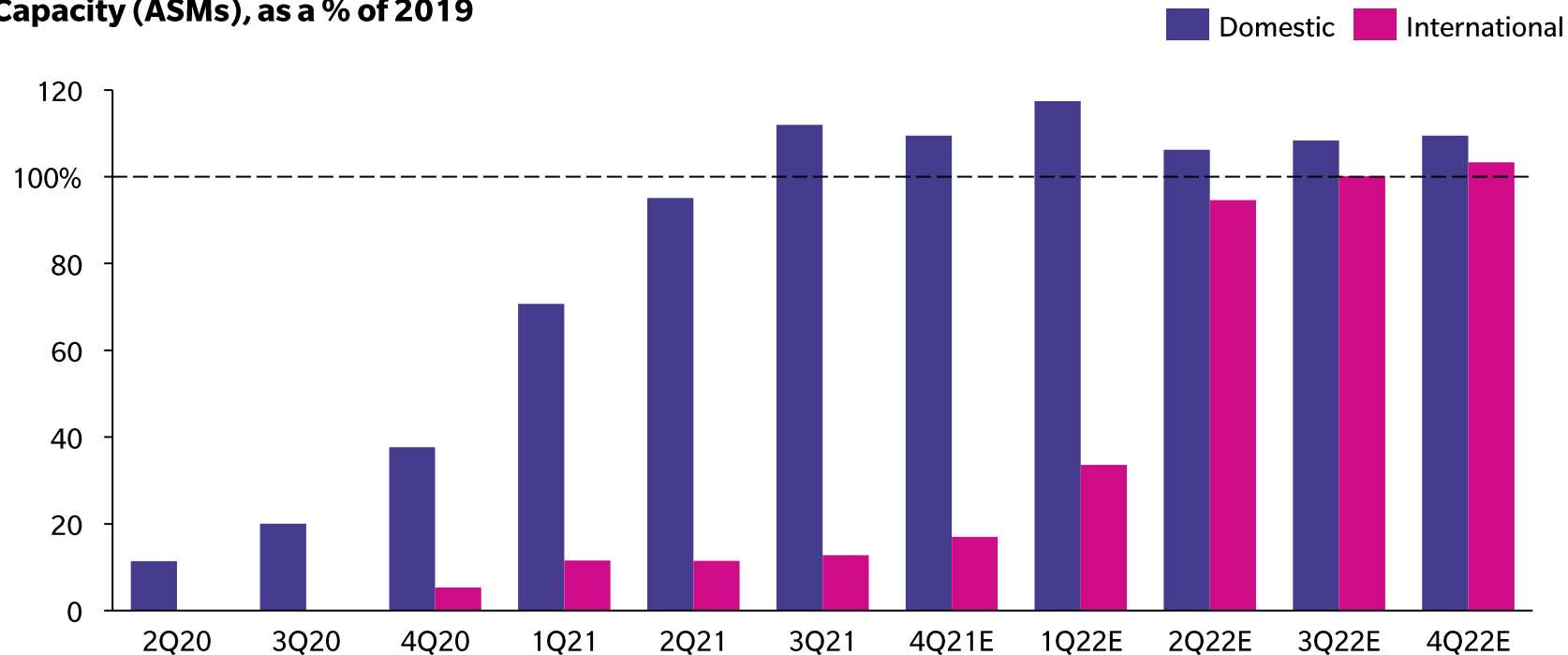


# We are well positioned in the Neighbor Islands



# We expect 2022 capacity to be flat to up 4.0% with international service returning in the summer

Capacity (ASMs), as a % of 2019



# Commercial initiatives are expected to drive incremental benefits of \$30-50M at steady state, ~30% accruing in 2022

## Modernized technology provides foundation for new and enhanced travel products

- Greater monetization of products
- Building on extremely successful product base
- Extra Comfort product exceeded \$100M annually

## Launch of a new Revenue Management System to begin optimizing revenue capabilities

- New RMS launch in 1Q22
- Improved forecasting capabilities
- Strategic and efficient use of team's talent

## Launch of a new distribution strategy provides flexibility

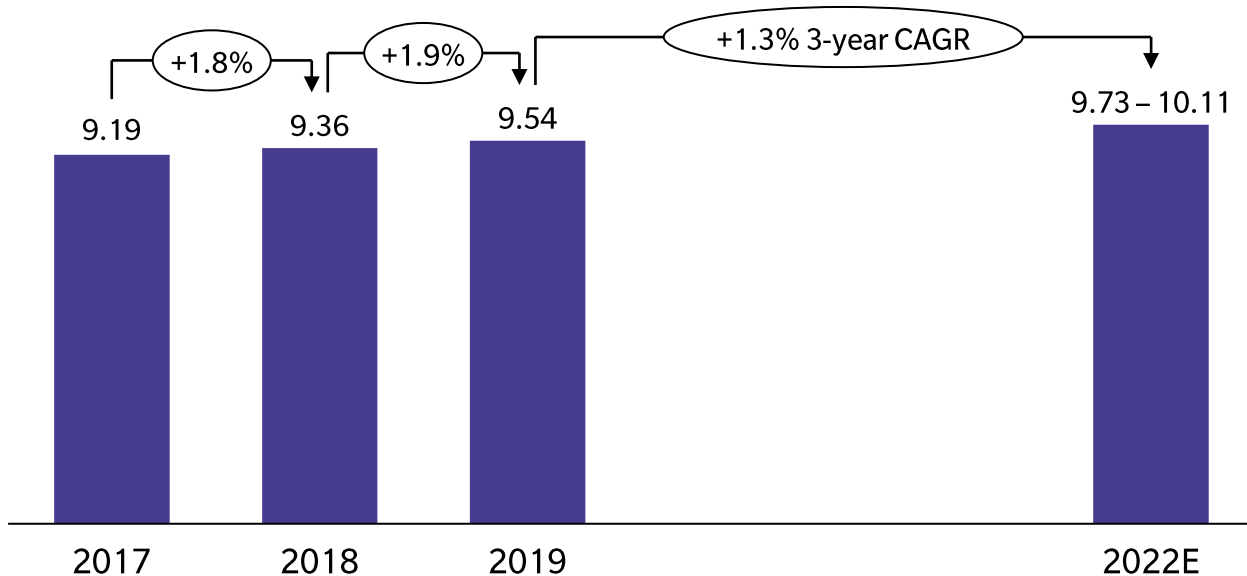
- Controls distribution costs over the long term
- Enhances ability to sell ancillaries in third-party channels

# Shannon Okinaka

Executive Vice President,  
Chief Financial Officer

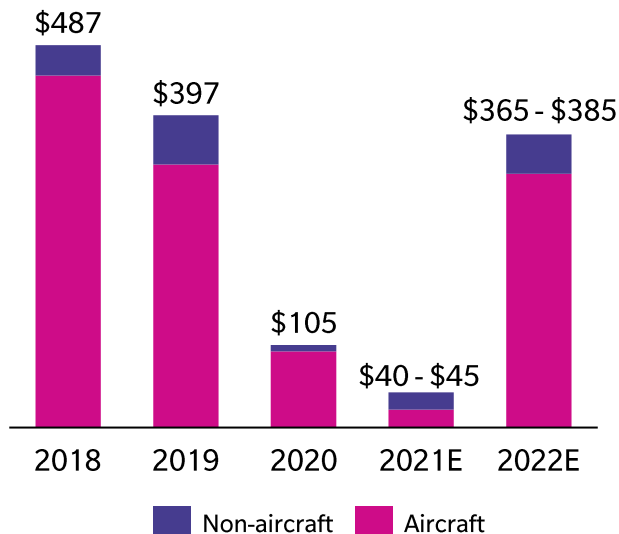
# We've made structural cost changes to keep our unit cost growth inline with historical levels

## CASM-ex fuel, non-recurring items (cents)



# Our capital investments and fleet plan provide us commercial flexibility and operational efficiency

## Expected Capital Expenditures (\$M)



| Fleet Plan             | 2022E | 2023E | 2024E | 2025E | 2026E | 2027E |
|------------------------|-------|-------|-------|-------|-------|-------|
| 787 deliveries         | 2     | -     | 3     | 3     | 2     | -     |
| A330 lease expirations | -     | -     | 4     | 2     | -     | 3     |



Questions?





# Appendix

## APPENDIX

# Full Year 2022 Outlook

| Metric   | Full Year 2022 Guidance         |
|--|---------------------------------|
| Capacity (ASMs)                                      | Flat to up 4%                   |
| Costs per ASM excluding fuel and non-recurring items | Up 2% to 6%                     |
| Gallons of Jet Fuel Consumed                         | Up 0.5% to down 3.5%            |
| Fuel Price per Gallon                                | \$2.09                          |
| Capital Expenditures                                 | Between \$365 and \$385 million |

## APPENDIX

# Non-GAAP Reconciliations: CASM-ex fuel

| In thousands, except CASM data                                      |    | Estimated full year ending December 31, 2022 |   |    |            |
|---|----|--|---|----|------------|
| GAAP Operating Expenses   | \$ | 2,548,776                                    | - | \$ | 2,733,258  |
| Less: aircraft fuel, including taxes and delivery                   |    | (544,552)                                    | - |    | (567,124)  |
| Less: non-recurring items   |    | --   |   |    | --         |
| Operating expenses, excluding aircraft fuel and non-recurring items | \$ | 2,004,224                                    | - | \$ | 2,166,134  |
| Available Seat Miles  |    | 20,596,711                                   | - |    | 21,420,579 |
| CASM – GAAP   |    | 12.37¢                                       | - |    | 12.76¢     |
| Less: aircraft fuel, including taxes and delivery                   |    | (2.64)                                       | - |    | (2.65)     |
| Less: non-recurring items   |    | --   |   |    | --         |
| CASM excluding aircraft fuel and non-recurring items                |    | 9.73¢  | - |    | 10.11¢     |

# APPENDIX

## Non-GAAP Reconciliations: CASM-ex fuel

| In thousands, except CASM data  | Estimated full year ending December 31, |             |             |
|---|---|-------------|-------------|
|   | 2019                                    | 2018        | 2017        |
| GAAP operating expenses   | \$2,504,751                             | \$2,523,043 | \$2,211,107 |
| Less: aircraft fuel, including taxes and delivery   | (542,573)                               | (599,544)   | (440,383)   |
| Less: contract terminations expense   | --                                      | (35,322)    | --          |
| Less: loss (gain) on sale of aircraft   | 1,948                                   | (309)       | --          |
| Less: special items   |   |             |             |
| Loss on sale of aircraft  | --                                      | --          | (4,771)     |
| Collective bargaining charge  | --                                      | --          | (18,679)    |
| Adjusted operating expenses – excluding aircraft fuel, loss on sale of aircraft, contract terminations expense, and special items | \$1,964,126                             | \$1,887,868 | \$1,747,274 |
| Available Seat Miles  | 20,596,711                              | 20,171,911  | 19,006,682  |
| CASM – GAAP   | 12.16¢                                  | 12.51¢      | 11.63¢      |
| Less: aircraft fuel, including taxes and delivery   | (2.62)                                  | (2.97)      | (2.32)      |
| Less: contract terminations expense   | --                                      | (0.18)      | --          |
| Less: loss (gain) on sale of aircraft   | 0.00                                    | (0.00)      | --          |
| Less: special items   |   |             |             |
| Loss on sale of aircraft  | --                                      | --          | (0.02)      |
| Collective bargaining charge  | --                                      | --          | (0.10)      |
| CASM – excluding aircraft fuel, loss on sale of aircraft, contract terminations expense, and special items                        | 9.54¢                                   | 9.36¢       | 9.19¢       |