

Q1 2025 Earnings Presentation

May 20, 2025







#### **Forward-looking statements**

Certain statements in this presentation constitute "forward-looking statements" within the meaning of the U.S. federal securities laws intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, all statements other than statements of historical facts contained in this presentation, including among others, statements relating to our future financial performance, our business prospects and strategy, our expected fleet additions, our anticipated financial position, liquidity and capital needs, the industry in which we operate and other similar matters. In some cases, we have identified forward-looking statements in this presentation by using words such as "anticipates," "estimates," "expects," "intends," "plans" and "believes," and similar expressions or future or conditional verbs such as "will," "should," "may" and "could." These forward-looking statements are based on management's current expectations and assumptions about future events, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict or which are beyond our control. You should not place undue reliance on the forward-looking statements included in this presentation or that may be made elsewhere from time to time by us, or on our behalf. Our actual results may differ materially from those expressed in, or implied by, the forward-looking statements included in this presentation as a result of various factors, which are described in our filings with the U.S. Securities and Exchange Commission.

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#### **Non-IFRS Accounting Standards measures**

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### **Business Overview**



#### Q1 Business update

Net Yield (1) **7.1%** 

Year-over-year

2025 Advance Bookings (2)



Capacity PCD sold (3)

2026 Advance Bookings (2) **37%** 

Capacity PCD sold (3)



(1) Represents a non-IFRS financial measure. For additional information, including a reconciliation to the closest IFRS Accounting Standards financial measure, see "Appendix."

(3) Based on bookings for Viking's Core Products as of May 11, 2025

<sup>(2)</sup> Advance Bookings is the aggregate ticketed amount for guest bookings for our voyages at a specific point in time, and include bookings for cruises, land extensions and air





**Booking visibility** 

**Effective direct marketing** 

Clear & resilient customer demographic & loyalty base

Strong balance sheet

**Contrarian approach** 

Well-tested management team

### Business highlights





#### World's First Hydrogen-Powered Cruise Ship

*Viking Libra* will be the world's first hydrogen-powered cruise ship, <u>capable of operating with zero emissions</u>. Scheduled for delivery in late 2026.



#### **Two Additional Ocean Ship Orders**

The Company expects to take delivery of eleven additional ocean ships by 2031.

#### **New River Vessel in France**

In March, the *Viking Nerthus* joined the Company's growing fleet on the <u>Seine River</u>.

# Q1 2025 Highlights



#### Viking Holding Ltd Financial and Operating Results

	Three Months Ended				Twe	lve Mo	nths Ended		
		March	31		Mar	ch 31	Decen	nber 31	
	2	025	2	024	2	025	2	2024	
(in millions, except for PCD, per PCD and percentage information)									
Total revenue	\$	897	\$	718	\$	5,513	\$	5,334	
Adjusted Gross Margin <sup>(1)</sup>	\$	613	\$	495	\$	3,619	\$	3,501	
Vessel operating expenses	\$	310	\$	281	\$	1,310	\$	1,281	
Net (loss) income	\$	(105)	\$	(491)	\$	538	\$	153	
Adjusted EBITDA <sup>(1)</sup>	\$	73	\$	(4)	\$	1,426	\$	1,348	
Occupancy Percentage		94.5%		94.0%		93.7%		93.6%	
Passenger Cruise Days	1,1	126,858	ç	974,977	6,5	95 <i>,</i> 373	6,4	143,492	
Capacity Passenger Cruise Days	1,2	192,367	1,0	)37,624	7,0	)40,948	6,8	386,205	
Net Yield <sup>(1)</sup>	\$	544	\$	508	\$	549	\$	543	
Vessel operating expenses per CPCD	\$	260	\$	271	\$	186	\$	186	
Adjusted EBITDA Margin <sup>(1)</sup>		11.9%		-0.9%		39.4%		38.5%	
Adjusted EPS <sup>(1)</sup>	\$	(0.24)	\$	(0.33)		n.a.	\$	1.86	



# Viking River and Viking Ocean: key metrics

	Three Months Ended								
	March 31								
	2025								
Consolidated									
Occupancy	94.5%		94.0%						
Adjusted Gross Margin <sup>(1)</sup> (in millions)	\$ 613	\$	495						
Net Yield <sup>(1)</sup>	\$ 544	\$	508						



	Three Months Ended March 31							
	2025	2024						
Viking River								
Occupancy	93.9%	92.1%						
Adjusted Gross Margin <sup>(1)</sup> (in millions)	\$ 131	\$ 108						
Net Yield <sup>(1)</sup>	\$ 593	\$ 609						



	Three Months Ended				
		March	31		
	20	25	20	24	
Viking Ocean					
Occupancy	g	94.4%	Ç	94.5%	
Adjusted Gross Margin <sup>(1)</sup> (in millions)	\$	395	\$	316	
Net Yield <sup>(1)</sup>	\$	499	\$	439	



# Strong cash generation and manageable bond maturities





<sup>(1)</sup> Represents a non-IFRS Accounting Standards financial measure. For additional information, including a reconciliation to the closest IFRS Accounting Standards financial measure, see "Appendix."

<sup>(2)</sup> In May 2025, the Company paid \$250 million of senior notes at their maturity.

## **Business outlook**



# Viking has a robust booking outlook

2025 Season



#### 2026 Season



<sup>(1)</sup> Represents Advance Bookings growth over the same point in time of the prior season

Note 1: Based on bookings for Viking's core products as of May 11, 2025

Note 2: Advance Bookings is the aggregate ticketed amount for guest bookings for our voyages at a specific point in time, and include bookings for cruises, land extensions and air



## Ocean Advance Bookings update



Note 1: Based on bookings through May 11, 2025 for Viking Ocean, compared to the 2024 and 2025 season at the same point in time

Note 2: Advance Bookings is defined as the aggregate ticketed amount for guest bookings for our voyages at a specific point in time, and include bookings for cruises, land extensions and air



### **River Advance Bookings update**



Note 1: Based on bookings through May 11, 2025 for Viking River, compared to the 2024 and 2025 season at the same point in time

Note 2: Advance Bookings is defined as the aggregate ticketed amount for guest bookings for our voyages at a specific point in time, and include bookings for cruises, land extensions and air



## Attractive committed orderbook

#### Viking River

	2025	2026	2027	2028	2029	2030	2031	2032	2033	Total
River committed orderbook										
Longships (190 berths)	4	4	4	4						16
Longships (102-168 berths)	2		1							3
Other (80-82 berths)	3	2	3							8
Total committed orderbook	9	6	8	4						27
River options										
Longships (190 berths)					4	4				8
Total (including options)	9	6	8	4	4	4				35

#### Viking Ocean

	2025	2026	2027	2028	2029	2030	2031	2032	2033	Total
Ocean committed orderbook										
Ships (998 berths)	1	2	1	2	1	2	2			11
Ocean options										
Ships (998 berths)								2	2	4
Total (including options)	1	2	1	2	1	2	2	2	2	15



# Q&A



# Appendix



### Financial and operating definitions

<u>Adjusted Earnings per Share or Adjusted EPS</u> is Adjusted Net Income attributable to Viking Holdings Ltd divided by Adjusted Weighted Average Shares Outstanding. We present Adjusted EPS because we believe it provides additional information to us and our investors about the earnings performance of our primary operating business. We have presented Adjusted EPS for periods beginning in 2024 due to the changes in our capital structure as a result of the IPO.

<u>Adjusted EBITDA</u> is EBITDA (consolidated net income (loss) adjusted for interest income, interest expense, income tax benefit (expense) and depreciation, amortization and impairment) as further adjusted for non-cash Private Placement derivative gains and losses, currency gains or losses, stock-based compensation expense and other financial income (loss) (which includes forward gains and losses, gain or loss on disposition of assets, certain non-cash fair value adjustments, restructuring charges and non-recurring items).

Adjusted EBITDA Margin is the ratio, expressed as a percentage, of Adjusted EBITDA divided by Adjusted Gross Margin.

<u>Adjusted Gross Margin</u> is gross margin adjusted for vessel operating expenses and ship depreciation and impairment. Gross margin is calculated pursuant to IFRS Accounting Standards as total revenue less total cruise operating expenses and ship depreciation and impairment.

<u>Adjusted Net Income (Loss) attributable to Viking Holdings Ltd</u> is net income (loss) attributable to Viking Holdings Ltd excluding certain items that we believe are not part of our primary operating business and are not an indication of our future earnings performance. We believe that interest expense and Private Placement derivatives gain (loss) related to our Series C Preference Shares, warrants gain (loss), debt extinguishment and modification costs, gain (loss) on embedded derivatives associated with debt and financial liabilities, impairment charges and reversals and certain other gains and losses are not a part of our primary operating business and are not an indication gerformance.

<u>Adjusted Weighted Average Shares Outstanding</u> is the diluted weighted average ordinary shares and special shares outstanding, adjusted for outstanding warrants and the impact of RSUs and stock options under the treasury stock method to the extent not included in diluted weighted average ordinary shares outstanding, as further adjusted in 2024 to reflect the conversion of the Series C Preference Shares and preference shares as if it had occurred at the beginning of the year.

<u>Advance Bookings</u> is the aggregate ticketed amount for guest bookings for our voyages at a specific point in time, and includes bookings for cruises, land extensions and air.

<u>Capacity Passenger Cruise Days or Capacity PCDs or CPCDs</u> is, with respect to any given period, a measurement of capacity that represents, for each ship operating during the relevant period, the number of berths multiplied by the number of Ship Operating Days, determined on an aggregated basis for all ships in operation during the relevant period.

<u>Core Products</u> are Viking River, Viking Ocean, Viking Expedition and Viking Mississippi, which are marketed to North America, the United Kingdom, Australia and New Zealand.

**Direct** in relationship to the sales distribution channel are to passengers who purchased their cruise packages directly from us.



## Financial and operating definitions

Net Debt is Total Debt plus lease liabilities net of cash and cash equivalents.

**<u>Net Leverage</u>** is Net Debt divided by trailing four quarter Adjusted EBITDA.

Net Yield is Adjusted Gross Margin divided by PCDs.

<u>Occupancy</u> is the ratio, expressed as a percentage, of PCDs to Capacity PCDs with respect to any given period. We do not allow more than two passengers to occupy a two-berth stateroom. Additionally, we have guests who choose to travel alone and are willing to pay higher prices for single occupancy in a two-berth stateroom. As a result, our Occupancy cannot exceed 100%, and may be less than 100%, even if all our staterooms are booked.

<u>Passenger Cruise Days</u> or PCDs is the number of passengers carried for each cruise, with respect to any given period and for each ship operating during the relevant period, multiplied by the number of Ship Operating Days.

<u>Ship Operating Days</u> is the number of days within any given period that a ship is in service and carrying cruise passengers, determined on an aggregated basis for all ships in operation during the relevant period.

**Total Debt** is indebtedness outstanding, gross of loan fees, excluding lease liabilities, Private Placement liabilities and Private Placement derivatives.



## Adjusted Gross Margin reconciliation

Adjusted Gross Margin - Consolidated		Three Months Ended March 31,					
				2024			
(in thousands)		(unau	dited)	)			
Total revenue	\$	897,056	\$	718,155			
Total cruise operating expenses		(593,661)		(503,925)			
Ship depreciation		(57,892)		(54,729)			
Gross margin		245,503		159,501			
Ship depreciation		57,892		54,729			
Vessel operating		309,948		281,090			
Adjusted Gross Margin	\$	613,343	\$	495,320			
		Three Mor	iths E	nded			
Adjusted Gross Margin - River		March 31,					
		2025	_	2024			
(in thousands)		(unau	dited)	)			
Total revenue	\$	214,083	\$	165,431			
Total cruise operating expenses		(198,209)		(162,251)			
Ship depreciation		(18,523)		(20,517)			
Gross margin		(2,649)		(17,337)			
		18,523		20,517			
Ship depreciation		10,020					
e e e e e e e e e e e e e e e e e e e		115,530		104,990			

Adjusted Gross Margin - Ocean		Marc	h 31,		
		2025			
(in thousands)		(unau	dited	)	
Total revenue	\$	558,978	\$	447,680	
Total cruise operating expenses		(316,548)		(267,409	
Ship depreciation		(30,883)		(25,431	
Gross margin		211,547		154,840	
Ship depreciation		30,883		25,431	
Vessel operating		152,876		135,320	
Adiusted Gross Margin	Ś	395.306	Ś	315.591	



# Adjusted EBITDA reconciliation

	Three Months Ended			Twelve Months Ended				
	Marc	h 31,		March 31,		De	December 31,	
	2025		2024		2025		2024	
			(unau	udite	d)			
(in thousands)								
Net (loss) income	\$ (105,452)	\$	(490,702)	\$	538,227	\$	152,977	
Interest income	(20,189)		(18,469)		(71,094)		(69,374)	
Interest expense	86,704		113,631		353,559		380,486	
Income tax expense	3,167		1,606		18,418		16,857	
Depreciation and amortization and impairment	 68,800		65,543		264,101		260,844	
EBITDA	 33,030		(328,391)		1,103,211		741,790	
Private Placement derivative loss	—		306,646		57,568		364,214	
Warrants loss	—		23,711		237,904		261,615	
Other financial income	—		(1,107)		(779)		(1,886)	
Currency loss (gain)	25,607		(8,798)		2,863		(31,542)	
Stock based compensation expense	 14,208		3,518		24,801		14,111	
Adjusted EBITDA	\$ 72,845	\$	(4,421)	\$	1,425,568	\$	1,348,302	

	Three Months Ended				Twelve Months Ended			
		Marc	h 31,			March 31,	De	cember 31,
	2025 2024				2025		2024	
				(unau	udited)			
(in thousands, except Adjusted EBITDA Margin)								
Adjusted EBITDA	\$	72,845	\$	(4,421)	\$	1,425,568	\$	1,348,302
Adjusted Gross Margin	\$	613,343	\$	495,320	\$	3,618,535	\$	3,500,512
Adjusted EBITDA Margin	11.9%			-0.9%		39.4%		38.5%



# Adjusted EPS reconciliation

	Three Months Ended <u>March 31,</u>						
	2025	2024					
(in thousands)	(unaudited)						
Net loss attributable to Viking Holdings Ltd	\$ (105,473)	\$ (490,998)					
Interest expense and Private Placement derivatives loss related to Series C Preference							
Shares	—	330,457					
Warrants loss	—	23,711					
Gain, net, for debt extinguishment and modification costs and embedded derivatives							
associated with debt and financial liabilities		(1,107)					
Adjusted Net Loss attributable to Viking Holdings Ltd	\$ (105,473)	\$ (137,937)					

	Three Mont March	
	2025	2024
(in thousands)	(unaud	lited)
Weighted-average ordinary shares and special shares outstanding – Diluted	442,910	221,936
Outstanding warrants	—	8,733
Assumed conversion of Series C Preference Shares and preference shares at the beginning		
of 2024		187,587
Adjusted Weighted-Average Shares Outstanding	442,910	418,256
		· · · · · · · · · · · · · · · · · · ·

		Three Months Ended			
	March 31,				
		2025		2024	
(in thousands)		(unaudited)			
Adjusted Net Loss attributable to Viking Holdings Ltd	\$	(105,473)	\$	(137,937)	
Adjusted Weighted-Average Shares Outstanding		442,910		418,256	
Adjusted EPS	\$	(0.24)	\$	(0.33)	

# Net Leverage reconciliation



	Ma	arch 31, 2025	Dece	mber 31, 2024			
	(unaudited)						
(in thousands, except Net Leverage)							
Long-term debt <sup>(1)</sup>	\$	4,963,842	\$	4,990,616			
Current portion of long-term debt $^{(1)}$		486,941		490,377			
Long-term portion of lease liabilities		194,882		207,594			
Short-term portion of lease liabilities		28,588		28,944			
Total		5,674,253		5,717,531			
Less: Cash and cash equivalents		(2,765,555)		(2,489,672)			
Net Debt	\$	2,908,698	\$	3,227,859			
Adjusted EBITDA	\$	1,425,568	\$	1,348,302			
Net Leverage		2.0 x		2.4 x			