

Starting Shortly

Q 2 ' 1 7 E A R N I N G S W E B C A S T

AUG 2, 2017 1400hrs | +3 GMT

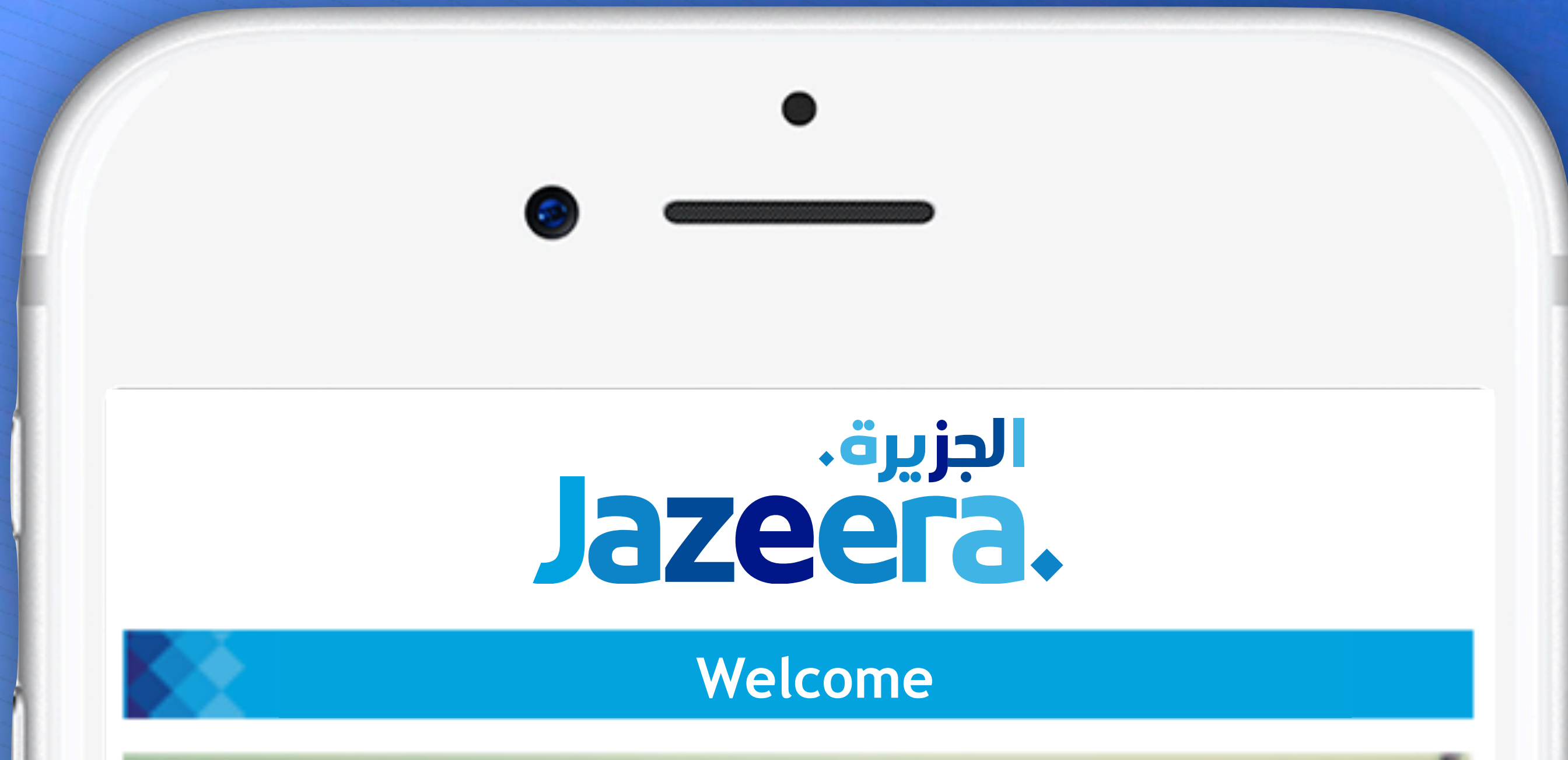


The big push to

Digitize.
Maximize.

Monetize.

Q2'17 EARNINGS WEBCAST
AUG 2, 2017



Today's Agenda

الجزيرة
Jazeera.

- Q2 and H1 headline results
- H1 business review and the push to “Digitize, maximize, monetize”
- H1 Financial Review
- Outlook and Q&A



Q2 2017 Results

Headline Financial Results

الجزيرة.
Jazeera.

Operating revenue

KD **14.0 m**
+9.5% Vs. Q2 2016

Operating result

KD **2.2 m**
+22.9% Vs. Q2 2016

Net result

KD **2.3 m**
+18.1% Vs. Q2 2016



H1 2017 Results

Headline Financial Results

الجزيرة.
Jazeera.

Operating revenue

KD **24.1 m**

- 2.4% Vs. H1 2016

Operating result

KD **1.2 m**

-65.2% Vs. H1 2016

Net result

KD **1.3 m**

-77.3% Vs. H1 2016



H1 Business Review

Launched 2 new routes

Baku and Doha



Improved utilization

6% increase in
utilization, more
improvement in the
next 6 months

Strengthened commercial team

New senior hires
in revenue
management,
network planning,
& e-commerce



H1 Business Review

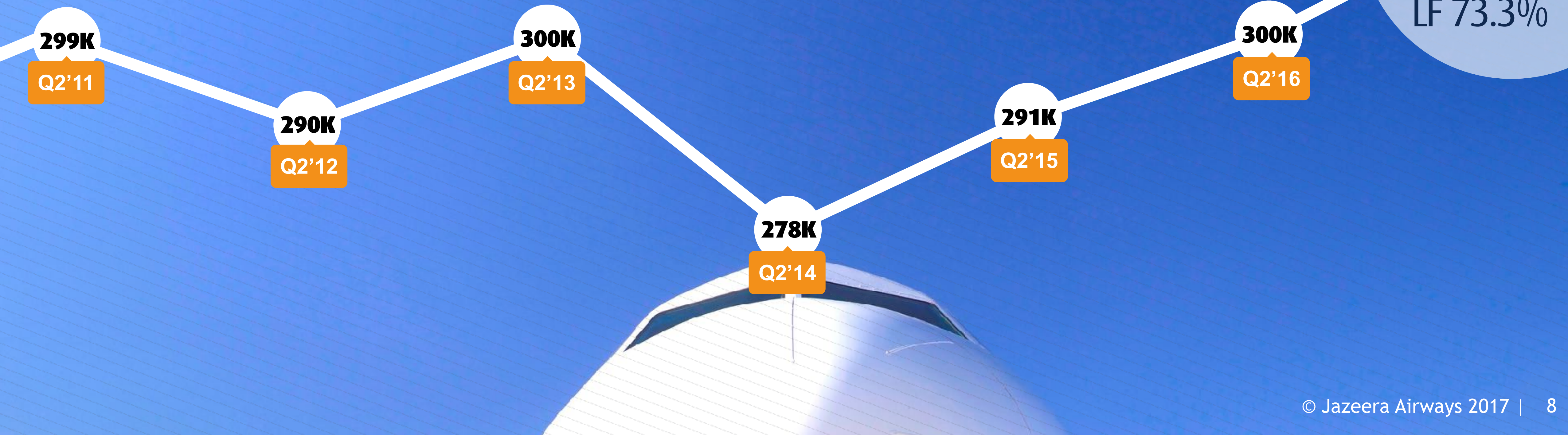
Terminal construction progressing well, **on budget and on schedule** to accept our first passenger in **Q1, 2018**



H1 Business Review

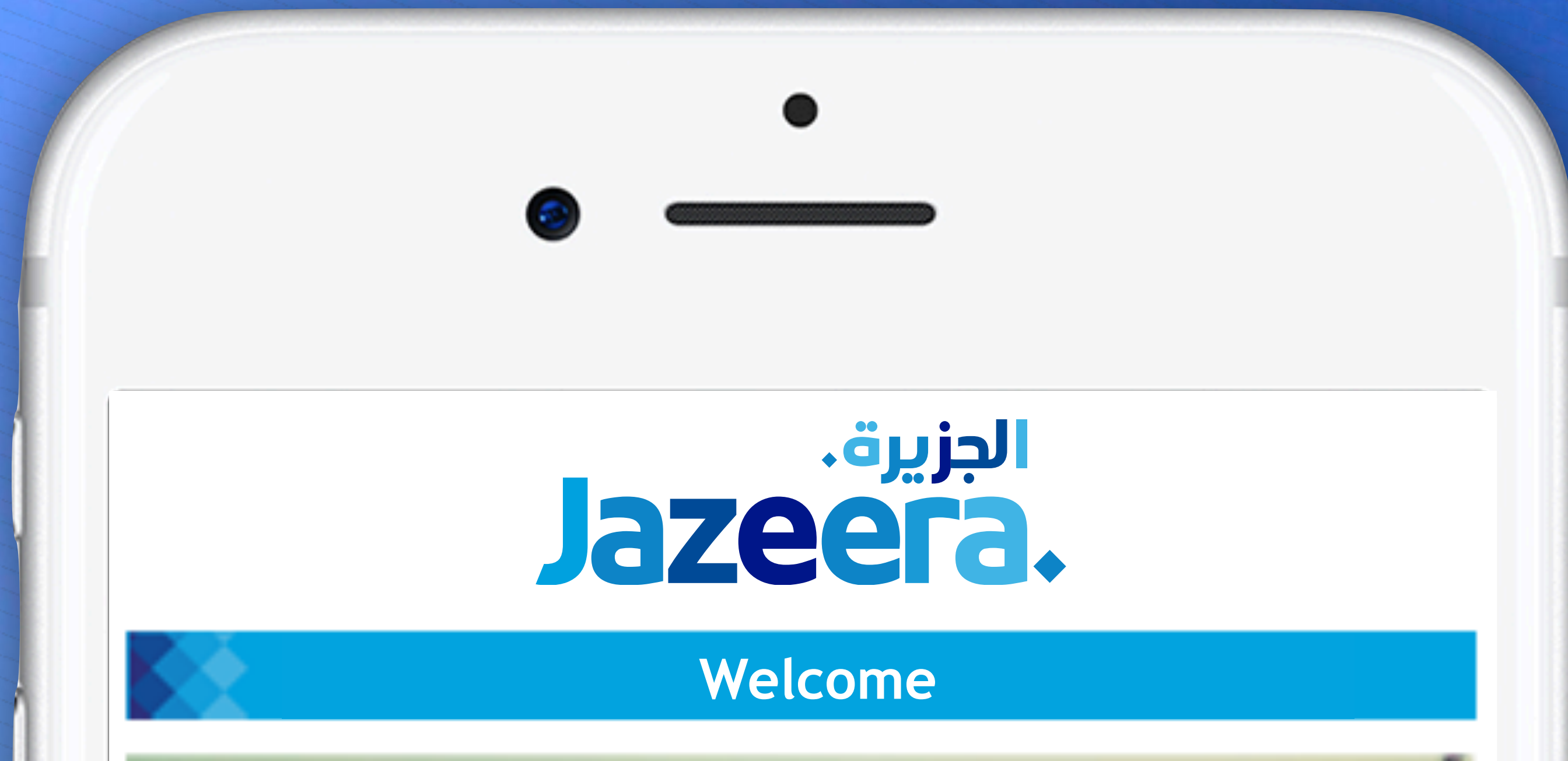
Best Q2 since '09 in terms of flown passengers

+ Highest Q2 load factor in history



The big push to

Digitize. Maximize. Monetize.



On July 30th we unveiled our new brand to the world and rolled-out a major upgrade to our e-commerce infrastructure. Here are the highlights.

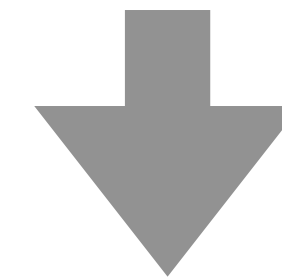
Digitize.
Maximize.
Monetize.

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A new brand identity to
reflect and carry our new
position

A new identity that is
simpler, younger, and
fresh

A new identity that
captures our product
evolution



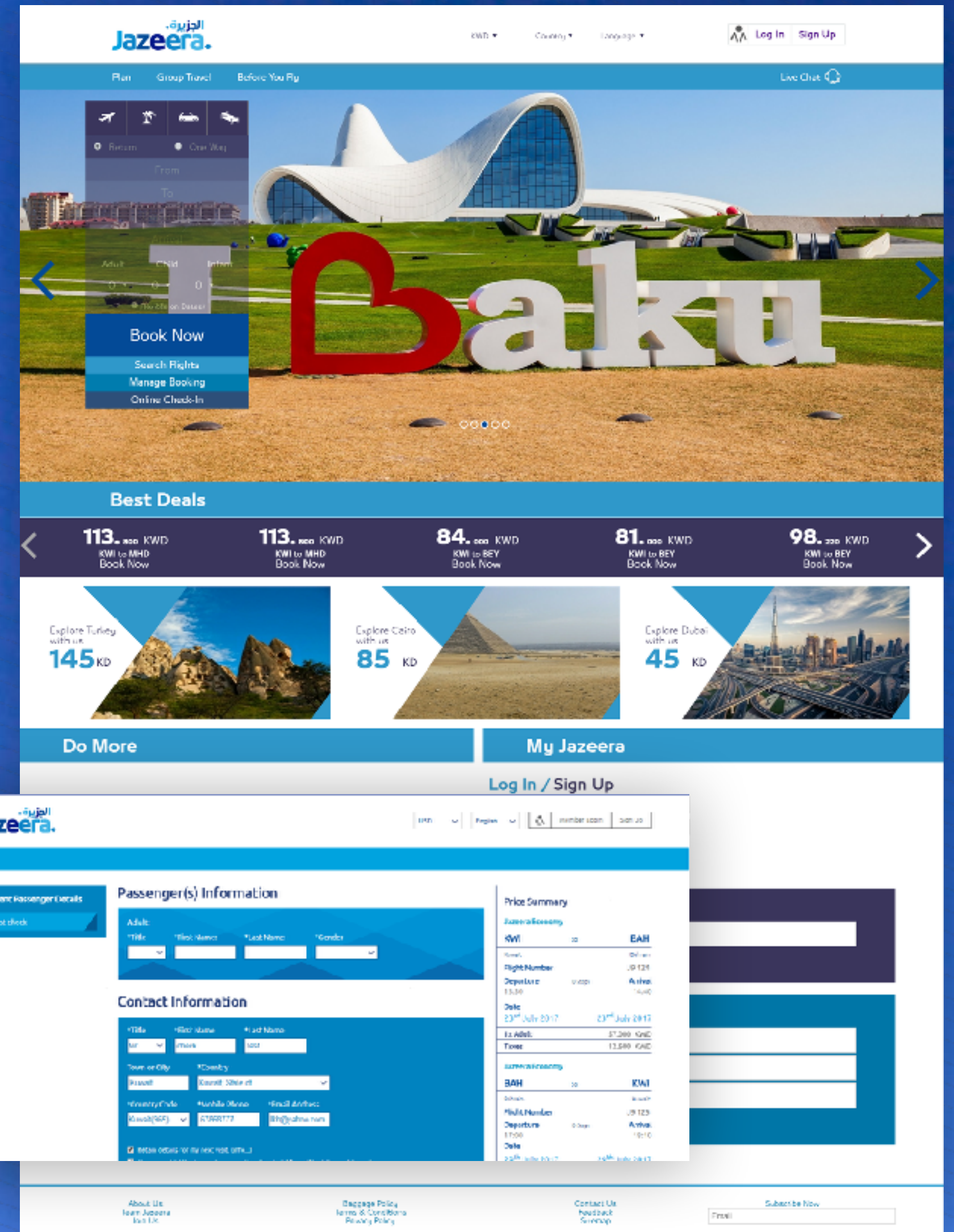
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Digitize.
Maximize.
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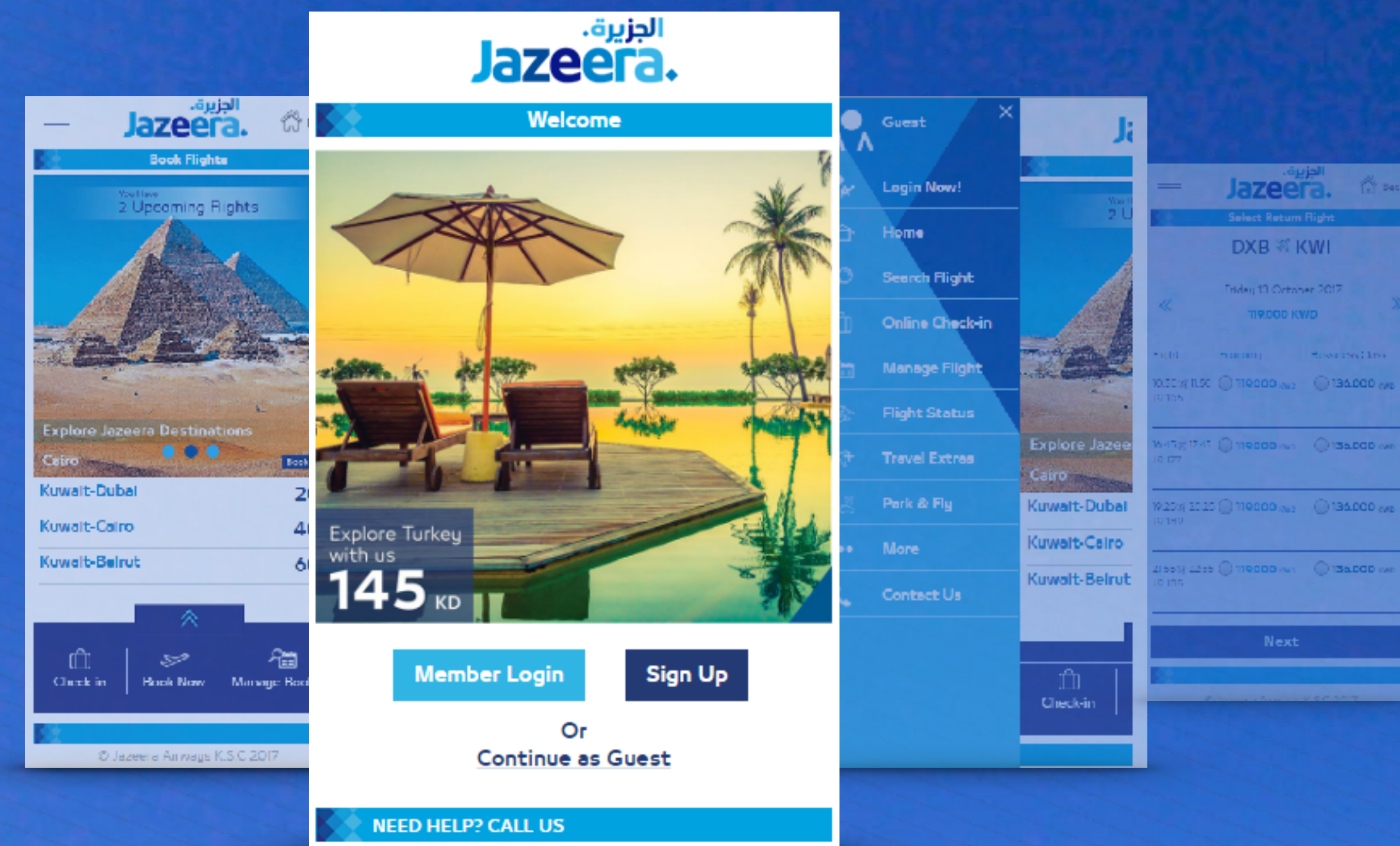
Completely re-engineered
jazeeraairways.com

Optimized for e-commerce, cross-selling,
and ancillary revenue, with live chat
support.



Brand new mobile website with across-the-board enhancements and new features

- ✓ New brand look, enhanced user interface
- ✓ Easier and faster process for searching, booking, and payment
- ✓ New technology integration, including mobile boarding pass and passbook
- ✓ Push notifications, information, promotion etc.



Financial Review

H1'17 Financial Review

H1'17 Results discussion

In Kuwaiti Dinars

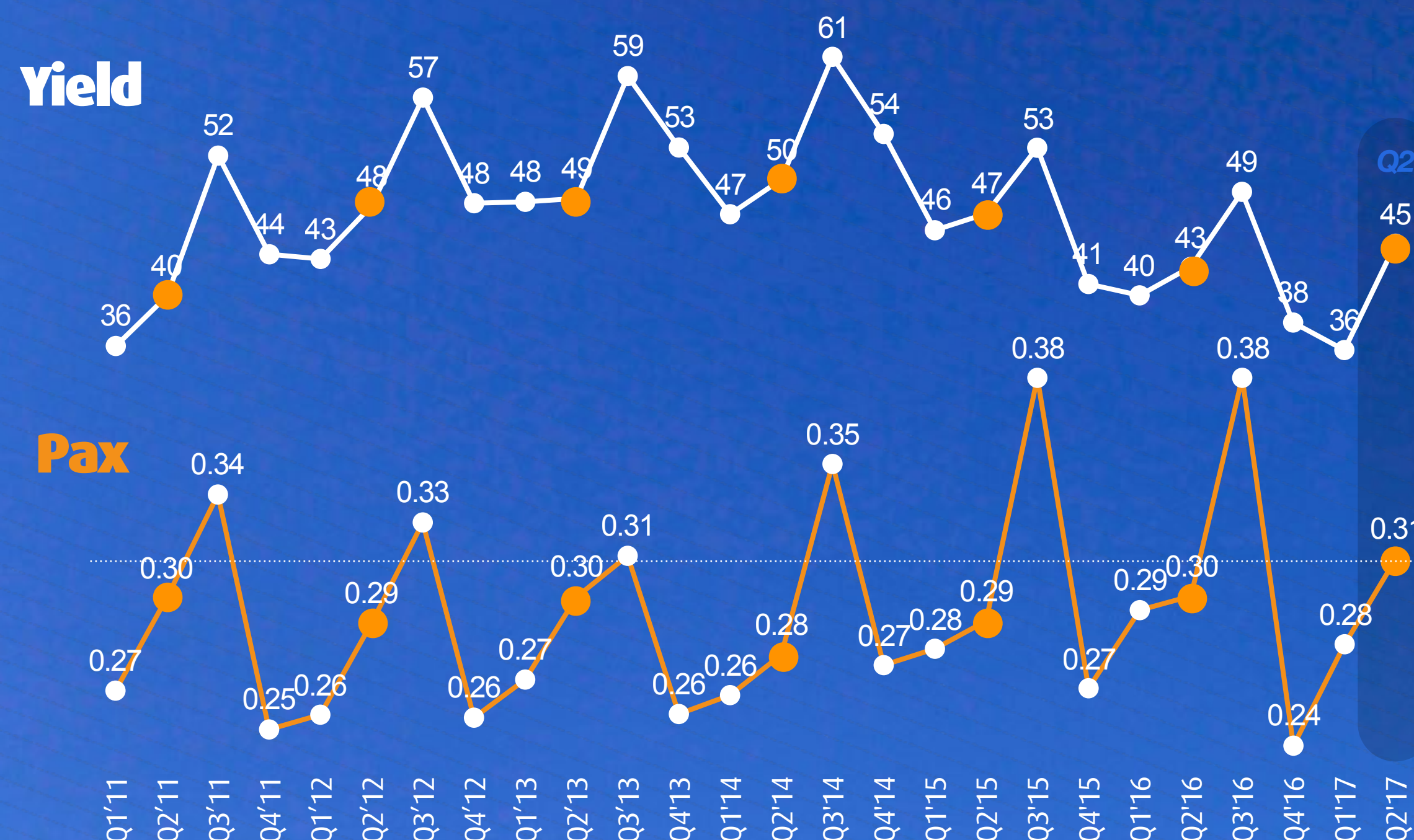
	Q2'17	Q2'16	% CHANGE
Operating Rev	14,034,531	12,812,974	9.5%
Operating Exp	11,807,218	11,000,951	7.3%
Operating Result	2,227,313	1,812,023	22.9%
Net Profit	2,290,250	1,938,750	18.1%

	H1'17	H1'16	% CHANGE
Operating Rev	24,085,531	24,680,320	-2.4%
Operating Exp	22,889,405	21,239,293	7.8%
Operating Result	1,196,126	3,441,027	-65.2%
Net Profit	1,342,545	5,919,543	-77.3%

Yield (KD) vs Passengers (million)

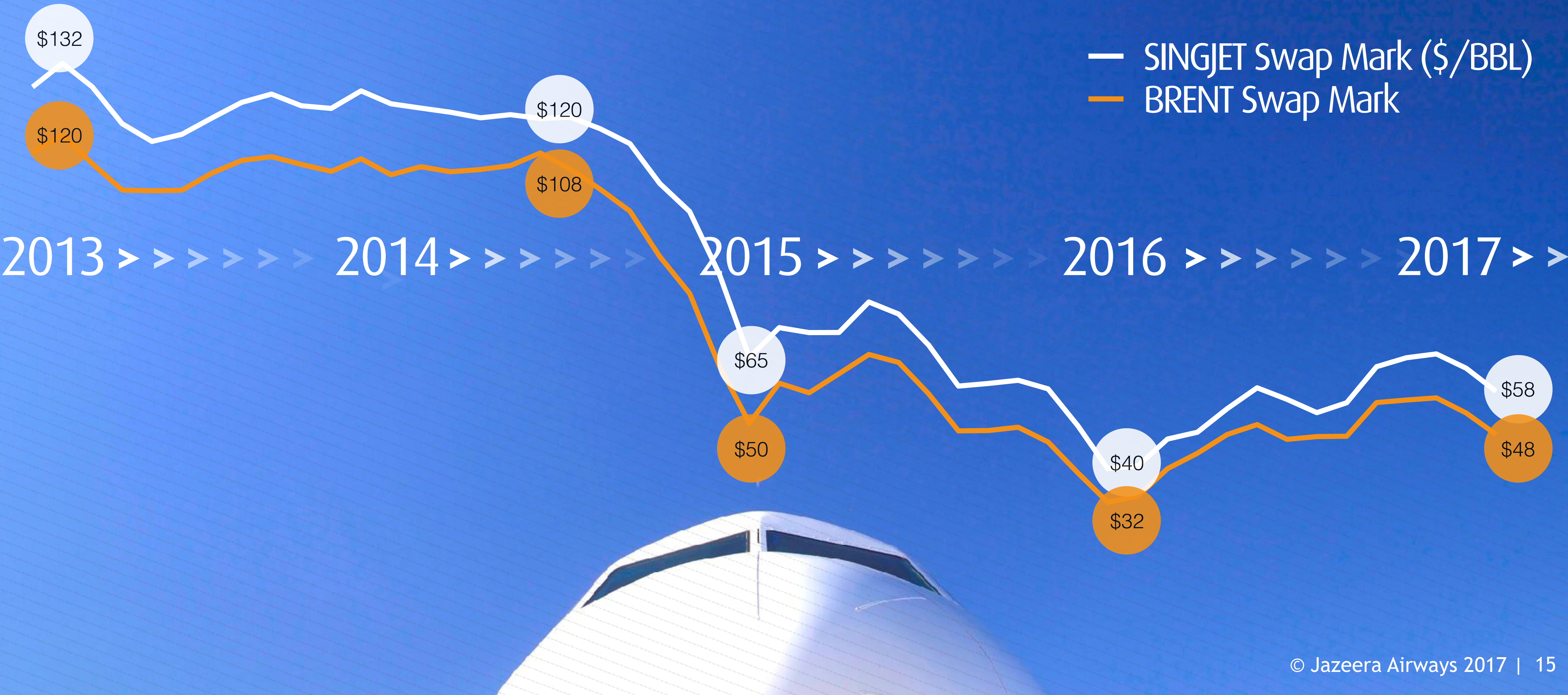
By quarter ● = Q2

Yield



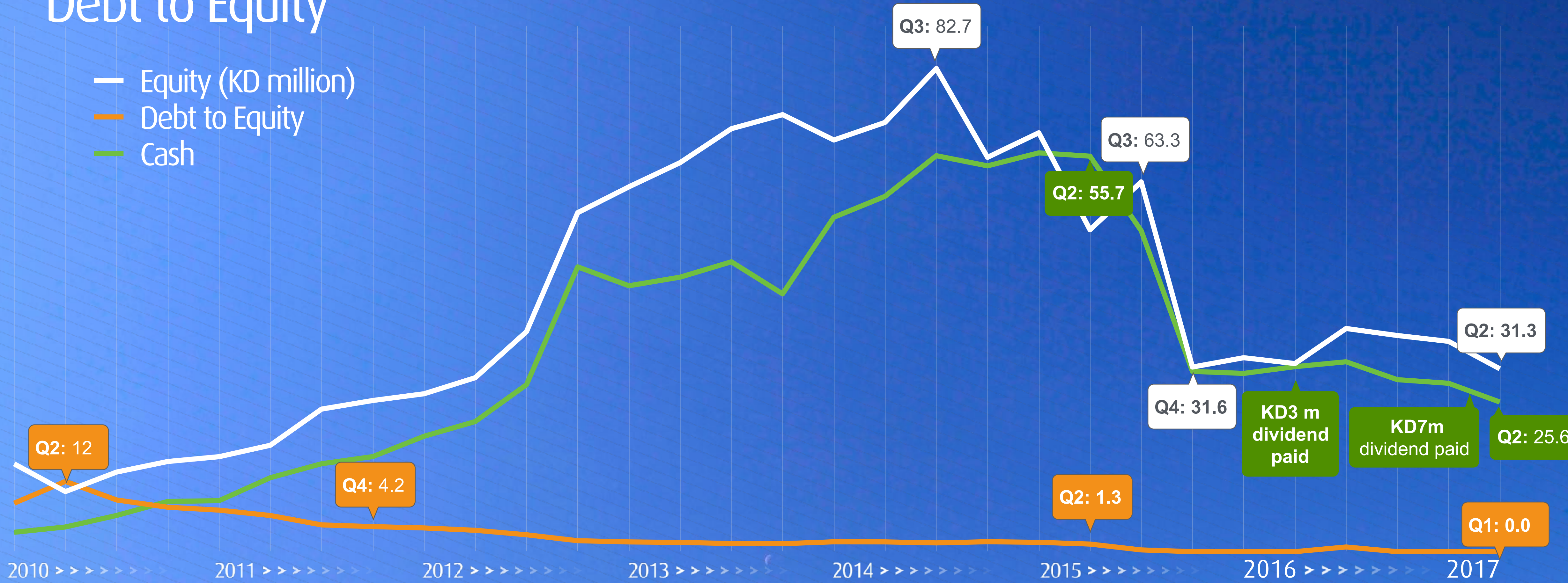
H1'17 Financial Review

Fuel price review (USD)



H1'17 Financial Review

Debt to Equity



H1'17 Financial Review

Balance Sheet Highlights

In Kuwaiti Dinars	Jun'17	Mar'17	Dec'16
Share Capital	20.0 m	20.0 m	20.0 m
Equity	31.3 m	36.0 m	37.0 m
Cash	25.6 m	28.8 m	29.4 m
Debt	0 m	1.5 m	0
Working Capital	4.9 m	3.8 m	3.9 m

Key contacts and links

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