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**HYDERABAD**

**INDIA**

Direct Daily Flights

One way from    Return from

KD **32**    KD **67**

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**Webcast  
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Soon**



# Q3'17

Jazeera Airways Earnings Webcast  
October 31, 2017

LCC of the  
year, 2017



Low Cost Airline of the Year  
Winner  
Jazeera Airways





# Agenda

Q3 and YTD headline results

YTD business review and outlook

YTD financial review

Q&A





Photo: Recently launched new crew uniforms

# Q3 2017 Headline Results



## Record

Operating  
revenue

<sup>KD</sup>  
**21.9 m**

+16.8% Vs. Q3 2016

Operating  
result

<sup>KD</sup>  
**8.3 m**

+37.8% Vs. Q3 2016

Net  
result

<sup>KD</sup>  
**8.2 m**

+35.6% Vs. Q3 2016

**Load factor**

79.6%, +13.4%

.....

**Utilization**

13.4%, +5.4%



# YTD 2017 Headline Results



YTD 2016 net results included a one-off KD 2.4 million transfers from foreign currency translation reserve that were reclassified to the Statement of Income.

**Operating  
revenue**

KD

**46.0 m**

+5.9% Vs. YTD 2016

**Operating  
result**

KD

**9.5 m**

+0.4% Vs. YTD 2016

**Net  
result**

KD

**9.5 m**

-20.3% Vs. YTD 2016

**Load factor**

75.5%, +5.5%

.....

**Utilization**

9.8%, +3.4%



# YTD 2017 Business Review



## Year in review

### New Brand

New Livery  
New Uniforms  
New Interiors

### New Digital Platform

New Website  
New Apps  
New digital backbone

### New Routes

Azerbaijan (1) *(Launched in Q3)*  
Qatar (1) *(Launched in Q2)*  
India (4) *(Launching in Q4)*  
Pakistan (1) *(Launching in Q4)*



Photo: Recently launched  
new aircraft interiors

## New Routes (Q4)

Hyderabad

NOVEMBER

7X  
/Week

Ahmedabad

DECEMBER

3X  
/Week

Kochi

DECEMBER

6X  
/Week

Mumbai

DECEMBER

7X  
/Week

Lahore

DECEMBER

3X  
/Week



# Outlook

Photo: Render of  
Jazeera's new terminal

Terminal

On track

Fleet Capacity

Pursuing expansion

Q4 Outlook

Mild demand





# YTD 2017 Financial Review



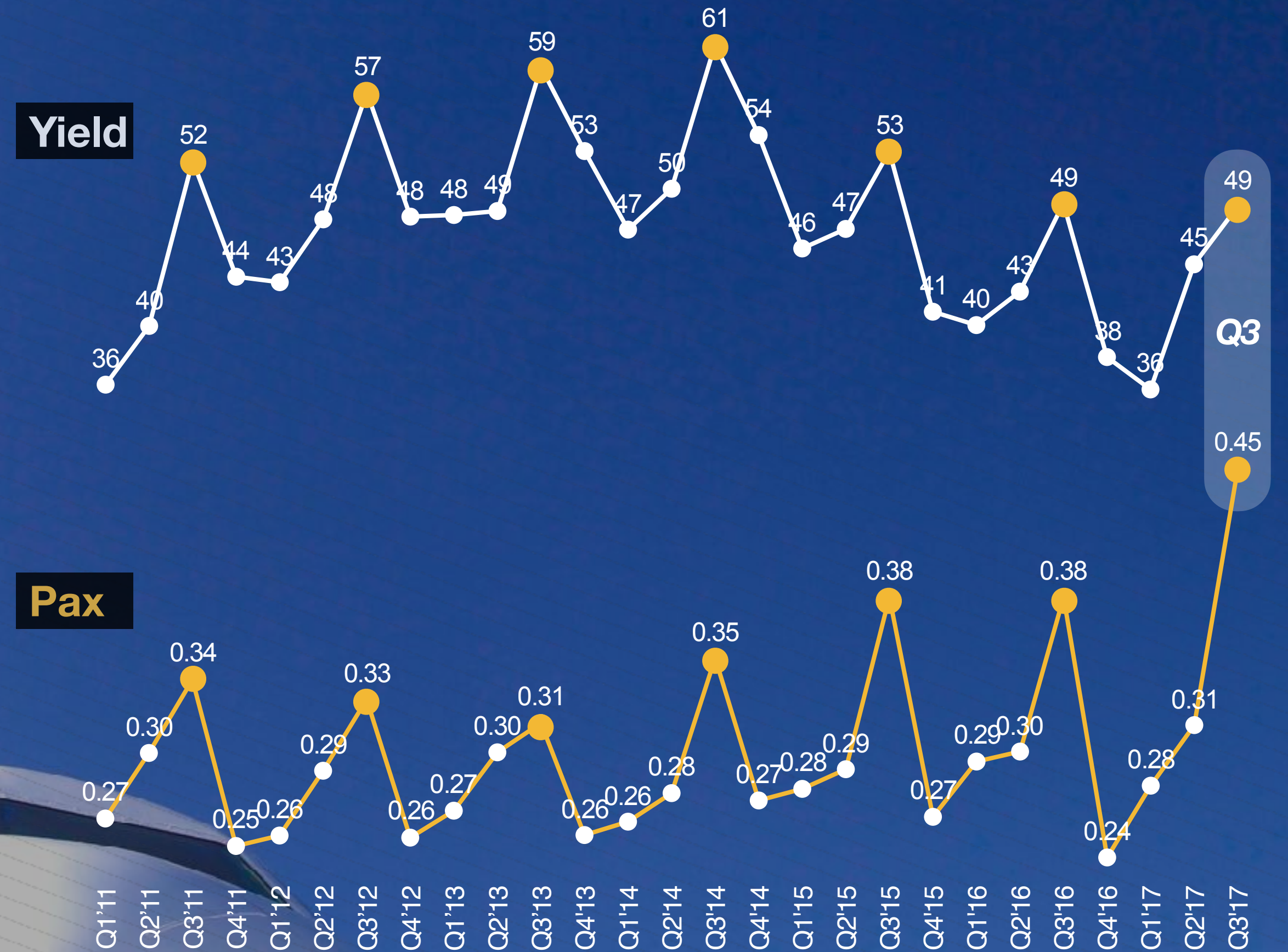


# YTD 2017 Financial Review

	Q3'17	Q3'16	% CHANGE
<b>Operating Rev</b>	<b>21,933,176</b>	18,776,039	<b>16.8%</b>
<b>Operating Exp</b>	<b>13,629,486</b>	12,752,110	<b>6.9%</b>
<b>Operating Result</b>	<b>8,303,690</b>	6,023,929	<b>37.8%</b>
<b>Net Profit</b>	<b>8,201,454</b>	6,050,122	<b>35.6%</b>

	YTD'17	YTD'16	% CHANGE
<b>Operating Rev</b>	<b>46,018,707</b>	43,456,359	<b>5.9%</b>
<b>Operating Exp</b>	<b>36,518,891</b>	33,991,403	<b>7.4%</b>
<b>Operating Result</b>	<b>9,499,816</b>	9,464,956	<b>0.4%</b>
<b>Net Profit</b>	<b>9,544,000</b>	11,969,664	<b>-20.3%</b>

**Yield (KD) vs Passengers (million)**  
By quarter ● = Q3





# YTD 2017 Financial Review

## Fuel Cost

FY2016

YTD2017

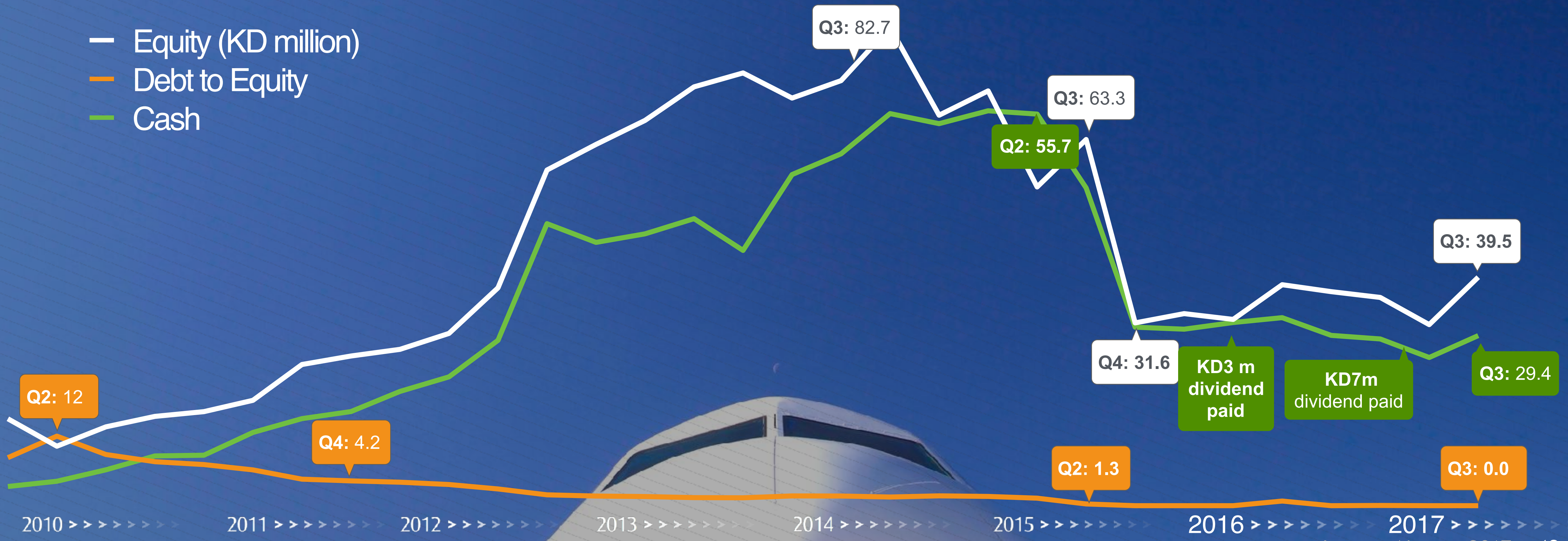




# YTD 2017 Financial Review

## Debt to Equity

- Equity (KD million)
- Debt to Equity
- Cash





# YTD 2017 Financial Review

## Balance Sheet Highlights

In Kuwaiti Dinars

	Sep'17	Jun'17	Mar'17	Dec'16
Share Capital	20.0 m	20.0 m	20.0 m	20.0 m
Equity	39.5 m	31.3 m	36.0 m	37.0 m
Cash	29.4 m	25.6 m	28.8 m	29.4 m
Debt	0 m	0 m	1.5 m	0
Working Capital	10.7 m	4.9 m	3.8 m	3.9 m



# Q&A

Photo: Recently launched new aircraft livery





# Key contacts and links

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