

Date: 01 May 2024

التاريخ: 01 مايو 2024

To: Boursa Kuwait Company K.S.C.P.

السادة/ شركة بورصة الكويت  
المحترمين،  
تحية طيبة وبعد ،،،

**Subject: Disclosure regarding the conference call held with analysts and investors of Jazeera Airways K.S.C.P. for the Condensed consolidated interim financial information for the period ended 31/03/2024.**

**الموضوع / إفصاح شركة طيران الجزيرة ش.م.ك.ع. عن انعقاد مؤتمر المحللين / المستثمرين عن المعلومات المالية المرحلية المكثفة المجمعدة عن الفترة المالية المنتهية في 2024/03/31**

With reference to the above subject, please note that the conference with analysts and investors for the condensed consolidated interim financial information for the period ended 31/03/2024 was held via a Conference call on Wednesday 01 May 2024 at 3:00pm, and that no material information was shared during the call.

بالإشارة إلى الموضوع أعلاه، يرجى الإحاطة بأن مؤتمر المحللين / المستثمرين عن المعلومات المالية المرحلية المكثفة المجمعدة عن الفترة المالية المنتهية في 2024/03/31 قد انعقد عن طريق (Conference Call) يوم الأربعاء الموافق 01 مايو 2024 الساعة الثالثة عصراً، علماً بأنه لم يتم تداول أي معلومات جوهرية خلال المؤتمر.

The earnings presentation for the conference call is attached to this disclosure and the transcript will be shared in due course.

مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين، وستقوم الشركة بالإفصاح لاحقاً عن محضر المؤتمر.

Sincerely,

وتفضلوا بقبول فائق الإحترام ،،،

باراثان پاسوپاثي  
الرئيس التنفيذي  
Barathan Pasupathi  
CEO



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**Jazeera.**

**1Q24 Earnings Webcast**

**01 May 2024**





**Starting Shortly...**

# Disclaimer

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# Agenda

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- ◆ CEO Introduction
- ◆ Operational & Financial Headlines
- ◆ Operational Performance
- ◆ Outlook for 1Q24 & 2024
- ◆ Financial Review

Q&A





# Operational & Financial Headlines

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# 1Q24 Operational Headlines



## PASSENGERS

1Q24: 1,155 K  
1Q23: 1,108 K

+4.2%



## LOAD FACTOR

1Q24: 79.3%  
1Q23: 82.1%

-2.7%



## UTILIZATION

1Q24: 11.6 hrs  
1Q23: 13.7 hrs

-15.1%



## YIELD

1Q24: KWD37.4  
1Q23: KWD41.1

-9.0%

# 1Q24 Financial Headlines



## REVENUE

**1Q24: KWD46.4 mn**  
1Q23: KWD48.3 mn

**-4.1%**



## OPERATING PROFIT

**1Q24: KWD1.3 mn**  
1Q23: KWD3.6 mn

**-64.6%**



## NET PROFIT

**1Q24\*: - KWD2.7 mn**  
1Q23: KWD2.3 mn

**-216.5%**

\*Includes a one-off FX revaluation loss of KWD2.5 mn.



# Ancillary Revenue



## CARGO REVENUE

1Q24: KWD466 k  
1Q23: KWD536 k

-13.1%



## ANCILLARY REVENUE

1Q24: KWD4.4 mn  
1Q23: KWD4.1 mn

+9.2%



## E-COMMERCE REVENUE

1Q24: KWD9.3 mn  
1Q23: KWD8.9 mn

+4.7%

# Terminal 5 Performance

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1Q24

KWD3.1 mn  
Revenue

1Q23: KWD2.8 mn

KWD2.5 mn  
EBITDA

1Q23: KWD2.2 mn

KWD2.3 mn  
Net Profit

1Q23: KWD1.9 mn

**Retail occupancy:** stability in retail offering with occupancy at + 95% of available space

**Capacity:** T5 expansion pursued to increase footprint

**Duty free:** growth of 6% in sales and 10% in net profit over 1Q23

1.15  
mn passenger





# Operational Performance

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شركة المزيني للصيرفة

Al Muzaini  المزيني

AL MUTAWA PHARMACIES  صيدليات المطوع  
صيدلية جزيرة المطوع

x-cite.  سايت

بيترزاهف Pizza Hut 

المزيني  
AL Muzaini  
لشركة الفوز  
جوائز قيمة  
GRAND PROMOTION  
\$130,000  
MESA PRIZE  
تويوتا الحزين  
BMW X3 2023  
\$1,500  
\$1,000  
2x  
مزايا إضافية  
AL Muzaini APP TRANSFER  
مزايا إضافية  
مزايا إضافية

BRING SOUND TO LIFE  
EQ

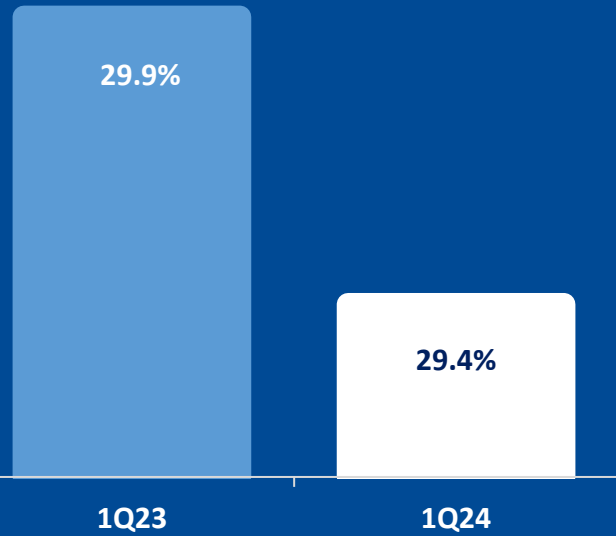
24  
تجديدات  
مستلزمات  
المنزل



# 1Q24 Market Share & Passengers Distribution

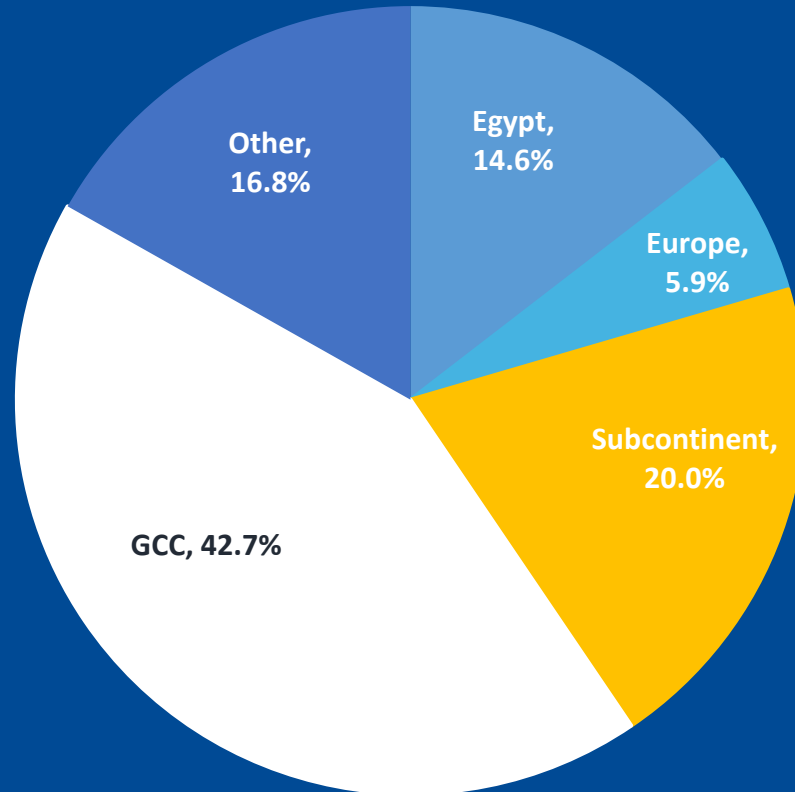
## MARKET SHARE

29.4% at KWI

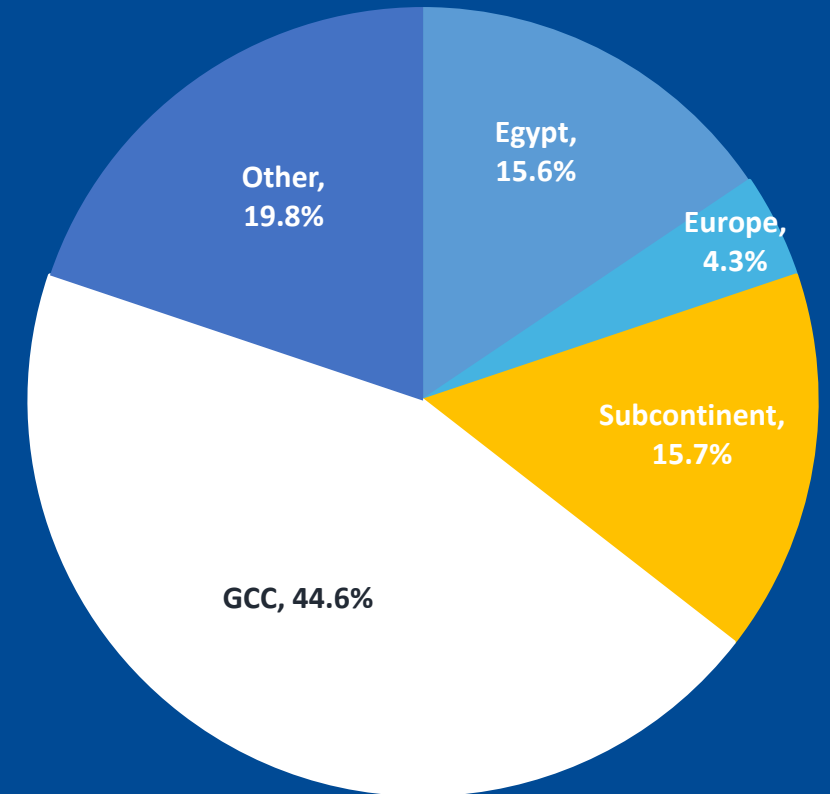


1Q24 market share of 37.3% on Jazeera network compared to 36.1% in 1Q23.

## PASSENGERS GEOGRAPHIC DISTRIBUTION – 1Q23



## PASSENGERS GEOGRAPHIC DISTRIBUTION – 1Q24





# Operational Updates

## Network

- Rebalancing of network to market conditions.
- Nimble capacity alignments to match supply and demand.

## Fuel

- Fuel prices slightly lower than 1Q23.
- Hedge renewals to normalize fuel index.

## Savers Club

- Launched in December 2023 with the aim of increasing passenger loyalty.

## Fleet

- All Jazeera operated aircraft with no wet-lease requirement.
- Summer 2024 will have one more aircraft over summer 2023.

## Family Visit Visa

- DGCA issued a directive in February mandating use of Kuwait Airways and Jazeera Airways for passengers holding a “family visit” entry visa.

## Summer Schedule

- Opportunistic and targeted growth with a focus on launching direct new destinations.

## OTP

- Strong OTP of 88% during 1Q24.



# Outlook

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# Outlook for 2Q24 and FY2024

## Operating Performance

- Expect stronger momentum from Family Visa in 2Q and 3Q24.
- Jet fuel and crack spread have marginally subsided but remain elevated.
- Renewed the hedging contract against crack spread to eliminate potential risks during 2024.
- Passenger growth in line with overall market.

## Travel Outlook

- Yields will normalize at current levels with capacity from Non-Kuwaiti Carriers.
- Nimble rebalancing of capacity and markets while seeking opportunistic growth.
- Haj season provides strong runway into the summer.
- Expect a busy summer season effective mid-June through to mid-September 2024.
- Overall, foresee a more dynamic year compared to 2023.



# Financial Review

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# 1Q23 Vs 1Q24 Key Parameters

## 1Q23 Vs 1Q24

Operating Parameters	1Q23	1Q24	CHANGE
Average Aircraft	20	23.0	15.3%
Destination Cities	51	50	-2.0%

Revenue Drivers	1Q23	1Q24	CHANGE
Seats	1,350,193	1,455,866	7.8%
Passengers	1,108,007	1,154,810	4.2%
Load Factor	82.1%	79.3%	-2.7%
Net Yield	41.1	37.4	-9.0%

Profitability Drivers	1Q23	1Q24	CHANGE
Sectors	8,003	8,608	7.6%
Block Hours	24,588	24,338	-1.0%
Utilization (BH per Day)	13.7	11.6	-15.1%

KWD	1Q23	1Q24	CHANGE
Revenue	48,326,771	46,359,630	-4.1%
Operating Expenses	-44,699,386	-45,076,966	0.8%
Operating Profit	3,627,384	1,282,664	-64.6%
Net Profit (Loss)	2,316,719	-2,698,460	-216.5%

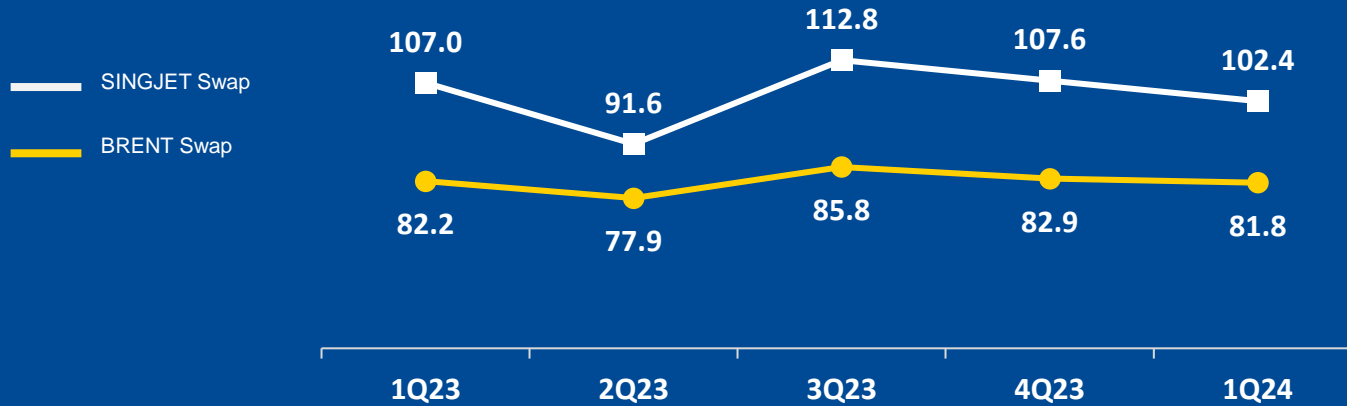
KWD	FY23	1Q24	CHANGE
Cash	32,904,993	38,791,922	17.9%
Fixed Assets	75,239,066	74,756,470	-0.6%
Total Assets	286,436,125	290,009,073	1.2%
Total Liabilities	260,938,958	267,397,967	2.5%
Total Equity	25,497,167	22,611,106	-11.3%

# 1Q24 Financial Performance

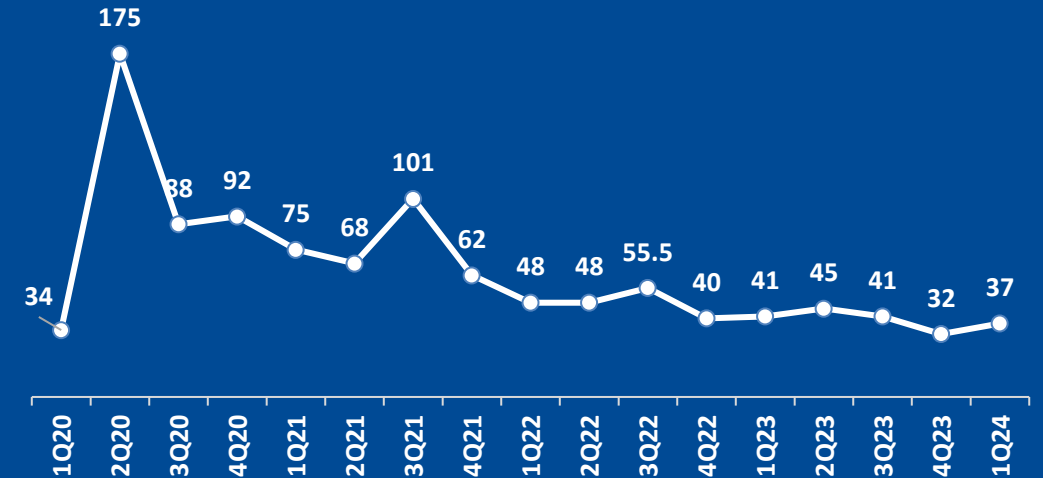
- Revenue decreased because of lower yield and seat factor coupled with the impact of 10 days of Ramadan shifting into 1Q24.
- Operating costs were in line with 1Q23 as total block hours remained flat but with an increase of 8% in number of sectors.
- One-off foreign exchange hit of KWD2.5 mn on the back of devaluation of currencies in countries where Jazeera has active operations.
- Cash balance increased to KWD38.8 mn from KWD32.9 mn in FY23 due to increased advance bookings and utilization of credit facilities in 1Q24.
- No major changes in Fixed Assets or ROU.
- Orderbook delivery effective 2026 is an asset.

# 1Q24 Key Performance Metrics

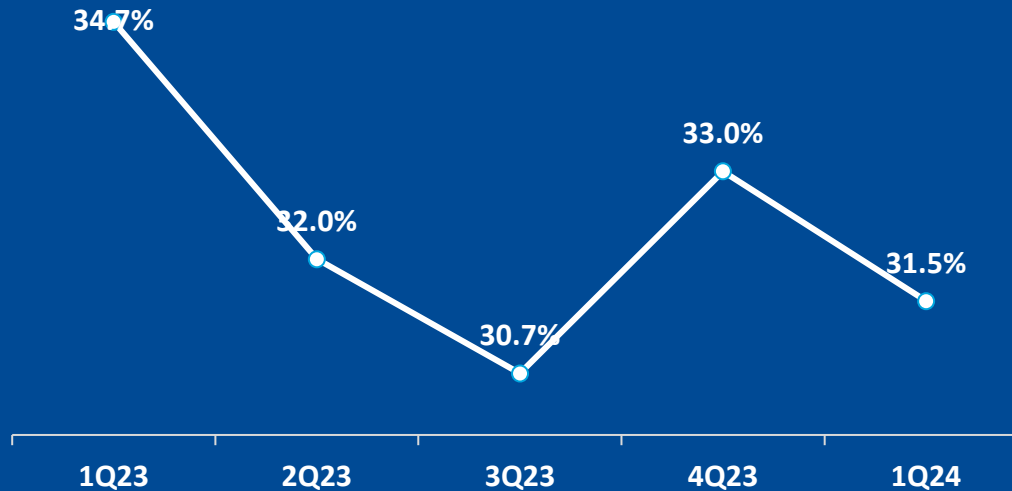
## BRENT Swap Vs. SINGJET Swap (USD/BBL)



## Quarterly Yield (KWD)



## Fuel as Percent of Direct Costs



## Quarterly Passengers (000)





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# Contact

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**Jazeera Airways KSC is listed on the Kuwait Stock Exchange**

Bloomberg: Jazeera KK  
Reuters: JAZK.KW

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