FINNAIR

Good comparable operating result considering the negative impact of industrial action

30 October 2025

Turkka Kuusisto, Finnair

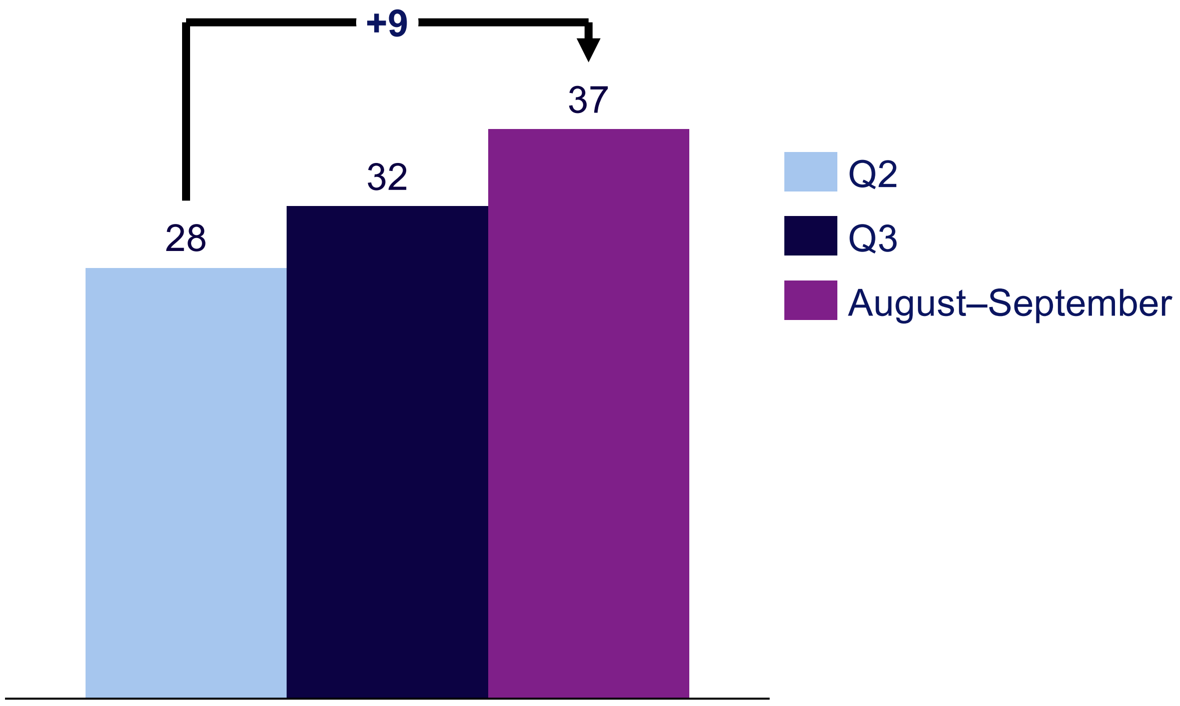
Back to normal, reliable flying – result still burdened by industrial action

- Revenue increased by 2.0% to 834.9 million euros
- Comparable operating result was 50.7 million euros (71.5)
  - Direct impact of industrial action around -18 million euros
  - Impact of increase in landing and navigation prices around -10 million euros
  - Impact of increase in costs related to environmental regulation around -10 million euros
- Flight regularity returned to a high level, reaching 98.9% following the end of industrial action
- Asian traffic saw strong growth

Collective labour agreements reached in line with the general labour market framework, customer satisfaction on the rise

- The collective agreements signed secure our cost-competitiveness and enable investments into the future
- Customer satisfaction clearly improved immediately after the end of industrial action – Net Promoter Score rose to 37 in August–September
- We invest heavily in the development of the employee experience and in continuous dialogue with the employee unions

Net Promoter Score development



Strong demand growth in Asia – unit revenue and passenger load factor declined in North Atlantic traffic

North Atlantic

	Total	Change %
ASK (million)	1,416.2	26.9
Revenue (M€)	84.0	-1.7
RASK (€c)	5.93	-22.6
PLF	76.0%	-9.7pp

Europe

	Total	Change %
ASK (million)	4,813.7	2.2
Revenue (M€)	395.5	2.8
RASK (€c)	8.22	0.6
PLF	77.7%	0.4pp

Domestic

	Total	Change %
ASK (million)	264.2	-4.0
Revenue (M€)	29.9	-0.2
RASK (€c)	11.31	4.0
PLF	64.4%	-2.2pp

Total traffic

	Total	Change %
ASK (million)	10,473.7	2.7
Revenue (M€)	834.9	2.0
RASK (€c)	7.97	-0.7
PLF	79.8%	0.2pp

Middle East

	Total	Change %
ASK (million)	222.0	-68.0
Revenue (M€)	12.8	-72.3
RASK (€c)	5.75	-13.4
PLF	80.5%	9.8pp

Asia

	Total	Change %
ASK (million)	3,757.5	10.6
Revenue (M€)	289.4	11.3
RASK (€c)	7.70	0.6
PLF	84.9%	1.5pp

ASK = available seat kilometres
RASK = unit revenue per ASK
PLF = passenger load factor

Revenue increased, but result and operating cash flow declined

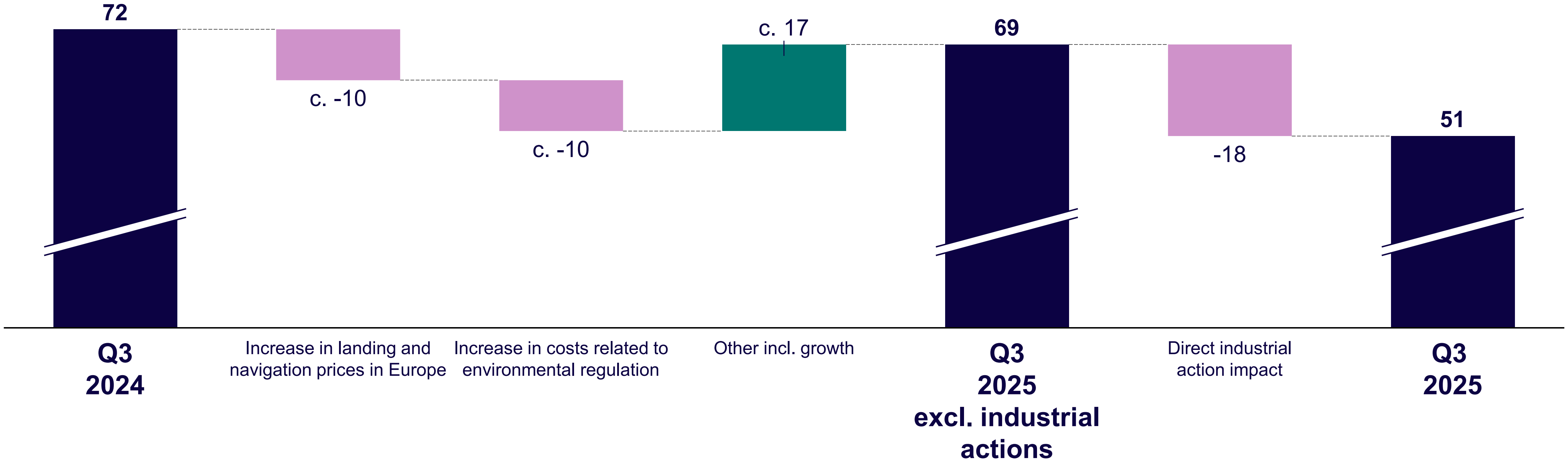
Income statement, M€	Q3 2025	Q3 2024
Revenue	835	818
Other operating income	24	31
Operating expenses excl. depreciation	-721	-696
Depreciation	-87	-82
Comparable operating result	**51**	**72**
EBIT margin	*6.1%*	*8.7%*
Operating result	**52**	**77**
Financial income and expenses	-13	-5
Income taxes	-9	-14
Result for the period	**31**	**57**

- Comparable operating result decreased mainly due to costs caused by industrial action as well as higher landing and navigation prices and costs related to environmental regulation
- Earnings per share were 0.15 euros (0.28)
- Net cash flow from operating activities was 64.0 million euros (98.9)

Comparable figures where applicable

Industrial action and cost increases weighed on the comparable operating result also during this quarter

Comparable operating result, M€

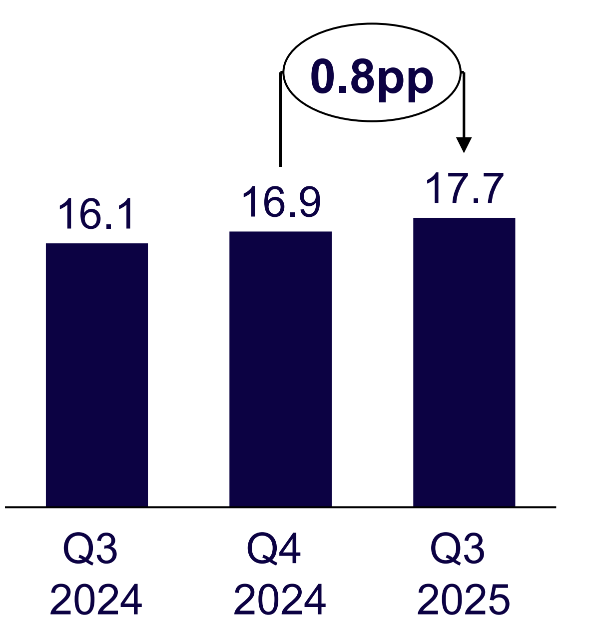


Both equity ratio and gearing improved

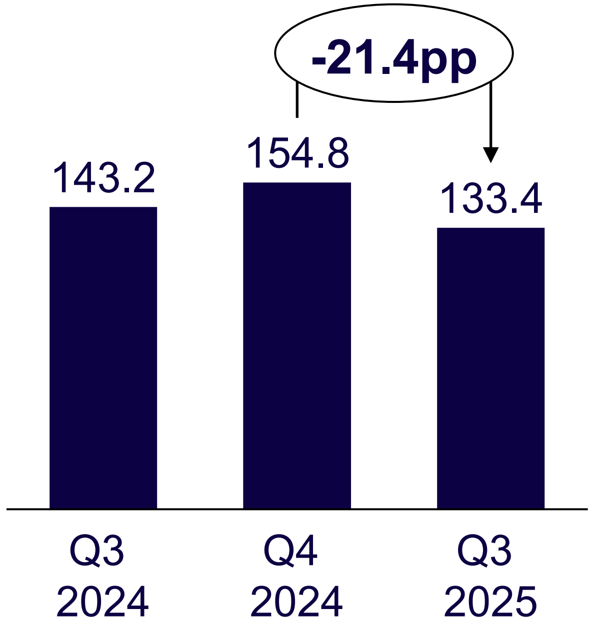
- Equity ratio improved thanks to lower liabilities
- Also gearing declined, thanks to lower interest-bearing net debt

The second instalment of the return of capital, 0.05 euros per share, will be paid on 7 November 2025

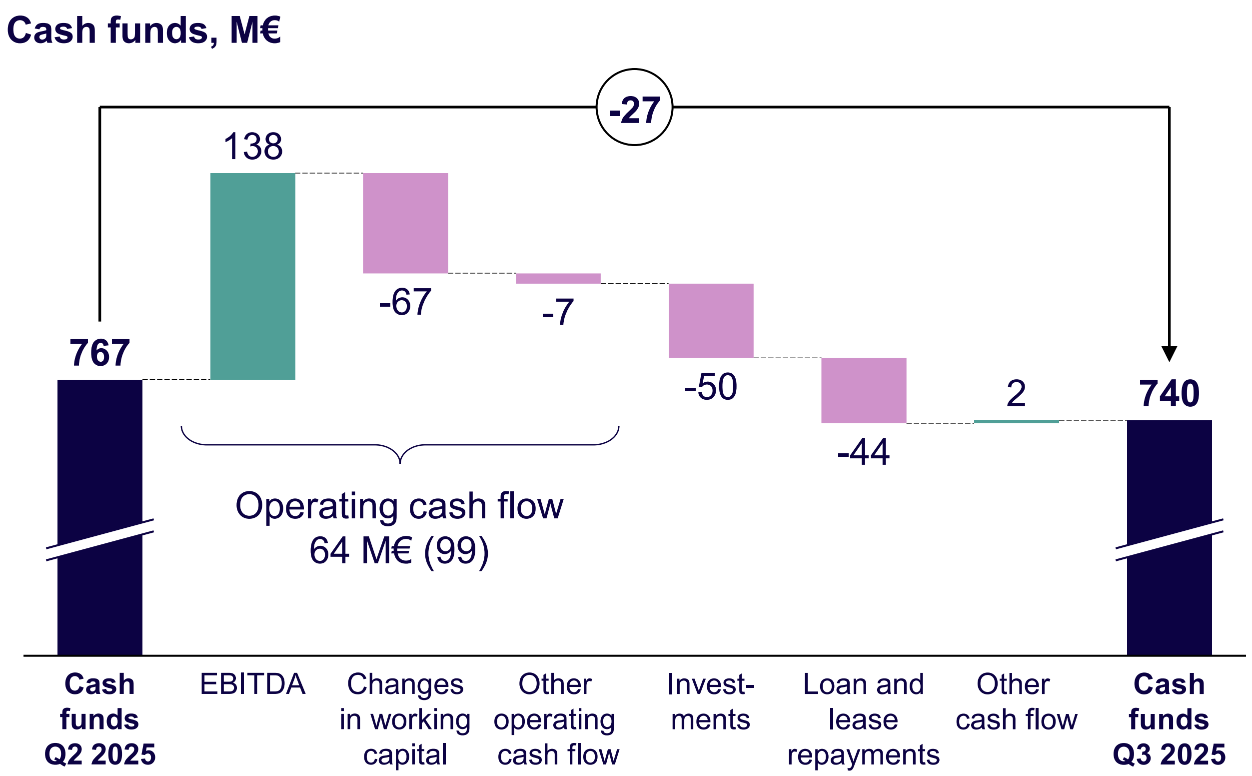
Equity ratio %



Gearing %



Cash funds remained at a healthy level



- Operating cash flow decreased year-on-year, primarily due to a decrease in unflown ticket liability and a lower EBITDA
- Investments included the lease buyout of one A321 aircraft
- Loan and lease repayments made according to plan

Comparable figures where applicable

We continue optimising our network and product

- We will launch routes to Catania, Florence, Valencia and the island of Kos for the summer 2026 season
- We are the world’s first airline to introduce ancillary combos built on modern retailing capabilities
- We launched the Finnair for Business SAF service
- We are contributing to the Finnish collaboration project to pilot an ecosystem and value chain for synthetic fuel production
- For the fourth consecutive year, we received the Five Star Global Official Airline Rating from the Airline Passenger Experience Association (APEX)

Outlook and guidance specified

Global air traffic is expected to continue growing in 2025. However, international conflicts, global political instability and the threat of trade wars cause uncertainty in the operating environment. In particular, the risk levels related to tariffs between different countries and their direct and indirect impacts are elevated. The direct cost impact of known tariffs is estimated to be limited, but it is too early to estimate the magnitude of potential indirect effects. During the year, Finnair's profitability is burdened particularly by additional costs caused by the sustainable aviation fuel distribution obligation introduced in the EU, as well as rising navigation and landing charges.

Finnair plans to increase its total capacity, measured by ASKs, by c. 2% in 2025. The capacity estimate includes the agreed wet leases. Finnair estimates its revenue to be approximately 3.1 billion euros and its comparable operating result to be within the range of 30–60 million euros in 2025 (previously 30–130 million euros). The upper end of the comparable operating result guidance range has been lowered, because reaching the previous upper end is considered unlikely. The new guidance is in line with the previous guidance, based on which the comparable operating result was estimated to be closer to the lower end of the previously given range. Lowering the upper end of the comparable operating result range as well as capacity and revenue guidance is mainly due to the continued weak demand and yield development in North Atlantic traffic, the indirect effects of industrial action on demand in broader terms, unplanned aircraft repair and maintenance needs, and fuel price developments.

The estimates above regarding capacity, revenue and comparable operating result include the impacts of the industrial action that took place in 2025. In January–September, the direct impact of industrial action was approximately -96 million euros on revenue and approximately -68 million euros on comparable operating result. The industrial action had a direct negative impact of approximately 5% on the total capacity in 2025, measured by ASKs.

Finnair will update its outlook and guidance in connection with the financial statements release for 2025.

Finnair Capital Markets Update

13 November 2025
at 1:00 p.m. EET

finnairgroup.events.inderes.com/2025-cmu

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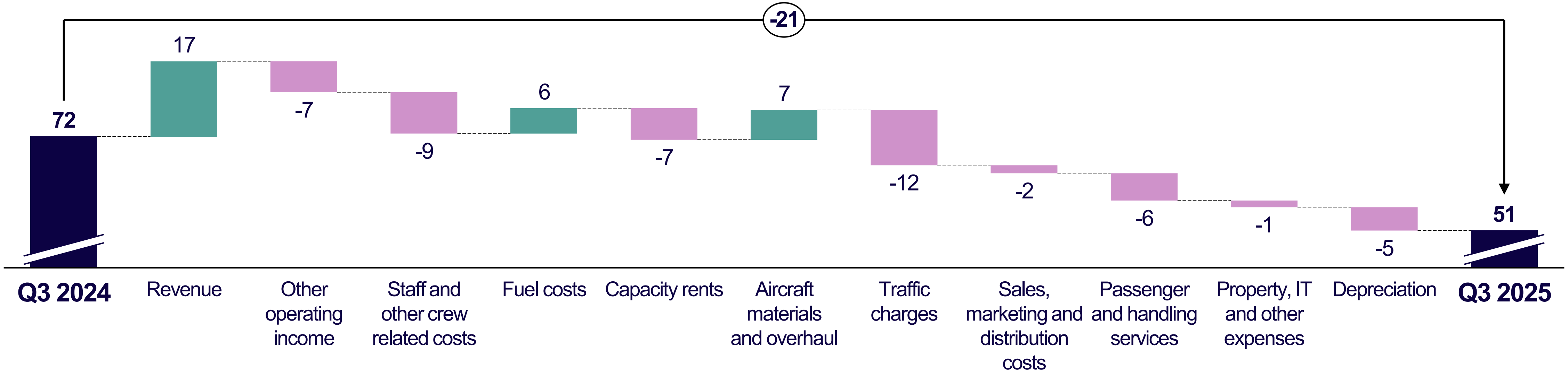
Appendices

Comparable operating result declined due to industrial action and higher costs

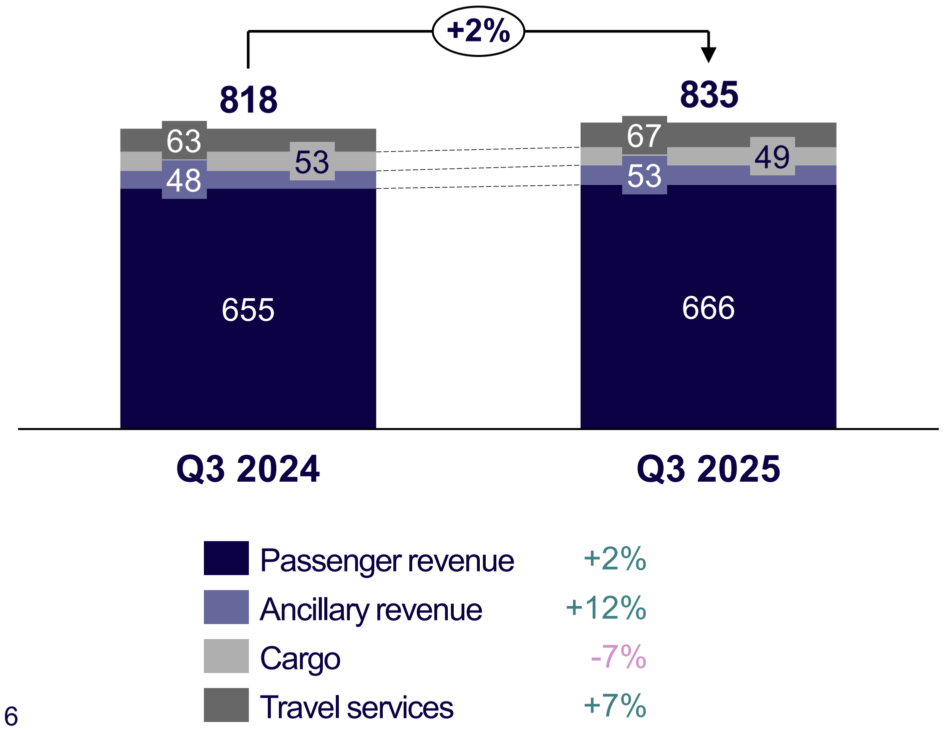
Comparable operating result, M€

- **Operating expenses 808.0M€**
- Capacity +2.7%
- Revenue +2.0%
- Operating expenses +3.9%
- Operating expenses excluding fuel +6.7%



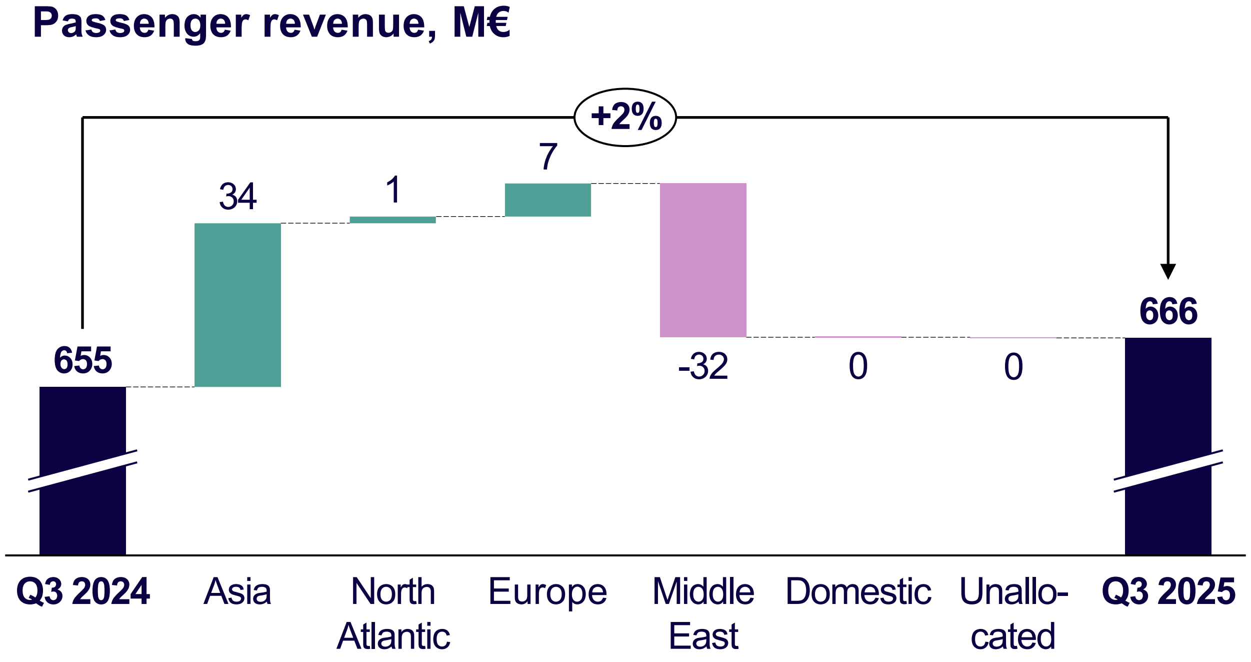
Revenue increased across products, except for cargo

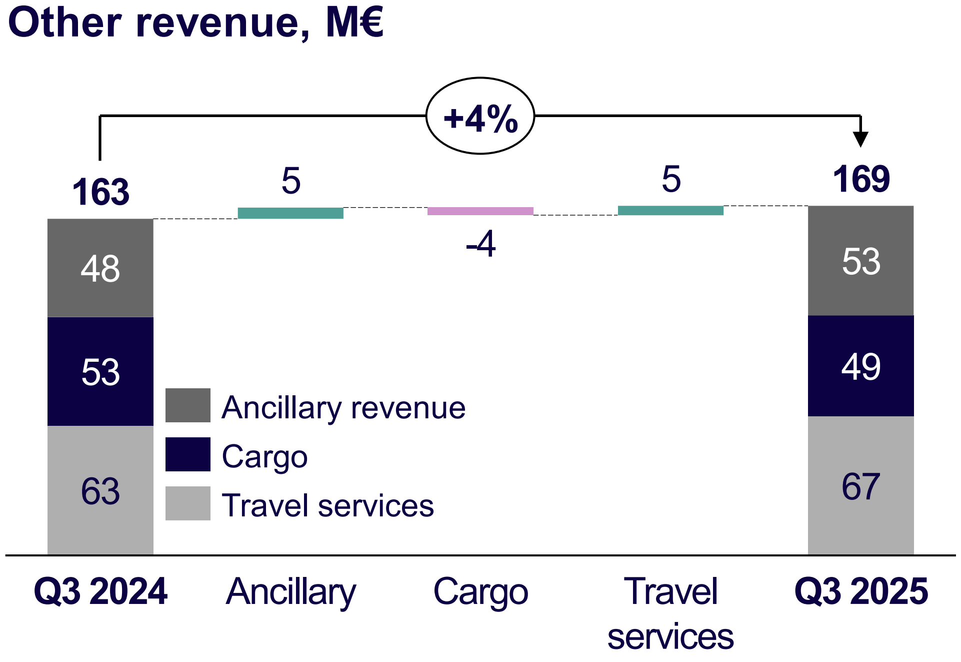
Revenue by product, M€



- Market demand grew compared to the same period in the previous year, and average ticket fares per revenue passenger kilometre remained stable across most markets, except for North Atlantic and Middle Eastern traffic, where fares declined
- Ancillary revenue and ancillary revenue per passenger increased, supported by pricing changes
- Cargo revenue decreased driven by a drop in cargo volumes originating from Asia, but cargo originating from Europe and North America saw positive developments
- Travel services’ revenue development was supported by increased capacity in allotment-based production, but it was burdened by the weak economic situation in Finland, low consumer confidence, as well as the rising prices and limited availability of hotels

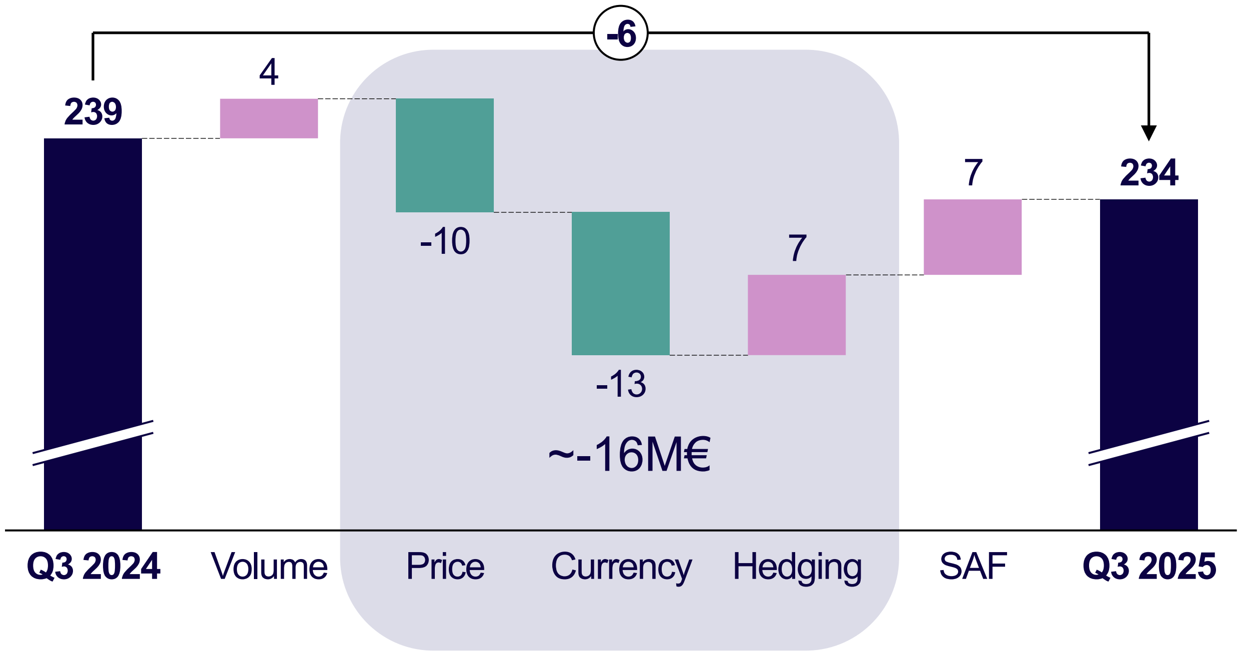
Passenger revenue growth was dampened by the contraction of Qatar Airways cooperation and an increase in passenger compensations





Fuel costs decreased thanks to a lower fuel price and favourable changes in foreign currencies, despite increased costs related to the SAF mandate and higher capacity

Fuel costs, M€

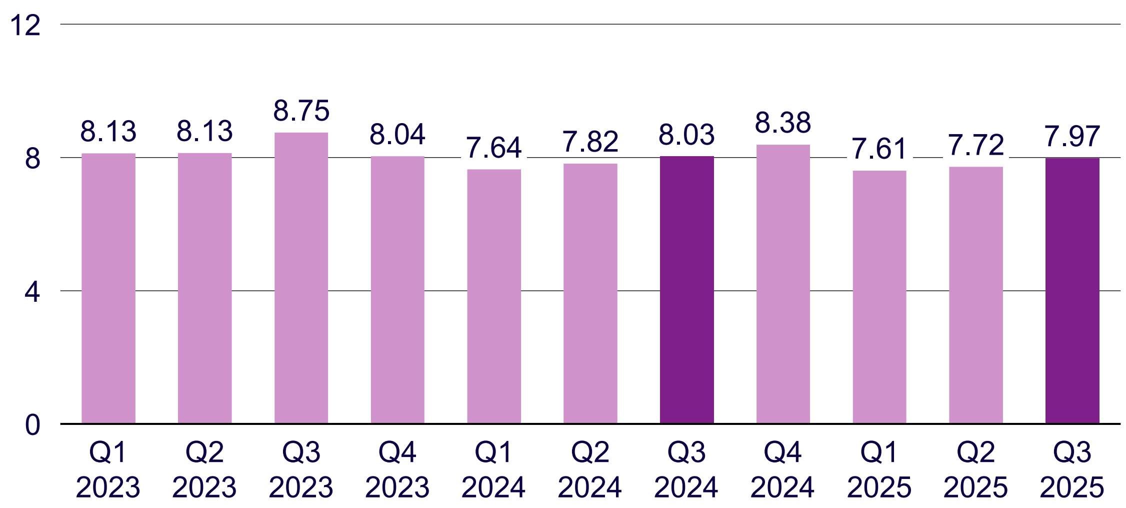


- Higher capacity increased fuel costs slightly
- Costs related to the sustainable aviation fuel (SAF) mandate increased
- Fuel price decreased, and changes in foreign currencies were favourable, but hedging reduced the impact of the price decline

Comparable figures where applicable

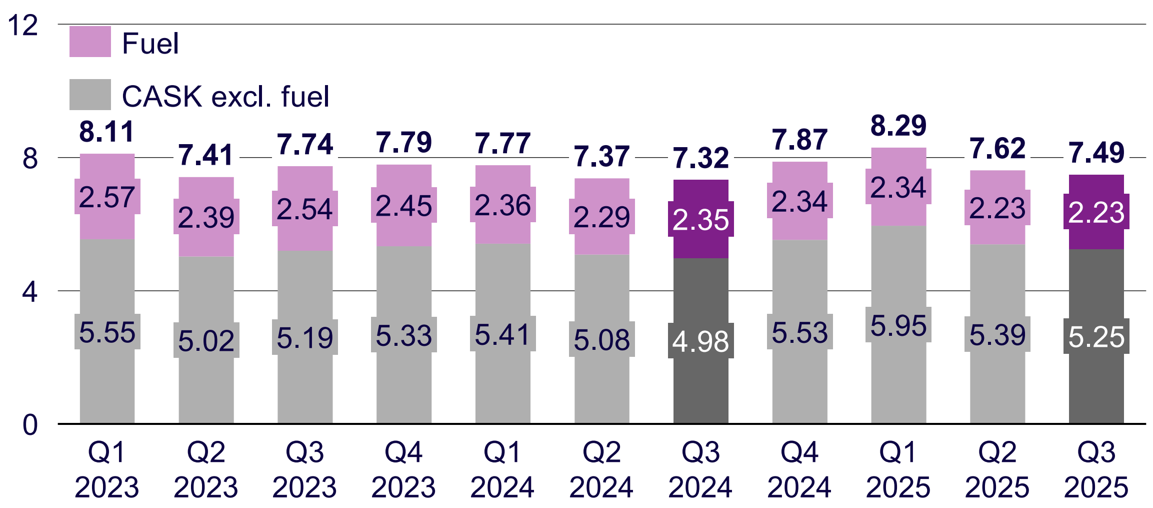
Unit revenue declined, and unit cost increased

RASK development, € cents



Unit revenue (RASK) declined from the comparison period to 7.97€c, driven by a decline in average ticket fares and an increase in refunds, rerouting and compensations due to industrial action, which reduced passenger revenue.

CASK development, € cents



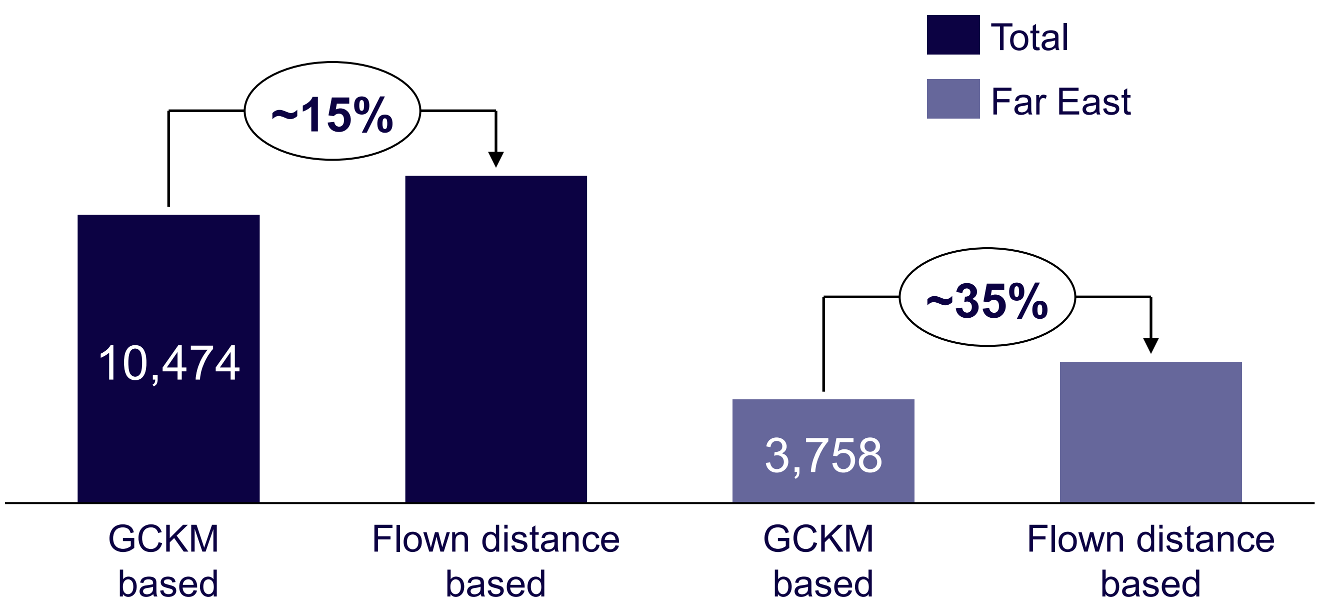
Unit cost (CASK) increased from the comparison period to 7.49€c. Fuel price decreased. CASK excluding fuel increased to 5.25€c. The increase was mainly due to higher traffic charges, staff and other crew related costs as well as capacity rents.

 Comparable figures where applicable

Industry standard capacity calculation does not reflect longer routings to Asia – impact on Finnair greater than on competitors

- Great circle distance (GCKM) based figures do not reflect the longer Asia routings caused by the closure of Russian airspace
- Current capacity figures are not comparable to figures prior to the airspace closure
- Impact on Finnair is greater than on competitors

Q3 2025 available seat kilometres (ASK), million:



Comparable income statement

M€	Q3 2025	Q3 2024	Change %	Q1–Q3 2025	Q1–Q3 2024	Change %
Revenue	**834.9**	**818.3**	**2.0**	**2,316.7**	**2,265.9**	**2.2**
Other operating income	23.9	30.7	-22.2	74.9	95.7	-21.7
Operating expenses						
Staff and other crew related costs	-134.2	-125.1	-7.3	-406.1	-385.1	-5.4
Fuel costs	-233.9	-239.4	2.3	-674.8	-674.4	-0.1
Capacity rents	-34.9	-27.9	-24.9	-109.1	-82.8	-31.8
Aircraft materials and overhaul	-52.6	-59.2	11.1	-175.6	-161.4	-8.8
Traffic charges	-84.1	-72.0	-16.9	-240.8	-202.8	-18.8
Sales, marketing and distribution costs	-31.1	-29.3	-6.1	-97.7	-93.1	-5.0
Passenger and handling services	-123.1	-117.1	-5.2	-348.6	-327.1	-6.6
Property, IT and other expenses	-27.2	-25.7	-5.7	-81.0	-85.3	5.1
Comparable EBITDA	**137.7**	**153.3**	**-10.2**	**258.0**	**349.6**	**-26.2**
Depreciation	-86.9	-81.8	-6.3	-259.5	-246.1	-5.5
Comparable operating result	**50.7**	**71.5**	**-29.0**	**-1.5**	**103.5**	**-101.5**
Items affecting comparability	1.3	5.2	-74.4	19.4	-1.5	> 200
Operating result	**52.1**	**76.7**	**-32.1**	**17.9**	**102.1**	**-82.5**
Financial income	5.1	10.8	-52.4	18.0	33.3	-45.9
Financial expenses	-18.0	-25.0	27.9	-62.8	-83.6	24.8
Exchange rate gains and losses	0.3	9.1	-96.6	17.0	4.9	> 200
Result before taxes	**39.5**	**71.6**	**-44.8**	**-10.0**	**56.6**	**-117.6**
Income taxes	-9.0	-14.2	36.6	2.1	-11.3	118.5
Result for the period	**30.5**	**57.4**	**-46.8**	**-7.9**	**45.3**	**-117.4**

Thank you.

Have a wonderful day.

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