



***FY 2019 Results Pres***

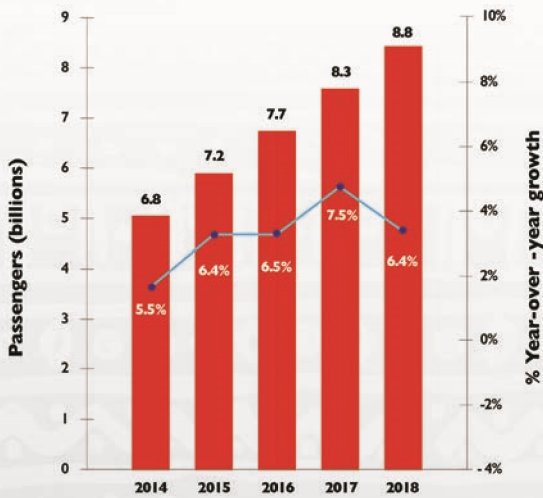
**27<sup>th</sup> May 2020**

*Overview of  
Aviation in 2019:  
Global & Africa*

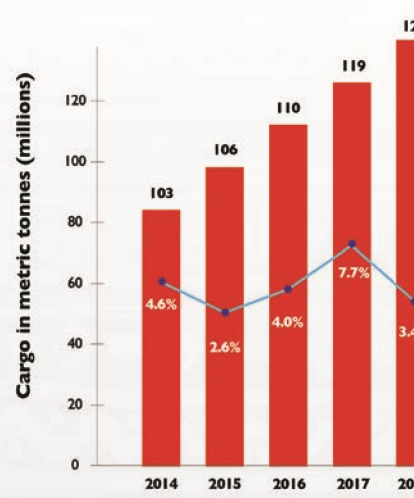


# Global Aviation: Continued growth

## Global Passenger Traffic



## Global Air Cargo Traffic



### 2016 -2018 GROWTH YOY

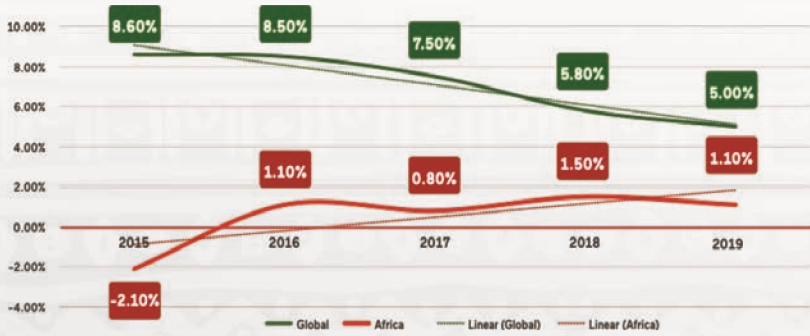
- Growth in international Tourism
- Global economic growth
- Lower Air fares, greater connectivity

### 2019

- Weak
- Reduc
- US- C
- Uncer
- Geop
- US/M

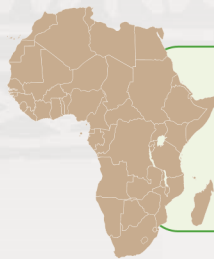
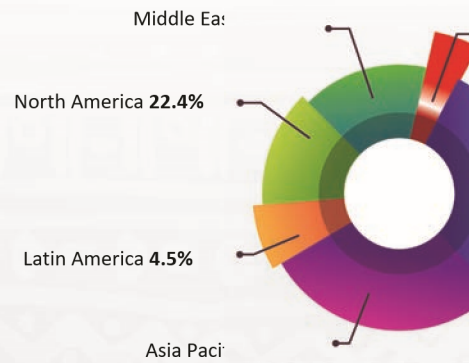
# Africa Aviation: Strong potential for growth

**Africa Growth Trend**



Source: IATA

**World scheduled passenger and cargo tonne kilometers by region of airline Revenue Tonnes (millions)**



**Africa is still below global average of 5.1% - Highest growth potential**



***Pursuing Growth in 2019:  
Key Highlights***

# Increasing Connectivity



Geneva



Rome



Malindi



Jambojet IOSA  
Certification



back ;

# Partnerships: Increasing Connectivity



**Alitalia**

*Increased connectivity to Europe,  
the Far East and South America*



**Delta**

*Onward connectivity across  
the US and Canada*



**BRITISH AIRWAYS**

*Additional access to the  
extensive European network*

## Operational Highlights



**+15%**

**Available Seat KMs**

16,731 mil

14,551 mil



**+6.7%**

**Passenger Number**

5.1 mil

4.8 mil



**+6.3%**

**Cargo Volumes**

68,264 Tonnes

64,238 Tonnes



**+9%**

**Block Hours**

169,773

155,703



# Recognition & Awards



*Network Rationalisation*



*Best Talent Acquisition team  
Sub-Saharan Africa in the LinkedIn  
Talent Awards 2019.*



*The Airline of Choice - Cargo  
Services - Aviation Business Excellence  
Awards*



*Ranked 5th amongst listed companies  
in Kenya that ensure gender balance  
NSE in partnership with Equity*



***FY 2019  
Financial Results***

## *Adopting the New Financial Reporting Standard* **IFRS 16**

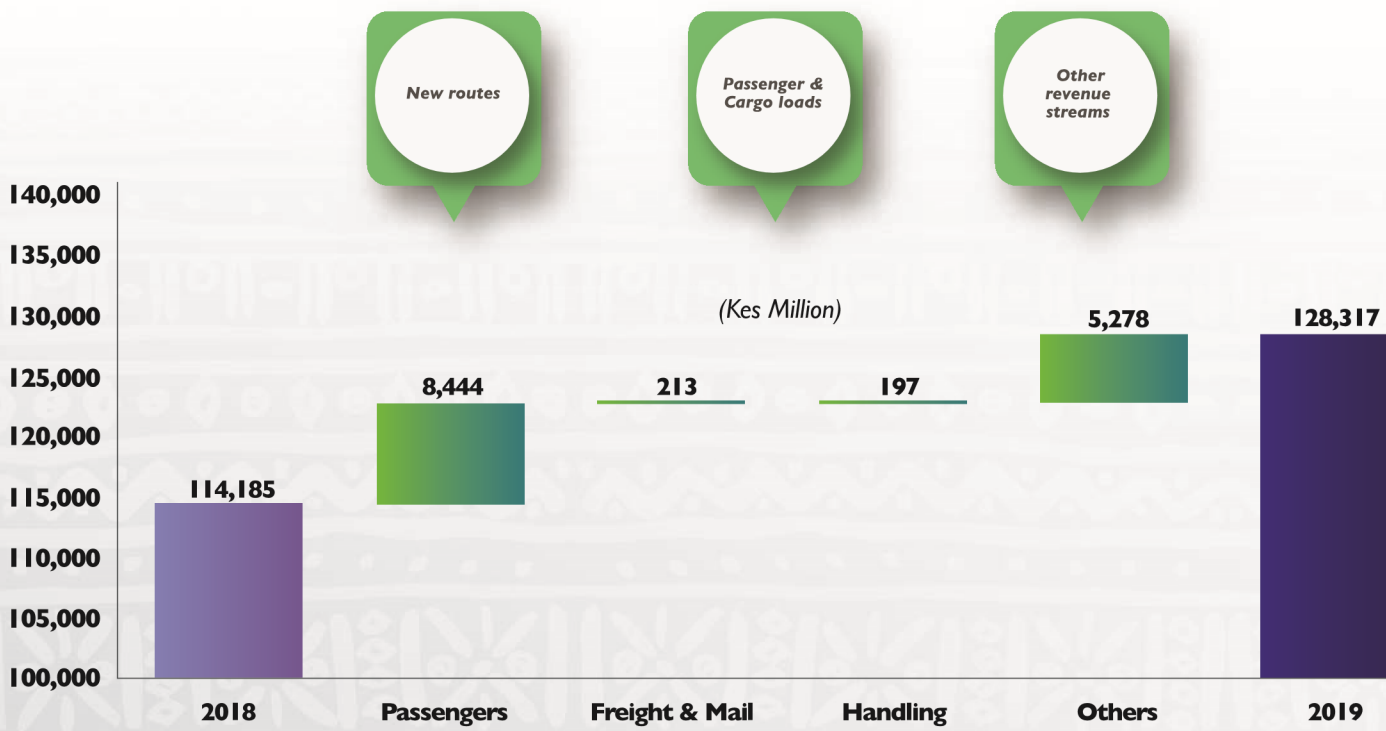
**Principle:** Operating leases are now recognised as assets in financial statements of companies that lease assets and those that buy.

### **IAS 17**

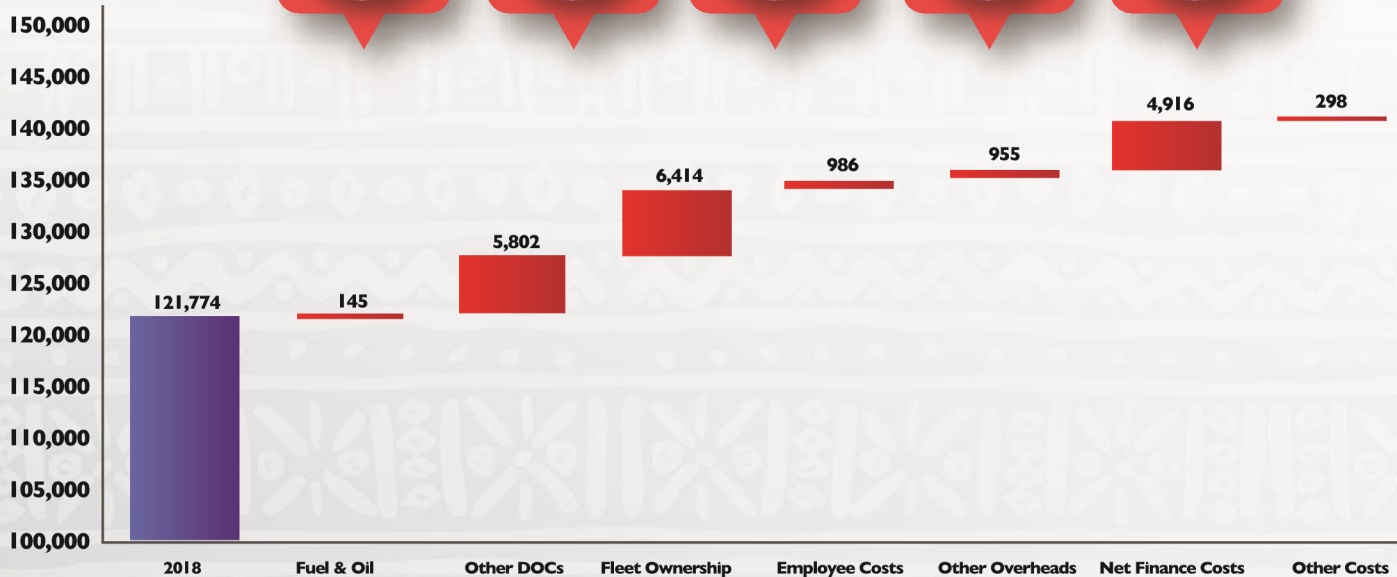
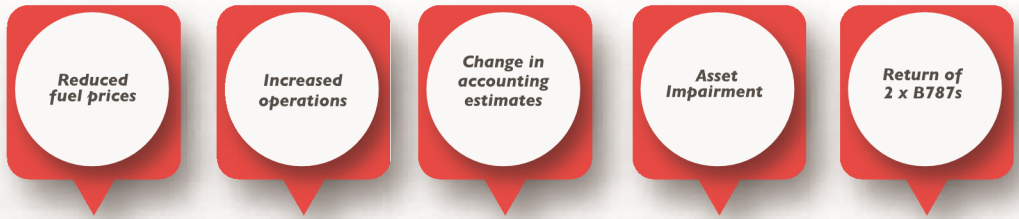
- Leases are off balance sheet
- Lease rental payments are expensed

- Leases are recognised as
- Assets and liabilities
- Liabilities
- Notionally

# Total revenues improved

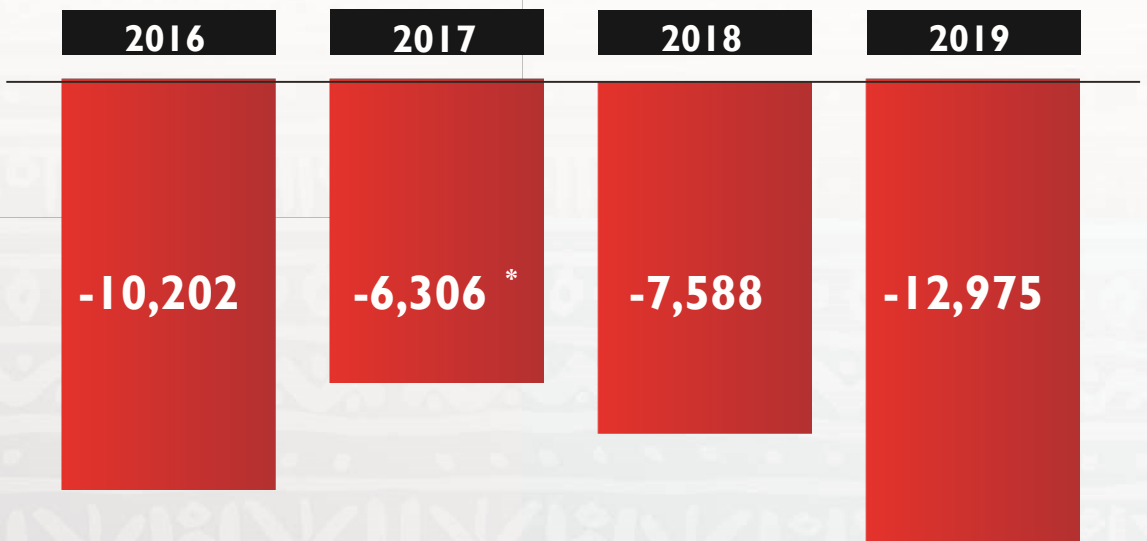


# Costs Increased



# Full Year Loss Before Tax

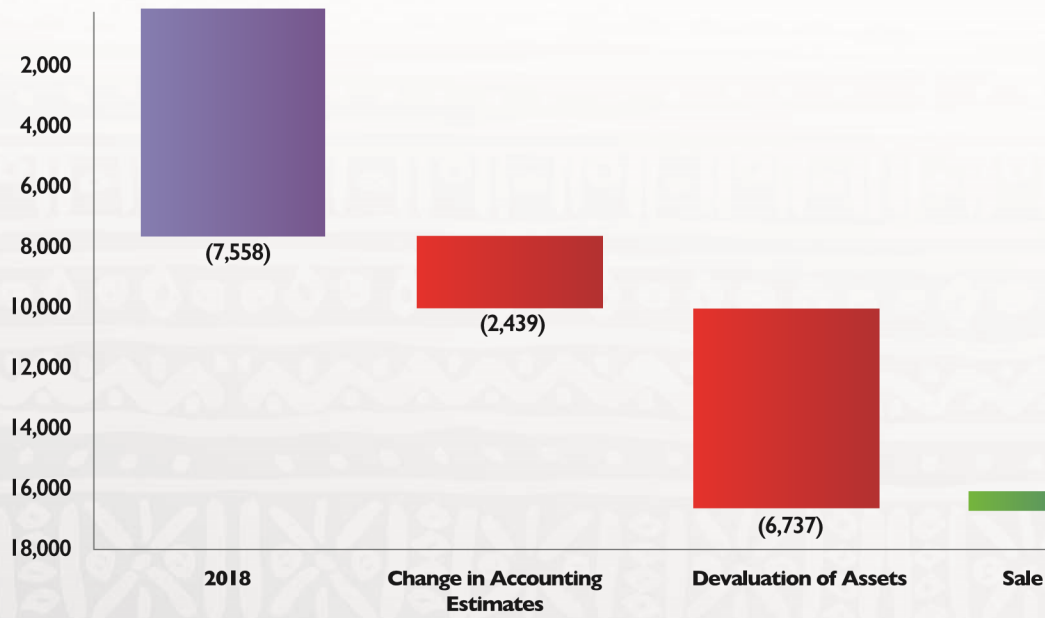
(Kes Million)



\*Nine (9) months

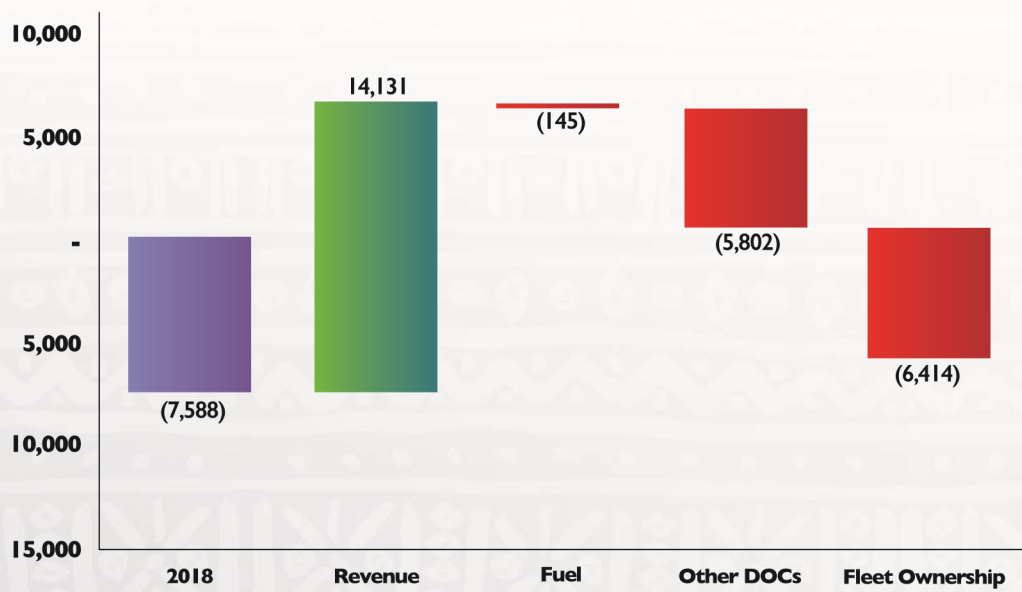
# Movement in financial Results

(Kes Million)



# Detailed movement of 2018 vs 2019

(Kes Million)





## Summary of Consolidated Income Statement

	Dec-19
	KShs. Mil
Total Revenues	128,317
Total Operating Costs	(129,170)
Operating Loss	(853)
Operating Margin %	(0.7)
Total Financial Items	(12,122)
Loss before Tax	(12,975)
Taxation	(10)
Net loss after tax	(12,985)
Net Margin %	(10.1)

Operating Statistics	Dec-19
ASKs (Mil)	16,731
RPKs (Mil)	12,881
Cabin Factor	77.0%
Passengers (Mil)	5.16
Cargo Tonnes	68,264
Block Hours	169,773

# Summary of Consolidated Statement

	31 Dec
<b>Assets</b>	
<b>Non-current assets</b>	
<b>Current assets</b>	
<b>TOTAL ASSETS</b>	
<b>EQUITY AND LIABILITIES</b>	
<b>Equity attributable to owners</b>	
<b>Non-controlling interest</b>	
<b>TOTAL EQUITY</b>	
<b>Liabilities</b>	
<b>Non - current liabilities</b>	
<b>Current liabilities</b>	
<b>TOTAL EQUITY AND LIABILITIES</b>	

# Summary of Consolidated statement of cash flows

<b>Cashflows from operating activities</b>
Cash generated from operations
Interest received
Interest paid
Income tax paid
<b>Net cash generated from operating activities</b>
<b>Net cash generated from investing activities</b>
<b>Net cash used in financing activities</b>
<b>(Decrease) in cash and cash equivalents</b>
<b>Cash and cash equivalents at beginning of year</b>
<b>Cash and cash equivalents at end of year</b>

A red-tinted photograph of an airport lounge. In the foreground, several rows of metal chairs with curved backs are visible. In the upper right, a black umbrella hangs from the ceiling. The background shows a window with a view of a cloudy sky. The text "Future Outlook" is overlaid in white, italicized font on the left side of the image.

*Future Outlook*

## Managing COVID-19

In the wake of COVID-19, we have continued to contribute to sustaining connections for our produce to reach international markets, medical supplies, and humanitarian aid.



### Keeping Africa's economy moving by linking products to markets

- **Flowers deliveries to Europe**  
1,200 tons
- **Foodstuffs to Europe, Middle East**  
2,600 tons



### Humanitarian: Re-uniting families and providing medical supplies

- **Medical Supplies**  
1,500 tons
- **Reuniting families**  
10 flights, 1,146 passengers

# *The future in a post COVID -19 world*



## **Safe Travel**

- *Health*
- *Safety*



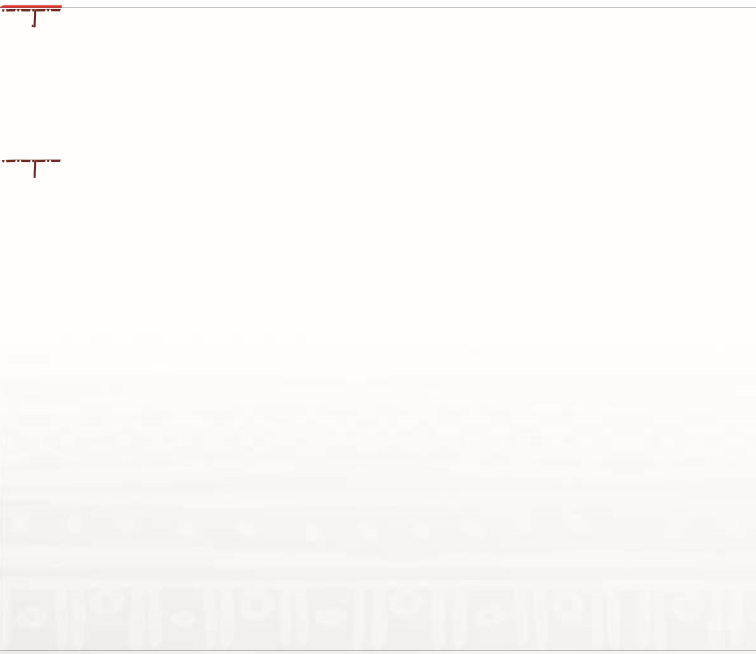
## **Diversify**

- *Cargo*
- *MRO*



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***Asant***