

FY2017



Year of the brand

Jazeera Airways
Earnings Webcast
February 8, 2018



Photo: Recently launched
new aircraft livery

Agenda

FY2017 Headline Results

FY2017 Business review

FY2018 Outlook

FY2017 Financial review

Q&A



Q4 2017 Headline Results

Operating
revenue

KD
10.6 m

+13.9% Vs. Q4 2016

Operating
result

KD
-1.8 m

Variance: -KD1.1 m
from Q4, 2016

Net
profit

KD
-1.3 m

Variance: -KD0.1 m
from Q4, 2016

Load factor
69.0%, +12.2%

Utilization
10.6, +17.5%

OTP
93.2%

Fuel Cost

Increase of KD0.7 m, +42%

Composition: KD 0.3 m resulted from additional airline operations (consumption), and KD0.4m from fuel price increase.

Photo: Recently launched
new crew uniforms

FY2017

Headline Results



FY2016 net results included a one-off KD 2.4 million transfers from foreign currency translation reserve that were reclassified to the Statement of Income.

Record

**Operating
revenue**

KD 56.6 m

+7.3% Vs. FY2016

**Operating
result**

KD 7.7 m

-12.1% Vs. FY2016

**Net
result**

KD 8.2 m

-23.7% Vs. FY2016

Load factor
73.9%, +6.7%

Utilization
10.9 hrs, +6.9%

Cost/pax
Reduced by 3.5%

Photo: Recently launched new crew uniforms

FY2017

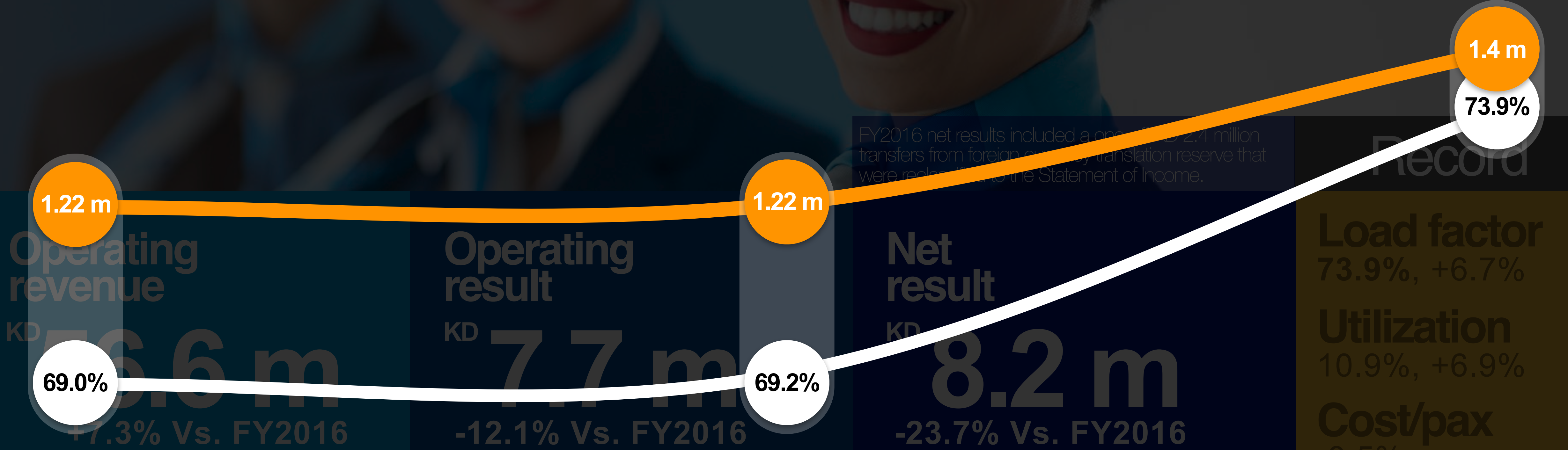
Headline Results



2015

2016

2017



FY2016 net results included a one-time 2.4 million transfers from foreign currency translation reserve that were reclassified to the Statement of Income.

Operating revenue

KD 56.6 m
+7.3% Vs. FY2016

Operating result

KD 7.7 m
-12.1% Vs. FY2016

Net result

KD 8.2 m
-23.7% Vs. FY2016

Load factor
73.9%, +6.7%

Utilization
10.9%, +6.9%

Cost/pax
-3.5%

Record

2017
Business
Review

Year of the brand

2017 Business Review



Year of the brand

New Brand

New Livery
New Uniforms
New Interiors

New Digital Platform

New Website
New Apps
New Digital Backbone

New Routes

Baku, Azerbaijan (May)
Doha, Qatar (Jul)
Hyderabad, India (Nov)

2018

Year of the ancillary

BAGGAGE

FOOD (Air Cafe)

CARGO



Reduction free allowance to 30kg in
Economy (excl. Egypt)

Launching Feb, 2018

2018

Year of the ancillary

BAGGAGE

FOOD (Air Cafe)

CARGO



Piloted in Nov'17
Launching Feb, 2018

2018

Year of the ancillary

BAGGAGE

FOOD (Air Cafe)

CARGO



Pilot program in
progress

Outlook

Photo: Render of
Jazeera's new terminal

Terminal

On track (Q1)

Highlights

2,500 sm of retail space
(Duty Free, F&B, retail, service
concessions and media
assets)

FY2018 Fleet Outlook

Highlights

Flying
hours

+68%

Seats
deployed

+65%

Utilisation
(up to 14 hours average)

+3.1 hrs

Aircraft

+2 A/C

Q1 Outlook

Mild demand



FINANCIAL REVIEW

Photo: Recently launched
new aircraft livery

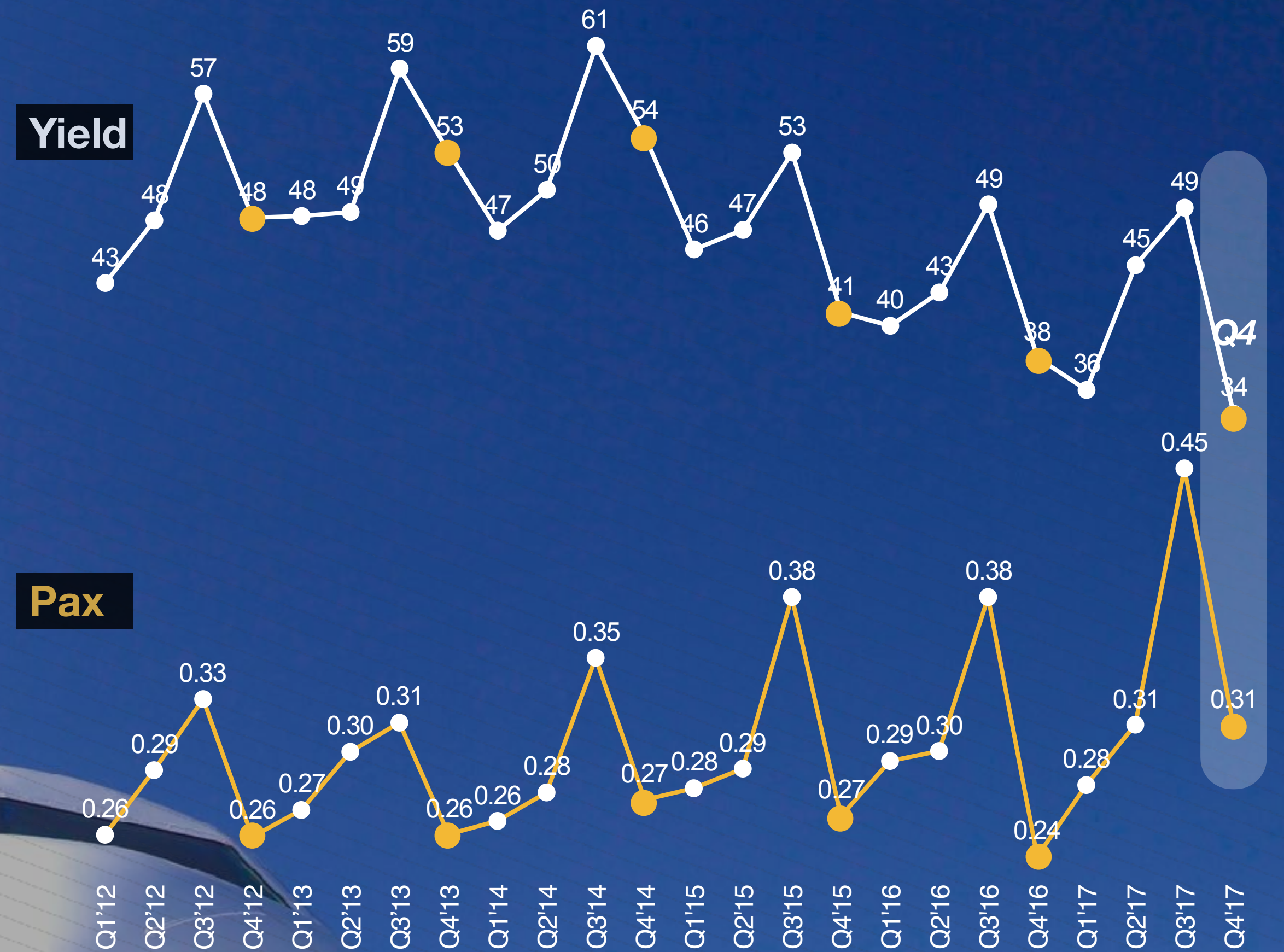
FY2017

Financial Review

	In KD		
	Q4'17	Q4'16	% CHANGE
Operating Rev	10,592,668	9,298,176	13.9%
Operating Exp	12,380,196	9,934,189	24.6%
Operating Result	-1,787,528	-636,013	
Net Profit	-1,307,746	-1,215,844	

	FY'17	FY'16	% CHANGE
Operating Rev	56,611,375	52,754,535	7.3%
Operating Exp	48,899,086	43,982,718	11.2%
Operating Result	7,712,289	8,771,817	-12.1%
Net Profit	8,235,287	10,795,212	-23.7%

Yield (KD) vs Passengers (million)
By quarter ● = Q4



FY2017

Financial Review

Fuel Cost

FY2016

FY2017

SINGJET Swap Mark (\$/BBL)

BRENT Swap Mark

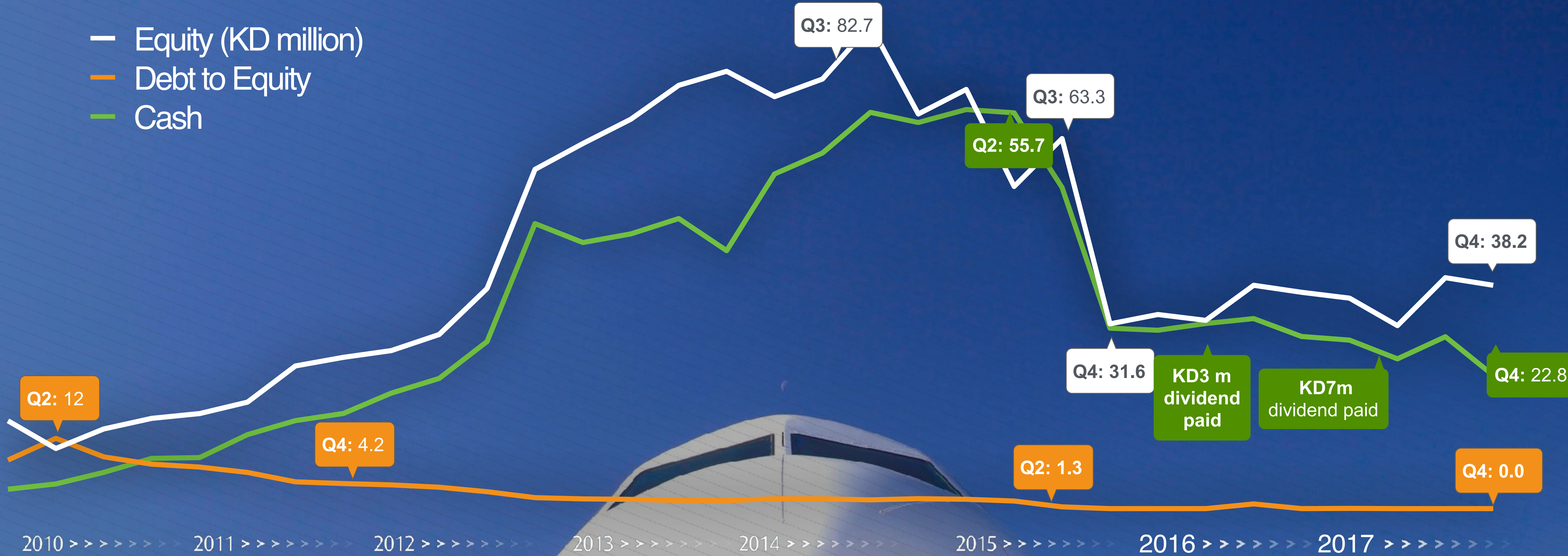


FY2017

Financial Review

Debt to Equity

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



KD3 m dividend paid

KD7m dividend paid

FY2017

Financial Review

Balance Sheet Highlights

In Kuwaiti Dinars

	Dec'17	Jun'17	Dec'16
Share Capital	20.0 m	20.0 m	20.0 m
Equity	38.2 m	31.3 m	37.0 m
Cash	22.8 m	25.6 m	29.4 m
Debt	0 m	0 m	0
Working Capital	7.0 m	4.9 m	3.9 m

FY2017
Financial
Review

Balance
Sheet
Highlights

Jazeera Airways Board of Directors Dividend Recommendation:

In Kuwaiti Dinars

	Dec'17	Jun'17	Dec'16
Share Capital	20.0 m	20.0 m	20.0 m
Equity	38.2 m	31.3 m	37.0 m
Cash	22.8 m	25.6 m	29.4 m
Debt	0 m	0 m	0
Working Capital	7.0 m	4.9 m	3.9 m

Cash distribution of **35 fils per share**, pending ratification by shareholders in the upcoming AGM.

To stay up to date with the latest investor information
investorrelations.jazeeraairways.com





Photo: Recently launched new aircraft livery

Q&A

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