

FINANCIAL RESULTS FOR THE QUARTER ENDED 31 MARCH 2018

Raja Azmi Raja Nazuddin Chief Financial Officer 28th May 2018



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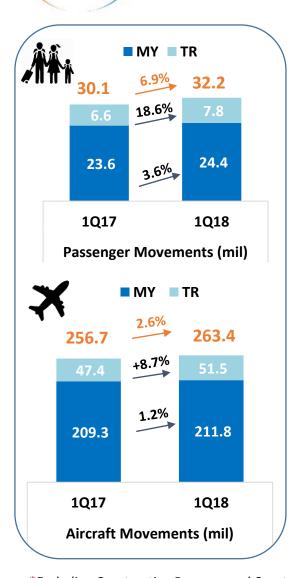
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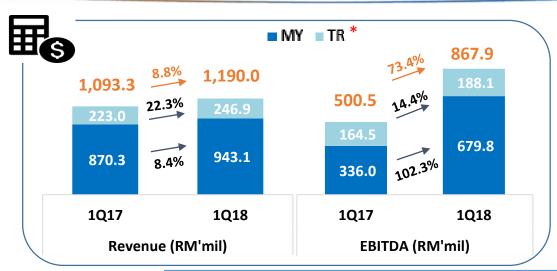
The financial results should be read in conjunction with the audited Financial Statements for the year ended 31 December 2017 and the Interim Financial Statements for the quarter ended 31 March 2018.

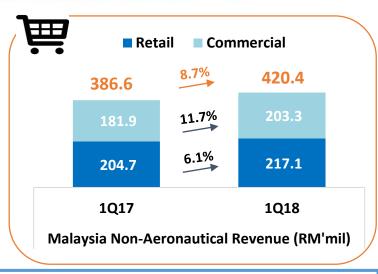




1Q18 Key Highlights







Key Highlights

Group EBITDA increased by RM500.5mil to RM867.9mil, 73.4% higher compared to 1Q17

- Increase in Group EBITDA is largely due to the unrealised gain on the fair value of investment GMR Hyderabad Int'l Airport (RM258.4 million) and gain on disposal of GMR Male Int'l Airport (RM28.2 million)
- Excluding the unrealised gain on fair value and gain on disposal, Group EBITDA rose by 16.2% to RM581.3, mainly due the 11.8% overall international passenger growth
- Group's PBT (个359.4% to RM472.7 million) and PAT (个580.9% to RM444.6 million)

Group passenger growth and aircraft movement ↑6.9% and ↑2.6% respectively

- Traffic growth in Malaysia and Turkey 个3.6% and 个18.6% respectively
- International traffic growth higher for Malaysia (个10.8%) and Turkey (个17.5%)

Group non-aeronautical revenue continues to grow by ↑7.6% to RM528.9 million

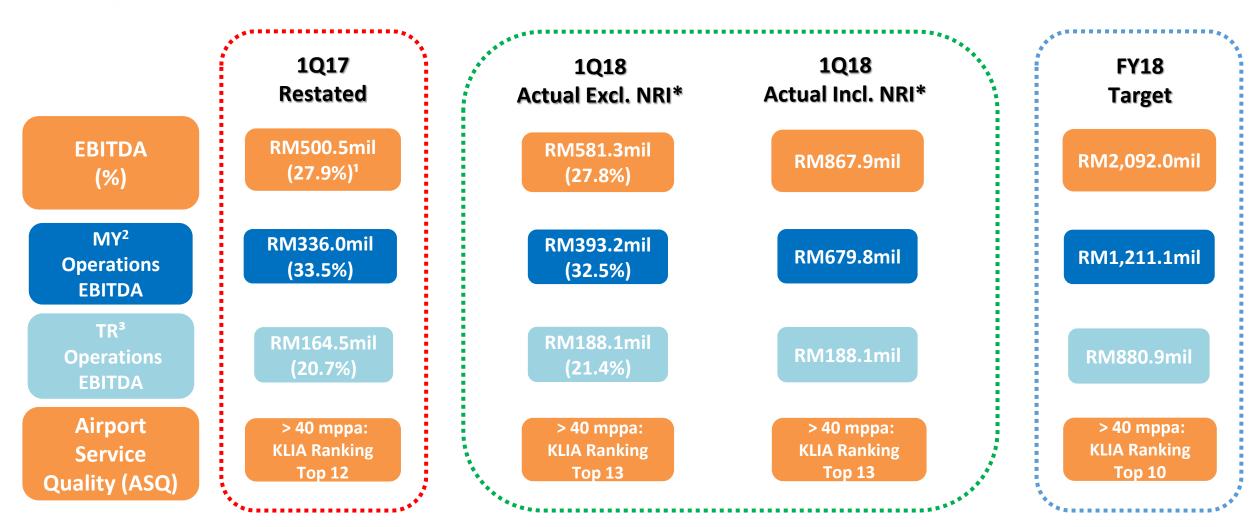
• Mainly driven by improved commercial (\uparrow 11.7%) and retail (\uparrow 6.1%) revenues

^{*}Excluding Construction Revenue and Construction Cost in relation to IC interpretation 12: Service Concession Arrangement (IC12)

Note: Prior period financials have been restated to reflect the changes in accounting policy as a result of the transition to the Malaysian Financial Reporting Standards, as disclosed in Notes 1 & 2 to the Interim Financial Statements for the quarter ended 31 March 2018



Headline Key Performance Indicator (KPI)



¹% represents percentage of KPI achieved for the financial year

² MY represents results from the Malaysian operation and overseas project and repair maintenance segment in Qatar

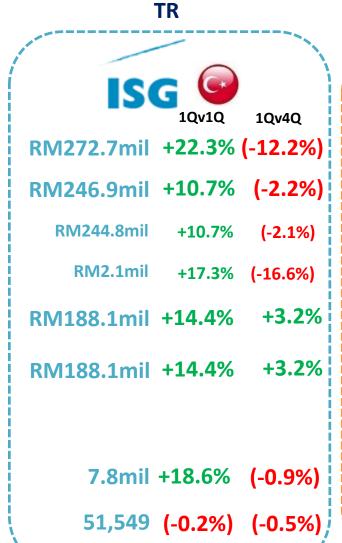
³ TR represents consolidated results from ISG & LGM in Turkey

^{*}Non recurring income (NRI) represents the unrealised gain on fair value of investment in GMR Hyderabad Int'l Airport Limited (GHIAL) - (RM258.4mil) and gain on disposal of investment in GMR Malé Int'l Airport (GMIAL) - (RM28.2mil)



Quarter-on-Quarter & Preceding Quarter Executive Summary

	~~~~~~~	MY	
	AII	LAYSIA RPORTS	
		1Qv1Q	1Qv4Q
Revenue incl. IC12	RM943.1mil	+8.4%	+0.8%
Revenue excl. IC12	RM943.1mil	+8.4%	+0.8%
Airport Operations	RM872.5mil	+9.4%	+1.2%
Non-Airport Operations	RM70.6mil	(-3.4%)	(-4.0%)
EBITDA incl. EI	RM679.8mil	+102.3%	+167.2%
EBITDA excl. EI	RM393.2mil	+17.0%	+54.5%
Net Assets			
Passengers	24.4mil	+3.6%	(-0.9%)
Aircrafts	211,829	+1.2%	(-1.2%)





**MAHB GROUP** 

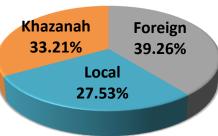


### **Equity Profile**

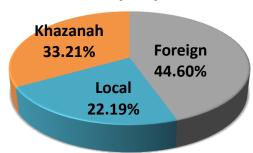
#### **Shareholding Profile**

No. of paid-up share capital: 1,659,191,828

#### As at 31/12/2017



#### As at 31/03/2018



#### **Dividend Profile**

Financial Year		dend nent Plan tion Rate	Dividend	Payment F (sen)	er Share	Tot	tal Amount F (RM' mil)	Paid	Dividend Payout Ratio*
Teal	Interim	Final	Interim	Final	Total	Interim	Final	Total	Total
2012	46.2%	85.0%	6.00	7.63	13.63	72.60	92.86	165.46	50.0%
2013	88.4%	87.6%	6.00	5.78	11.78	73.95	78.87	152.82	50.0%
2014	53.4%	74.1%	2.00	3.60	5.60	27.48	59.47	86.95	61.2%
2015	N/A	N/A	4.00	4.50	8.50	66.37	74.66	141.03	58.1%
2016	N/A	N/A	4.00 6.00		10.00	66.37	99.55	165.92	55.5%
2017	N/A	N/A	5.00	8.00	13.00	82.96	132.74	215.70	55.1%

^{*} The dividend payout ratio is based on adjusted net core profit of the Group

#### **Borrowing Profile**



	31/03/2018	31/12/2017
Net debt (RM'mil)	3,269.9	2,977.8
Share of fixed-rate debt	100% <mark>²</mark>	100% <mark>²</mark>
Weighted average maturity (years)	5.03	5.28
Weighted average cost	4.03%	4.02%
Gross gearing ratio (times)	0.61x	0.63x

Credit Rating / Outlook	
RAM (Reaffirmed on 12/12/17)	AAA / Stable
Moody's (Reaffirmed on 15/01/18)	A3 / Stable

¹ Non-call 10 year, fixed initial periodic distribution rate of 5.75% recognised in equity

² After ISG's floating rate swap



### **Significant Events**

 Malaysia Operations 23/03/17: Malaysia Airports signs MoU with Cainiao Network to explore the development of a regional e-commerce and logistics hub 06/06/17: Malaysia Airports bids farewell to Tan Sri Dato' Sri Dr Wan Abdul Aziz and welcomes its new chairman, Y.A.M. Tan Sri Dato' Seri Syed Anwar Jamalullail 24/08/17: World's first Proof of Concept for Hajj pilgrims pre-clearance was conducted at KLIA 26/09/17: klia2, the first airport in Southeast Asia to earn the prestigious Gold Leed Building Certification 26/10/17: Malaysia Airports signs MOA with Malaysia Tourism Board and GMR Hyderabad Airport Limited to promote tourism 03/11/17: Malaysia Airports and Cainiao Network (Alibaba's logistics arm) launched the Digital Free Trade Zone at KLIA Aeropolis 08/11/17: Malaysia Airports and Tourism Malaysia sign MOU at the World Travel Market to promote and develop tourism into Malaysia 02/02/18: Proposed disposal by Malaysia Airports of its entire 11% equity interest in GMR Hyderabad International Airport Limited 07/02/18: Malaysia Airports concludes two partnership agreements and two MOUs at the Singapore Airshow 13/03/18: Malaysia Airports collaborated with Axis REIT and Senior Aerospace as part of an initiative to revitalise Subang Aerospace Park 22/03/18: KLIA won Routes Asia 2018 Marketing Award

27/03/18: Proposed disposal by Malaysia Airports of its entire 23% equity interest in GMR Male International Airport Limited (GMIAL)

- 01/03/17: Malaysia Airports announces future plans for ISG and changes in leadership
- 04/04/17: Commissioning of new rapid taxiways at ISG
- 05/06/17: Commencement of boarding hall extension works to add 8 million passenger capacity
- □ 20/10/17: Extension of ISG Concession Agreement to an extra 2 years to a total of 22 years ending 27 August 2032

**Turkey Operations** 





# **Group 1Q18 Results (vs 1Q17)**

		1Q18		10	17 (Restat	ed)		MY		TR	V	MAHB Group
(RM'mil)	MY	TR	MAHB Group	MY	TR	MAHB Group		Variance %		Variance %		Variance %
Revenue incl. IC12	943.1	272.7	1,215.8	870.3	223.0	1,093.3		8.4	<u> </u>	22.3	<u> </u>	11.2
Revenue excl. IC12	943.1	246.9	1,190.0	870.3	223.0	1,093.3	_	8.4	<u> </u>	10.7	_	8.8
Other Income	337.1	4.7	341.8	52.1	3.5	55.6	_	547.2	<u> </u>	33.0	_	514.5
Direct Cost	(185.4)	-	(185.4)	(184.7)	-	(184.7)	$\overline{}$	(0.4)	_	-	$\overline{}$	(0.4)
Operating Expenditure	(415.0)	(63.5)	(478.4)	(401.7)	(62.1)	(463.8)	$\overline{}$	(3.3)	$\overline{}$	(2.2)	$\overline{}$	(3.2)
Construction Cost	-	(25.8)	(25.8)	-	-	-	_	-		-		-
EBITDA	679.8	188.1	867.9	336.0	164.5	500.5	_	102.3	<u> </u>	14.4	_	73.4
Depreciation & Amortisation	(89.6)	(128.4)	(218.0)	(87.8)	(140.0)	(227.9)	$\overline{}$	(2.1)	_	8.3		4.3
Finance Costs	(43.4)	(136.3)	(179.7)	(44.0)	(130.4)	(174.5)		1.5	$\overline{}$	(4.5)	$\overline{}$	(3.0)
Share of Assoc. & JV Profit	2.5	-	2.5	4.8	-	4.8	$\overline{}$	(47.9)		-	$\overline{}$	(47.9)
PBT	549.2	(76.5)	472.7	208.9	(106.0)	102.9		162.9	<u> </u>	27.8	_	359.4
Taxation & Zakat	(39.3)	11.1	(28.1)	(54.7)	17.1	(37.6)		28.3	$\overline{}$	(34.9)		25.2
Net Earnings	510.0	(65.4)	444.6	154.2	(88.9)	65.3		230.8	_	26.4	_	580.9
EBITDA Margin (%) (excl. IC12)	72.1%	76.2%	72.9%	38.6%	73.7%	45.8%		33.5 ppt	<u> </u>	2.5 ppt	<u> </u>	27.2 ppt
PBT Margin (%) (excl. IC12)	58.2%	-31.0%	39.7%	24.0%	-47.5%	9.4%		34.2 ppt	<u> </u>	16.5 ppt	<u> </u>	30.3 ppt

Exchange rate used in profit and loss for 1Q18: RM4.79/EUR Exchange rate used in profit and loss for 1Q17: RM4.72/EUR



### **Group 1Q18 Results (vs 1Q17)**

	1Q18			10	Q17 (Resta	ted)	MY	TR	N	IAHB Group	
(RM'mil)	MY	TR	MAHB Group	MY	TR Group		Variance %	Variance %		Variance %	
Revenue incl. IC12	943.1	272.7	1,215.8	870.3	223.0	1,093.3	<u>▲ 8.4</u>	22.3		11.2	
Revenue excl. IC12	943.1	246.9	1,190.0	870.3	223.0	1,093.3	<b>8.4</b>	10.7		8.8	

#### **Group revenue grew by 8.8%***

- Airport operations: RM1,117.3mil (+9.7%)
  - Aeronautical: RM588.4mil (+11.7%) mainly due to higher international passenger growth in Malaysia and Turkey by 10.8% and 17.5% respectively, leading to higher PSC revenue
  - Non-Aeronautical: RM528.9mil (+7.6%) mainly due to higher commercial and retail revenue in Malaysia by 11.7% and 6.1% respectively.
- Non-airport operations: RM72.7mil (-2.9%)
  - Project and repair maintenance: RM38.9mil (-1.9%)
  - Hotel: RM26.1mil (+4.3%)
  - Agriculture & horticulture: RM7.8mil (-23.8%)



### **Group 1Q18 Results (vs 1Q17)**

	1Q18			10	Q17 (Restat	ed)	MY	TR	MAHB Group
(RM'mil)	MY	TR	MAHB Group	MY	TR	MAHB Group	Variance %	Variance %	Variance %
EBITDA	679.8	188.1	867.9	336.0	164.5	500.5	<b>102.3</b>	<b>14.4</b>	<b>△</b> 73.4
PBT	549.2	(76.5)	472.7	208.9	(106.0)	102.9	<b>162.9</b>	<b>27.8</b>	<b>359.4</b>

#### **Group EBITDA increased by 73.4%**

- Malaysia operations: EBITDA grew by 102.3% mainly due to gain on fair value of investment in GHIAL (RM258.4mil) and gain on disposal of GMIAL (RM28.2mil) as well as higher aeronautical and non-aeronautical revenue
- Malaysia operations: EBITDA excluding non recurring income grew by 17.0% in tandem with higher aeronautical and non-aeronautical revenue
- Turkey operations: EBITDA up by 14.4% in line with higher international passenger growth for the quarter by 17.5%

#### **Group PBT increased by 359.4%**

- Malaysia operations: Higher PBT by 162.9% was largely attributed to higher EBITDA
- Malaysia operations: PBT excluding non recurring income grew 25.7% attributed to higher revenue
- Turkey operations: Recorded decrease in LBT of RM20.8mil (1Q17: LBT of RM44.5mil) prior to taking into
  account a loss of RM55.6mil (1Q17: RM61.5mil) primarily owing to the amortization of fair value of the
  concession rights



# **Group 1Q18 Results (vs 4Q17)**

		1Q18		40	17 (Restat	ed)		MY		TR		MAHB Group
(RM'mil)	MY	TR	MAHB Group	MY	TR	MAHB Group		Variance %		Variance %		Variance %
Revenue incl. IC12	943.1	272.7	1,215.8	935.3	<u>310.</u> 5	1,245.8		0.8	▽ (12.2)		$\triangledown$	(2.4)
Revenue excl. IC12	943.1	246.9	1,190.0	935.3	252.6	1,187.8		0.8	$\overline{}$	(2.2)		0.2
Other Income	337.1	4.7	341.8	66.1	7.8	73.9		409.6	$\overline{}$	(39.6)	<b>A</b>	362.2
Direct Cost	(185.1)	-	(185.1)	(224.3)	-	(224.3)		17.5		-		17.5
Operating Expenditure	(415.3)	(63.5)	(478.8)	(522.6)	(78.1)	(600.7)		20.5	_	18.7		20.3
Construction Cost	-	(25.8)	(25.8)	-	(57.9)	(57.9)		-	<u> </u>	55.5		55.5
EBITDA	679.8	188.1	867.9	254.5	182.3	436.8		167.2	_	3.2	<u> </u>	98.7
Depreciation & Amortisation	(89.6)	(128.4)	(218.0)	(90.1)	(102.6)	(192.8)		0.5	$\overline{}$	(25.1)	$\overline{}$	(13.1)
Finance Costs	(43.4)	(136.3)	(179.7)	(44.4)	(149.0)	(193.4)		2.2	<b>A</b>	8.5		7.1
Share of Assoc. & JV Profit	2.5	-	2.5	5.2	-	5.2	$\overline{}$	(52.4)		-	~	(52.4)
PBT	549.2	(76.5)	472.7	125.2	(69.4)	55.8		338.7	$\overline{}$	(10.3)		746.4
Taxation & Zakat	(39.3)	11.1	(28.1)	(47.8)	21.9	(25.8)		17.8	$\overline{}$	(49.2)	~	(8.8)
Net Earnings	510.0	(65.4)	444.6	77.4	(47.4)	30.0		558.7	$\overline{}$	(37.9)		1,381.4
EBITDA Margin (%) (excl. IC12)	72.1%	76.2%	72.9%	27.2%	72.2%	36.8%	_	44.9 ppt	_	4.0 ppt	_	36.2 ppt
PBT Margin (%) (excl. IC12)	58.2%	-31.0%	39.7%	13.4% -27.5%		4.7%		44.9 ppt	~	(3.5) ppt	_	35.0 ppt

Exchange rate used in profit and loss for 1Q18: RM4.79/EUR Exchange rate used in profit and loss for 4Q17: RM4.87/EUR



### **Group 1Q18 Results (vs 4Q17)**

	1Q18			40	Q17 (Resta	ted)		MY		TR	N	MAHB Group	
(RM'mil)	MY	TR	MAHB Group	MY TR Group		V	Variance %		Variance %		Variance %		
Revenue incl. IC12	943.1	272.7	1,215.8	935.3	310.5	1,245.8	<u> </u>	0.8	$\overline{\mathbf{v}}$	(12.2)	abla	(2.4)	
Revenue excl. IC12	943.1	246.9	1,190.0	935.3	252.6	1,187.8	<u> </u>	0.8	$\overline{}$	(2.2)	<u> </u>	0.2	

#### Group revenue increased by 0.2%*

- Airport operations: RM1,117.3mil (+0.5%)
  - Aeronautical: RM588.4mil (+1.3%) slight increase due to higher international passenger growth in Malaysia mitigated by lower passenger movements in Turkey
  - Non-Aeronautical: RM528.9mil (-0.4%) flat commercial and retail revenue in line with overall passenger movements
- Non-airport operations: RM72.7mil (-4.5%)
  - Project and repair maintenance: RM38.9mil (-2.1%)
  - Hotel: RM26.1mil (-4.2%)
  - Agriculture & horticulture: RM7.8mil (-15.5%)



### **Group 1Q18 Results (vs 4Q17)**

	1Q18			40	17 (Restat	ed)	MY	TR	MAHB Group	
(RM'mil)	MY	TR	MAHB Group	MY	MY TR Group		Variance %	Variance %	Variance %	
EBITDA	679.8	188.1	867.9	254.5	182.3	436.8	<b>167.2</b>	<b>△</b> 3.2	<b>98.7</b>	
PBT	549.2	(76.5)	472.7	125.2	(69.4)	55.8	<b>338.7</b>	<b>(10.4)</b>	<b>46.2</b>	

#### **Group EBITDA increased by 98.7%**

- Malaysia operations: Higher EBITDA by 167.2% mainly due to gain on fair value of investment in GHIAL (RM258.4mil) and gain on disposal of investment in GMIAL (RM28.2mil)
- Malaysia operations: EBITDA excluding non recurring income up by 54.5% mainly due to lower operating expenditure
- Turkey operations: Higher EBITDA contributions by 3.2% due to lower expenses compared to 4Q17

#### **Group PBT increased by 746.2%**

- Malaysia operations: Higher PBT by 338.7% was largely attributed to higher EBITDA
- Malaysia operations: PBT excluding non recurring income increased by 109.8% mainly due to lower operating expenditure
- Turkey operations: Recorded a LBT of RM20.8mil (4Q17: RM39.1mil), prior to taking into account a loss of RM55.6mil (4Q17: RM22.5mil) primarily owing to the amortization of fair value of the concession rights



### **1Q18 EBITDA and PBT Reconciliation**

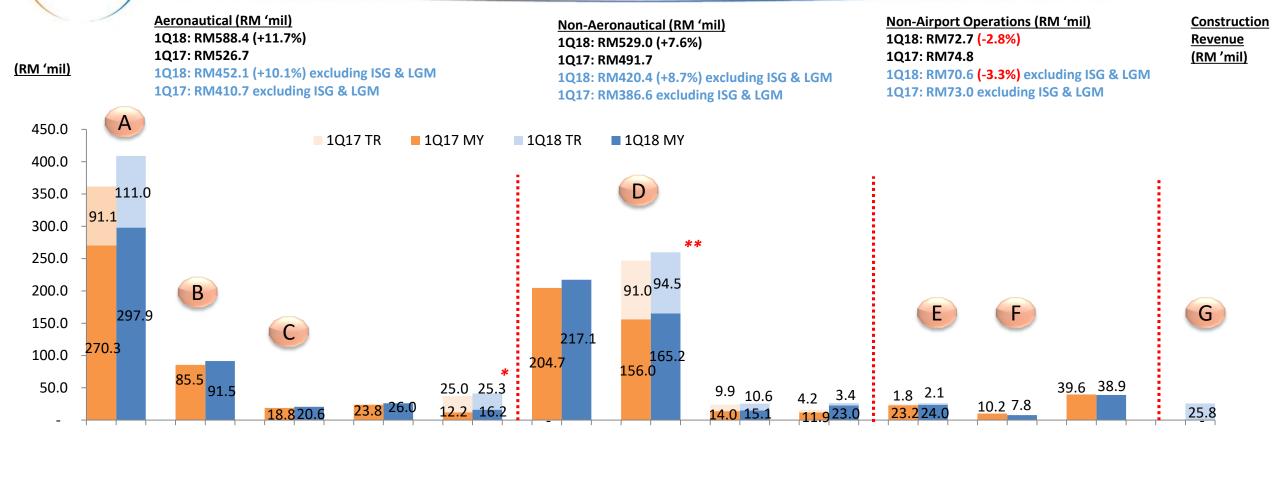
				1Q18		1Q1	7 (Restated	l)		/ariance	
	(RM	'mil)	MY	TR	MAHB Group	MY	TR	MAHB Group	MY %	TR %	MAHB Group %
		EBITDA excluding adjustments & non recurring income	393.2	185.4	578.6	336.0	162.0	498.0	17.0%	14.5%	16.2%
	NRI	+ Other Income - Gain on disposal of GMR Male Int'l Airport	28.2	-	-	-	-	-			
	NRI	+ Other Income - FV gain on investment in GHIAL	258.4	-	-	-	-	-			
*	Adj	+ Other Income - ISG PPA interest income	-	2.7	2.7	-	2.5	2.5			
		EBITDA including adjustments & non recurring income	679.8	188.1	867.9	336.0	164.5	500.5	102.3%	14.4%	73.4%
		- Depreciation and Amortisation	(89.6)	(77.8)	(167.4)	(87.8)	(83.6)	(171.5)			
*	Adj	- Amortisation - ISG&LGM PPA concession rights fair value	-	(50.6)	(50.6)	-	(56.4)	(56.4)			
		- Finance Costs - interest on borrowing and misc.	(43.4)	(25.1)	(68.5)	(44.0)	(25.3)	(69.4)			
_		- Finance Costs - ISG utilization fee expense	-	(103.3)	(103.3)	-	(97.5)	(97.5)			
*	Adj	- Finance Costs - ISG&LGM PPA interest expense	-	(7.9)	(7.9)	-	(7.6)	(7.6)			
		+ Share of Assoc. & JV Profit	2.5	-	2.5	4.8	-	4.8			
		PBT including adjustments & non recurring income	549.2	(76.5)	472.7	208.9	(106.0)	102.9	162.9%	27.8%	359.3%
		- Taxation and zakat	(39.3)	11.1	(28.1)	(54.7)	17.1	(110.2)			
		PAT including adjustments & non recurring income	510.0	(65.4)	444.6	154.2	(88.9)	65.4	230.8%	26.4%	-779.9%

Note: Included within current period retained earnings is a distribution to the perpetual sukuk holders amounting to RM14.2million (1Q17: RM14.2million)

^{*}PPA (Purchase Price Allocation): Non-cash adjustments in respect of the fair valuation exercise on the Turkish operations under FRS3: Business Combination (1Q18: RM55.6mil; 1Q17: RM61.5mil)



### **Group Segmental Revenue**



	PSC & PSSC	Landing & Parking	MARCS PSC	MARCS ERL	Others	Retail	Rental & Royalties	Car Park	Others	Hotel	•	& Proj & repair maintenance	Construction Revenue
Excluding ISG & LGM	+10.2%	+7.0%	+9.6%	+9.1%	+32.4%	+6.1%	+5.9%	+7.6%	+93.1%	+3.3%	(-23.8%)	(-1.8%)	-
Including ISG & LGM	+13.1%	+7.0%	+9.6%	+9.1%	+11.5%	+6.1%	+5.2%	+7.4%	+63.8%	+4.3%	(-23.8%)	(-1.8%)	-

^{*}Included in Turkish operations' aeronautical revenue is ISG's jet fuel farm rental income of EUR1.9mil / RM9.1mil (1Q17: EUR1.8mil / RM8.5mil)

^{**}Included in Turkish operations' rental and royalties is revenue generated from ISG's duty free business with Setur of EUR11.6mil / RM55.6mil (1Q17: EUR11.6mil/ RM54.8mil)



### **Group Explanatory Notes**

A PSC and PSSC

The increase in PSC and PSSC is in line with the higher international passenger movements in Malaysia and Turkey by 11.8% and 2.7% respectively. Malaysian passenger traffic was mainly driven by visa relaxation measures for Chinese and Indian tourists, Umrah traffic, currency advantage and increased tourism promotion. The Turkish operations meanwhile showed continued recovery in passenger movements

- B Landing & Parking
  - Landing & parking revenue in Malaysia increased due to higher international aircraft movements by 12.4%. Landing & parking revenue at ISG is collected by the Government of Turkey
- MARCS PSC was accrued based on the net impact of the revised PSC against the benchmark PSC
- Retail, Rental & Royalties

The increase was aided by improved contributions from higher retail, rental and royalty revenue attributed to:

- stronger spending per passenger in KLIA and klia2;
- · escalation of rental rates; and
- MYR currency advantage



### **Group Explanatory Notes**

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#### Hotel

The increase in room revenue at Sama-Sama Hotel was contributed by: Higher average room rate (1Q18: RM419; 1Q17: RM416) and higher occupancy rate (1Q18:89%; 1Q17:88%)

**Agriculture & Horticulture** 

The decrease was due to lower average price attained per Fresh Fruit Bunches (FFB) by 25.3% (1Q18: RM529/MT; 1Q17: RM708/MT) coupled with lower FFB production by 0.3% (1Q18: 14,616 MT; 1Q17: 14,656 MT)

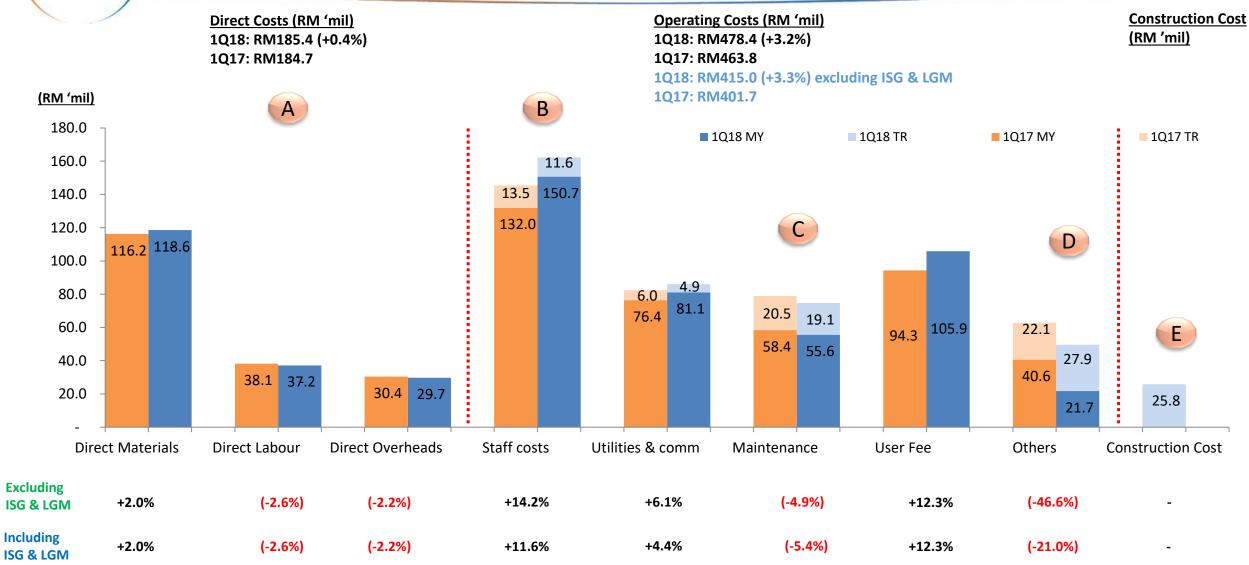
**Construction Revenue (IC12: Service Concession Agreement)** 

IC12 addresses the accounting for 'public-private' arrangements whereby a private sector operator is involved in the construction/upgrading of infrastructure assets to be used in providing public service. Under IC12, the operator may provide construction services to the grantor in exchange for an intangible asset (ie. a right to collect revenue in accordance with the concession agreement)

Construction revenue is in respect of the ISG boarding hall expansion, due for completion by 2H18



### **Group Operating Cost Analysis**





### **Group Explanatory Notes**

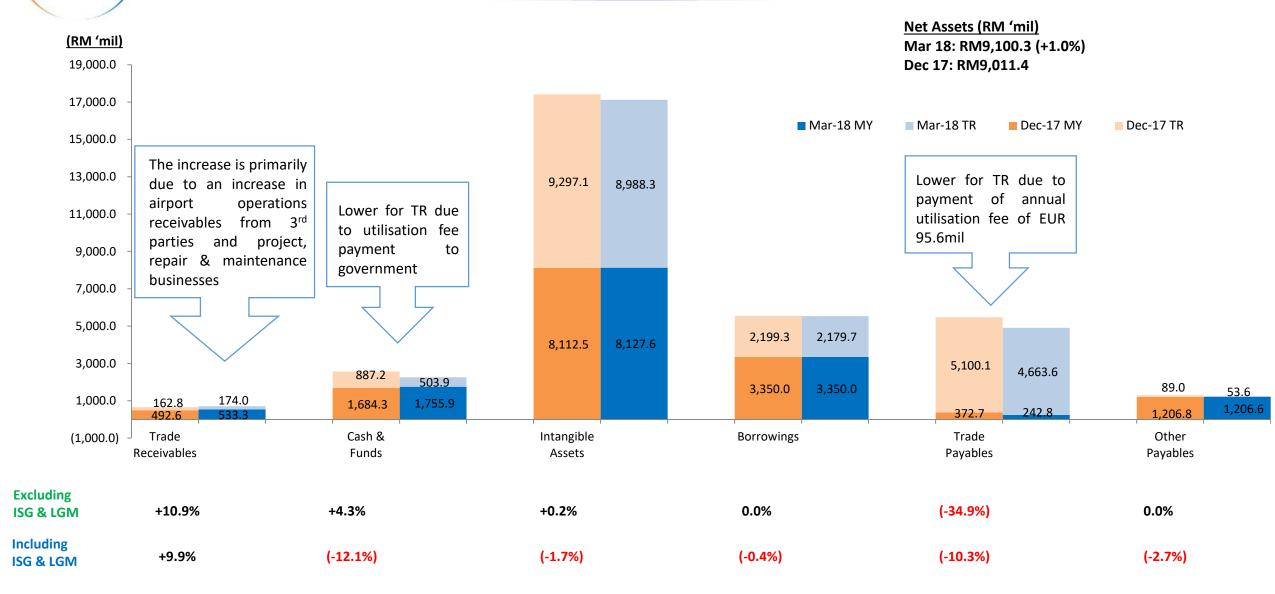
- **Direct Costs** 
  - Direct costs remain flat mainly due to cost savings from direct labour and direct overheads.
- B Staff Costs
  Increase in staff costs in Malaysia is mainly due to annual salary increment of 4%-6%, and triennial compensation market bencmark effective May 2017 and higher headcount (1Q18 : 9,975; 1Q17 : 9,862).
- User Fee
  The increase is mainly due to higher revenue for airport operations revenue and higher user fee rate (1Q18: 11.65%; 1Q17: 11.27%)
- Others
  The decrease in Malaysia is mainly due to write back of provision if doubtful debt while the increase in Turkey due to higher VAT expense
- Construction Cost (IC12: Service Concession Agreement)

  IC12 addresses the accounting for 'public-private' arrangements whereby a private sector operator is involved in the construction/upgrading of infrastructure assets to be used in providing public service. Under IC12, the operator may provide construction services to the grantor in exchange for an intangible asset (ie. a right to collect revenue in accordance with the concession agreement).

Construction cost is in respect of the ISG boarding hall expansion, due for completion by 2H18



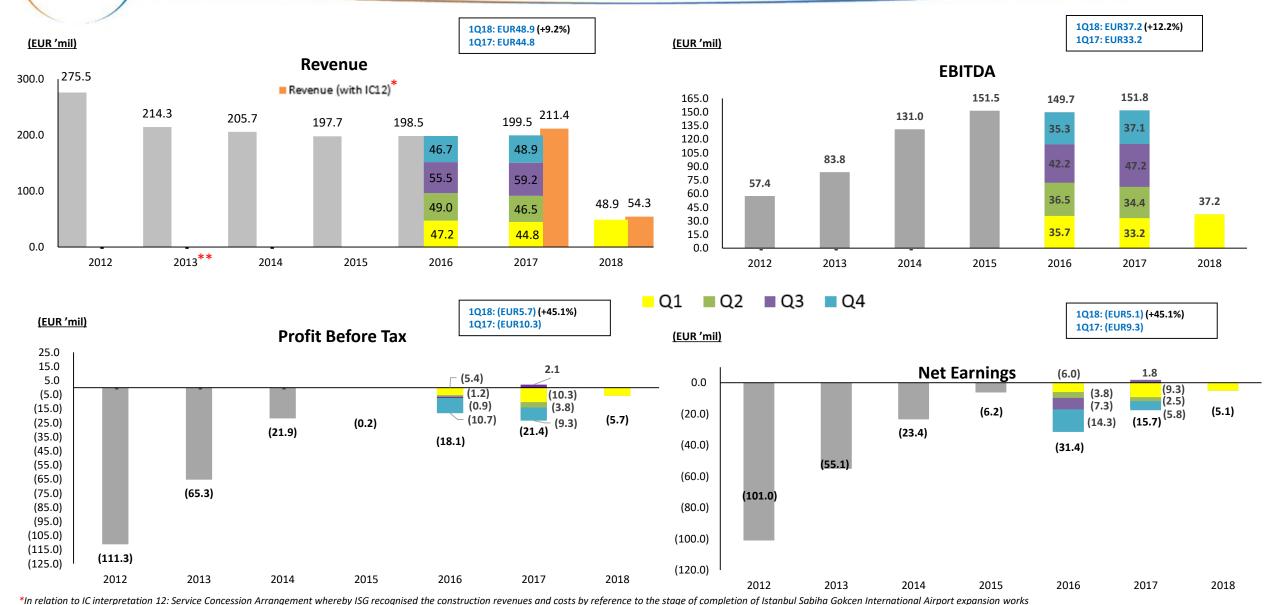
### **Group Balance Sheet Analysis**



Turkish Operations (ISG & LGM) Financial Performance



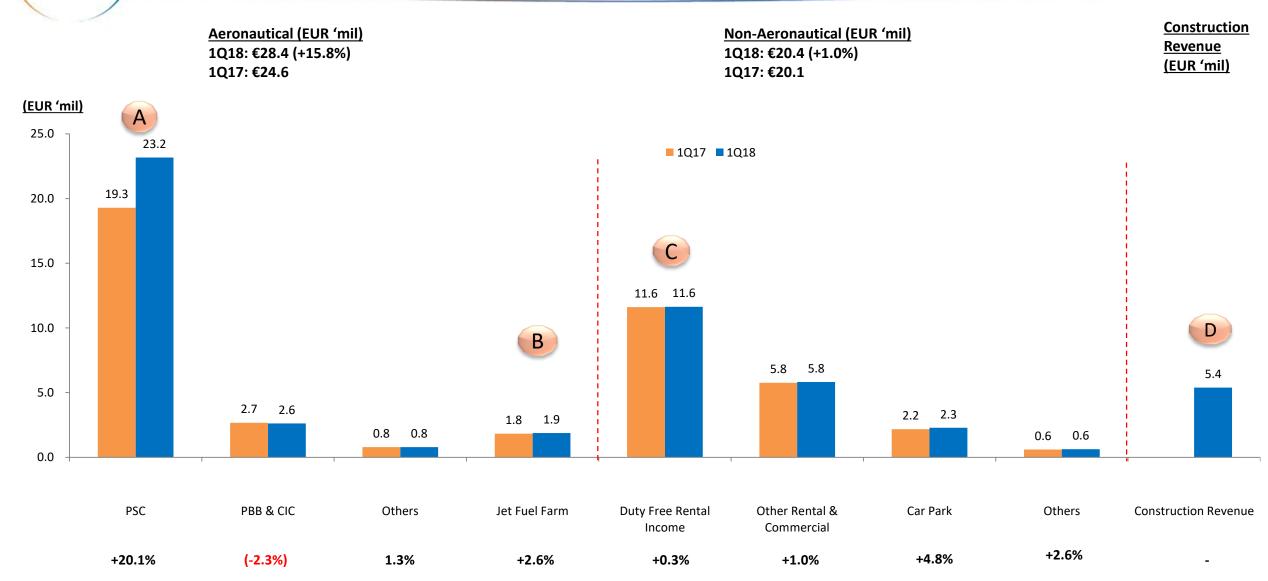
### **ISG Income Statement Summary**



^{**}Change of jet fuel supply operations in 2013 from supply of jet fuel to airlines to provision of jet fuel farm services to the jet fuel supplier. With effect from Sept 2014, ISG further changed its jet fuel farm operations to outright rental of the farm in the form of variable rent (tariff) per ton of jet fuel supplied to airlines



### **ISG Revenue Analysis**





### **ISG Explanatory Notes**



#### **PSC**

The increase of 20.1% in PSC revenue is due to the 18.6% rise in passenger traffic, with international passenger movements increasing by 17.5%

- International PSC: EUR15; Domestic PSC: EUR3; International Transfer PSC: EUR5; Domestic Transfer (from 1 March 2016) PSC: EUR1
- B Jet Fuel Farm Rental

The higher jet fuel revenue is due to higher hydrant volume in 1Q18 (1Q18: 117Kton; 1Q17: 110Kton)

Duty Free Rental Income

The increase in duty free rental income was mainly due to the rise in international passenger traffic. ISG will receive revenue amounting to the higher of 46.0% (1Q17: 41.5%) between: 1) guaranteed spending per pax which is the contractual income guaranteed by Setur; or (2) actual duty free spending per pax

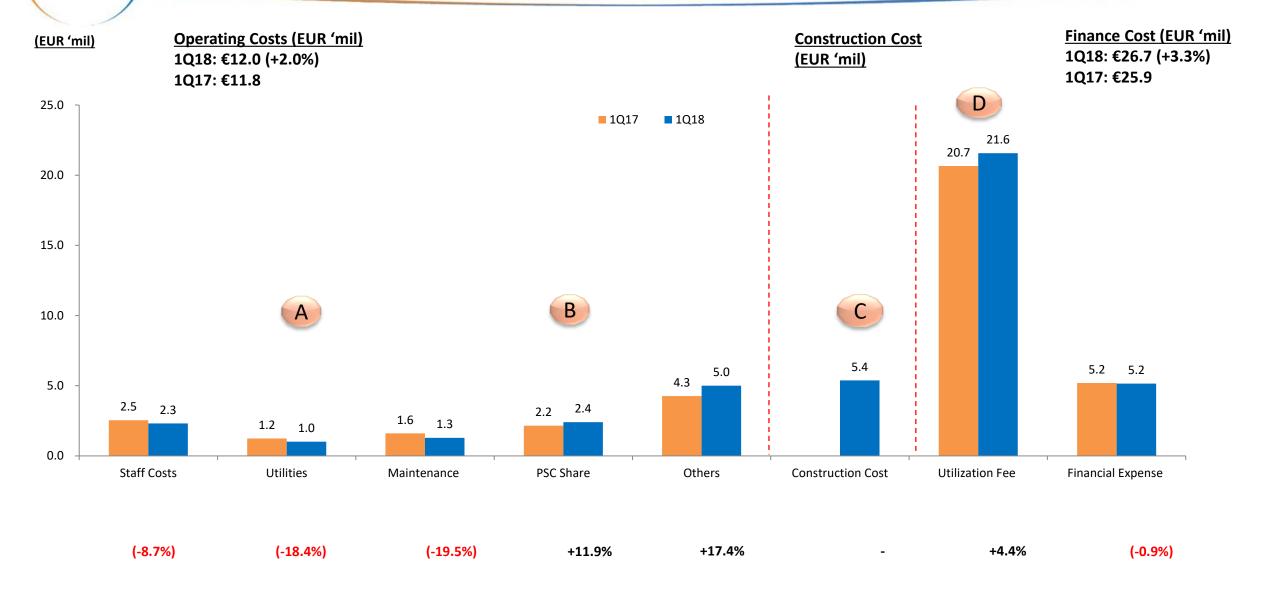
- Average Spending per pax (1Q18: EUR8.87; 1Q17: EUR9.53)
- Guaranteed spending per pax (1Q18: EUR9.50; 1Q17: EUR13.15)
- Construction Revenue (IC12: Service Concession Agreement)

IC12 addresses the accounting for 'public-private' arrangements whereby a private sector operator is involved in the construction/upgrading of infrastructure assets to be used in providing public service. Under IC12, the operator may provide construction services to the grantor in exchange for an intangible asset (ie. a right to collect revenue in accordance with the concession agreement)

Construction revenue is in respect of the ISG boarding hall expansion, due for completion by 2H18



### **ISG Cost Analysis**





### **ISG Explanatory Notes**

Staff Costs, Utilities & Maintenance

The decrease are largely attributable to the higher average exchange rate from Turkey Lira to EUR

B PSC Share

The increase of 11.5% is due to 18.6% increase in passenger traffic, particularly international passenger traffic which increased by 17.5%

- International PSC share: EUR1.50; International Transfer PSC share: EUR2.50; Domestic Transfer PSC share: EUR0.50
- Construction Cost (IC12: Service Concession Agreement)

IC12 addresses the accounting for 'public-private' arrangements whereby a private sector operator is involved in the construction/upgrading of infrastructure assets to be used in providing public service. Under IC12, the operator may provide construction services to the grantor in exchange for an intangible asset (ie. a right to collect revenue in accordance with the concession agreement)

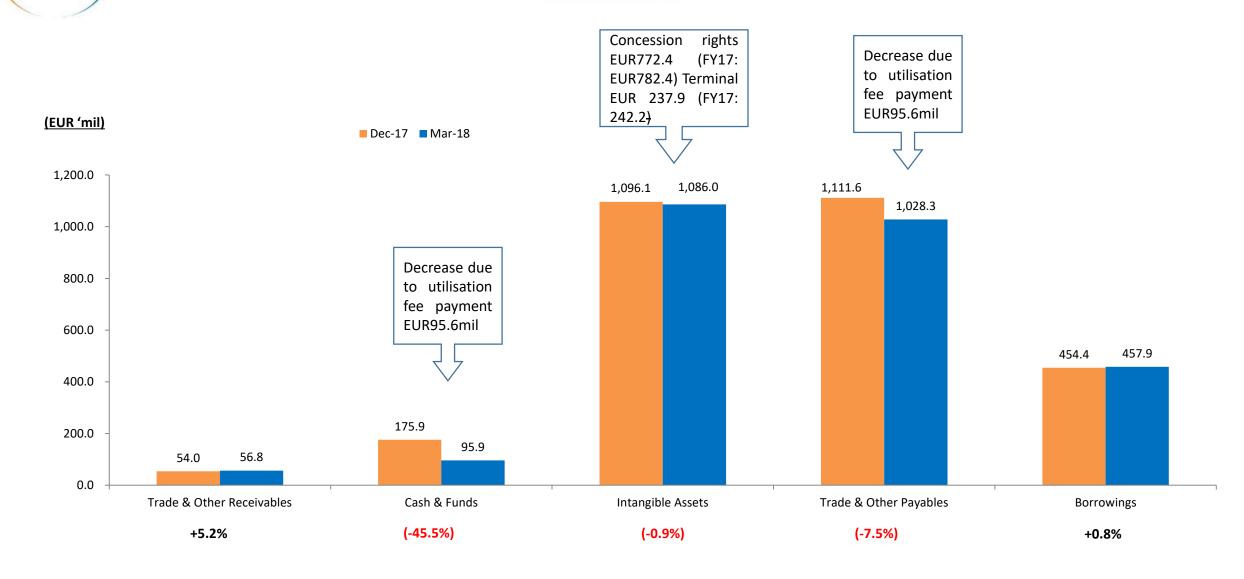
Construction cost is in respect of the ISG boarding hall expansion, due for completion by 2H18

**D** <u>Utilization Fee Finance Cost</u>

The utilization fee liability represents the present value of amounts payable to the Administration in accordance with the Implementation Agreement for the operation of ISG for 24 years. The actual utilization fee payment is based on a step up basis of which the first cycle is EUR76.5 million, followed by an increase of EUR19.1 million for each step up. The first step up to EUR95.6 million happened in 2015 with the next step up occurring in 2019. The utilization fee finance cost of EUR81.6mil relates to interest expense on utilization fee liability for the period

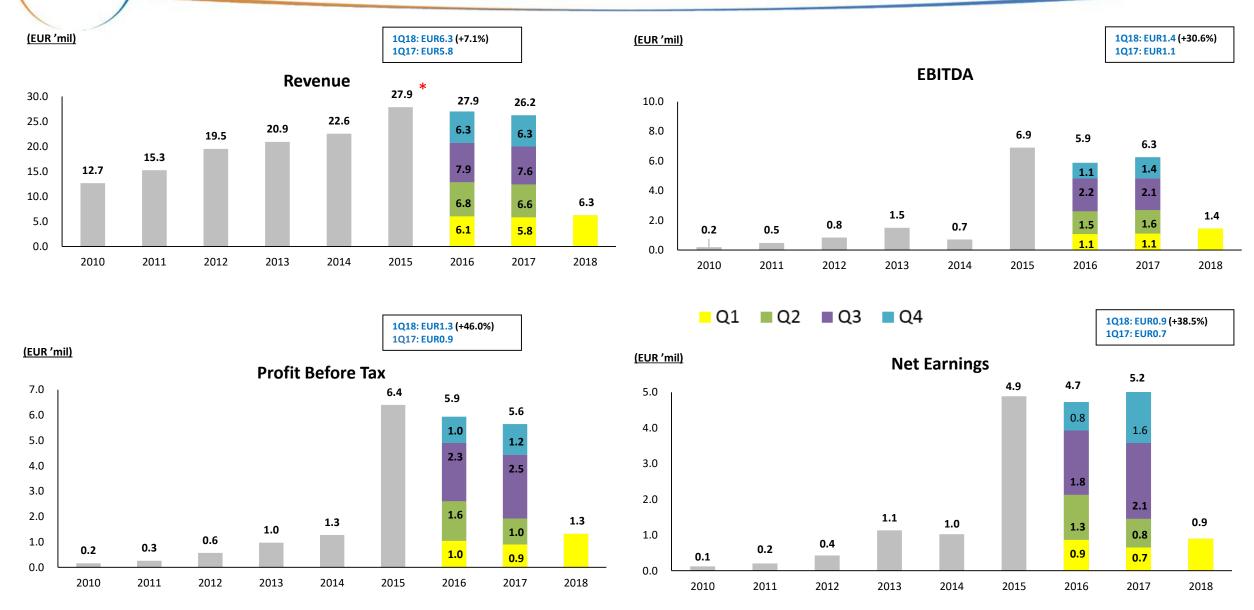


### **ISG Balance Sheet Analysis**





#### **LGM Income Statement**



^{*}Decrease in revenue for LGM is mainly due to lower CIP rental revenue due to Akbank Lounge which was closed with effect from August 2015

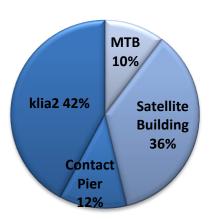




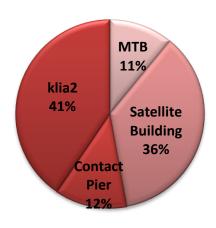
#### **KUL - Total Retail and F&B Sales**

		1Q18*			Sales Per		
Description	Sales (RM'mil)	No. of Pax ('mil)	Sales per Pax (RM)	Sales (RM'mil)	No. of Pax ('mil)	Sales per Pax (RM)	Pax Variance (%)
Main Terminal Building	56.7			55.2			
Satellite Building	197.2			182.6			
Contact Pier	63.8			62.6			
Total KLIA Main	317.7	6.9	46.03	300.4	7.0	42.88	<b>~</b> 7.4
Total klia2	231.3	8.1	28.59	204.3	7.2	28.48	<b>0.4</b>
Total KUL (KLIA Main + klia2)	549.0	15.0	36.62	504.7	14.2	35.59	<b>2.9</b>

Sales at KUL 1Q18



Sales at KUL 1Q17



Higher sales at KLIA and klia2 is due to increase in sector movements from China ( $\uparrow$ 21.2%) contributed by additional new routes as well as increase in pax from ASEAN ( $\uparrow$ 9.0%) and India ( $\uparrow$ 19.4%) for 1Q18

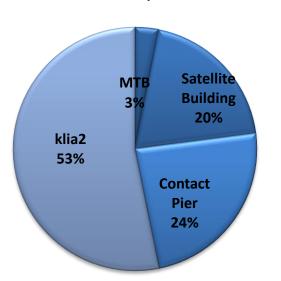
^{*}Preliminary data



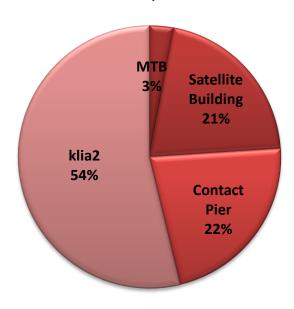
#### **KUL - ERAMAN Retail Revenue**

		1Q18	بالبابا		1Q17		Revenue	Revenue Per
Description	Revenue	No. of Pax	Per Pax Revenue	Revenue	No. of Pax	Per Pax	Variance	Pax Variance
	(RM'mil)	('mil)	(RM)	(RM'mil)	('mil)	Revenue (RM)	(%)	(%)
Main Terminal Building	5.7			5.2				
Satellite Building	36.0			37.2				
Contact Pier	43.3			39.4				
Total KLIA Main	84.9	6.9	12.31	81.8	7.0	11.68	<b>3.9</b>	<b>△</b> 5.4
Total klia2	96.5	8.1	11.94	95.1	7.2	13.26	<b>1.5</b>	<b>(10.0)</b>
Total KUL (KLIA Main + klia2)	181.5	15.0	12.11	176.9	14.2	12.47	<b>2.6</b>	▽ (2.9)

# Retail Revenue at KUL 1Q18



#### Retail Revenue at KUL 1Q17



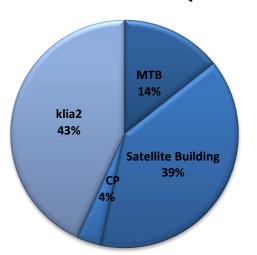
- Top selling duty free products are perfume & cosmetics, followed by tobacco & cigarettes with Chinese citizens being the top spenders per ticket
- Eraman commands about 41.7% of total sales per pax at klia2



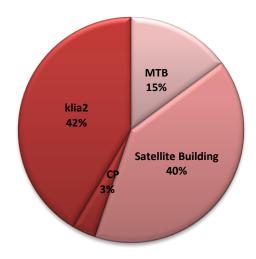
#### **KUL - Retail & F&B Rental**

	1Q18 Rental Revenue (RM'mil) Rental							Rental	Revenue					
Location	No. of Space Lease out (Sqm) Mo		MGP	Royalty	Total Rental	Revenue (RM'000) per Sqm	No. of Lease out	Space (Sqm)	MGP	Royalty	Total Rental	Revenue (RM'000) per Sqm	Variance (%)	
Main Terminal Building	45	5,140	10.2	3.2	13.4	2.6	44	5,044	9.8	2.9	12.8	2.5		
Satellite Building	69	7,808	26.4	10.0	36.4	4.7	67	7,582	25.5	9.1	34.6	4.6		
Contact Pier	13	3,499	1.1	2.2	3.3	0.9	12	3,453	1.1	1.9	2.9	0.9		
Total KLIA Main	127	16,447	37.7	15.4	53.1	3.2	123	16,079	36.4	13.9	50.3	3.1	<b>△</b> 5.4	
Total klia2	87	13,907	25.1	15.2	40.3	2.9	85	13,922	25.8	9.8	35.6	2.6	<b>13.1</b>	
Total KUL (KLIA Main + klia2)	214	30,354	6 <mark>2.8</mark>	30.5	9 <mark>3.3</mark>	3.1	208	30,001	62.2	23.7	85.9	2.9	<b>8.6</b>	

#### **Total Rental at KUL 1Q18**



#### **Total Rental at KUL 1Q17**



- KLIA rental revenue per sqm increased due to higher royalties
- Increase in royalty was contributed by positive sales growth mainly from top tenants



### **ISG - Duty Free & Rental Analysis**

#### **ISG's Duty Free Analysis***

	Unit	1Q18	1Q17
Total Duty Free spending per pax	EUR/Pax	8.72	9.35
Guaranteed spending per pax	EUR/Pax	9.50	13.15

		1Q18			1Q17	Rental	Rental/Sqm	
Description	Space Rental (Sqm) (EUR'mil)		Rental/Sqm (EUR'000)	Space (Sqm)	Rental (EUR'mil)	Rental/Sqm (EUR'000)		Variance (%)
Setur Duty Free	5,050.0	11.0	2.2	5,050.0	11.6	2.3	<b>(5.4)</b>	<b>(5.4)</b>

#### **ISG's Retail & F&B Rental Analysis**

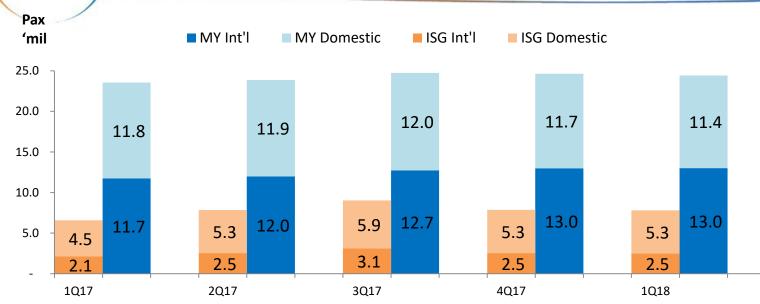
		1Q18			1Q17	Rental	Rental/Sqm	
Description	Space (Sqm)	Total Rental (EUR'mil)	Rental/Sqm (EUR'000)	Space (Sqm)	Total Rental (EUR'mil)	Rental/Sqm (EUR'000)		Variance (%)
Food & Beverage	9,107.0	2.4	0.3	9,107.0	2.2	0.2	<b>7.5</b>	<b>~</b> 7.5
Retail	1,742.4	1.2	0.7	1,648.9	1.1	0.7	<b>8.1</b>	<b>2.3</b>
Total ISG	10,849.4	3.6	0.3	10,755.9	3.4	0.3	<b>~</b> 7.7	<b>6.8</b>

^{*} ISG will receive rental revenue amounting to the higher of 46.0% (1Q17: 41.5%) between: (1) guaranteed spending per pax which is the contractual income guaranteed by Setur; or (2) duty free spending per pax





### Passenger movements (Pax)



- Total MAHB network of airports registered 6.9% growth
- International growth at Malaysia airports ↑10.8%, led by KLIA ↑7.1%. KLIA sector movements to China and India supported by visa relaxation measures, with ASEAN movements also ↑10.2%
- Positive development in Turkey continued with 18.6% increase total passenger while international passenger traffic grew by 17.5%

	KLIA Main				klia2	K	LIA (KUL)	MAS	SB Airports *	M	Y Airports	IS	G (SAW)	MAHB Group	
	1Q18	1Q17	Var %	1Q18	1Q17 Var %	1Q18	1Q17 Var %	1Q18	1Q17 Var %	1Q18	1Q17 Var %	1Q18	1Q17 Var %	1Q18	1Q17 Var %
International	5.7	5.3 🔺	7.1	5.4	4.9 🔺 10.7	11.0	10.1 🔺 8.8	2.0	1.6 📤 23.1	13.0	11.7 🔺 10.8	2.5	2.1 🔺 17.5	15.5	13.9 🔺 11.8
Domestic	1.2	1.7 🔻	(27.8)	2.7	2.3 🔺 17.1	4.0	4.0 ▽ (2.1	7.5	7.8 🔻 (4.2)	11.4	11.8 🔻 (3.5)	5.3	4.5 📤 19.1	16.7	16.3 📤 2.7
Total	6.9	7.0 🔻	(1.5)	8.1	7.2 🔺 12.7	15.0	14.2 📤 5.7	9.4	9.4 📤 0.5	24.4	23.6 🔺 3.6	7.8	6.6 📤 18.6	32.2	30.1 📤 6.9

#### New destinations for home-based carriers in 1Q18

Malaysia Airlines KUL-Brisbane	<u>AirAsia/AirAsiaX</u> KUL-Jaipur KUL-Malé	Malindo Air BKI-Chengdu BKI-Changsha BKI-Guangzhou BKI-Tianjin	LGK-Chengdu PEN-Banda Aceh IPH-Medan
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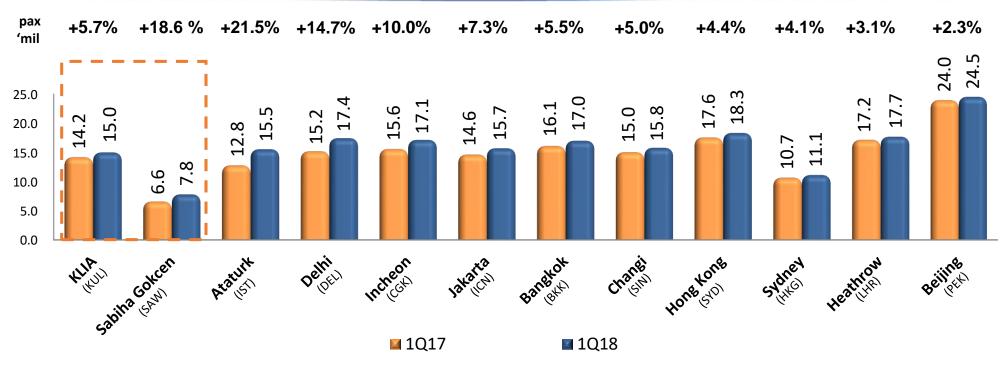
#### **Pegasus Airlines**

SAW-Erbil

37



#### **Airport Peers Passenger Movements**



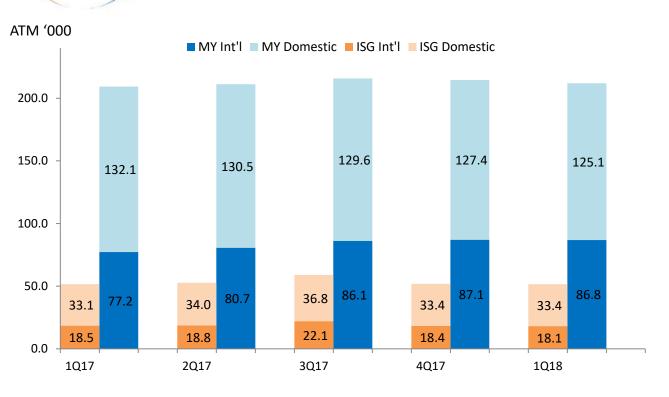
**Global Drivers** 

- Global revenue passenger kilometres (RPKs) increased by 9.5% compared to a year ago, fastest pace since March 2017 and well above the five year average (6.8%)
- Robust growth in air travel are continued to be supported by the comparatively strong global economic backdrop
- Meanwhile, airlines based in Asia Pacific posted double-digit annual international RPK growth for the first time
  in five months (11.6% up from 9.4% in February) mainly due to robust regional economic growth and ongoing
  expansion in the number of options for travellers

Source: IATA: 2018: Air passenger growth completes a strong first quarter of 2018 (3rd May 2018)



## **Aircraft Movements (ATM)**



#### **Snapshot of new services from foreign based carriers in 1Q17**

Airline	Routing	Frequency	Effective
	New Airline	s	
Xiamen Air	Beijing-BKI	Daily	16/1
Wings Air	Pontianak-KCH	14x weekly	24/1
Bassaka Air	PhnomPenh-KUL	Daily	31/1
Scoot	Singapore-KUA	3x weekly	2/2
Qatar Airways	Doha-PEN	3x weekly	6/2
Wings Air	Pontianak-MYY	7x weekly	15/3
Citilink Indonesia	Jakarta-PEN	7x weekly	25/3
	New Service	es ·	
Wataniya Airways	SAW-Kuwait	Daily	25/3

		KLIA Main			klia2		KLIA (KUL)		MASB Airports*		MY Airports			ISG (SAW)			MAHB Group				
	<b>1Q18</b>	1Q17	Var %	1Q18	1Q17	Var %	1Q18	1Q17 _	Var %	1Q18	1Q17 _	Var %	1Q18	1Q17	Var %	1Q18	1Q17 _	Var %	1Q18	1Q17 _	Var %
International	37.8	34.5	9.4	30.9	27.7	<b>1</b> 1.8	68.7	62.2	<b>1</b> 0.5	18.1	15.0	<b>2</b> 0.3	86.8	77.2	<b>1</b> 2.4	18.1	17.1	<b>△</b> 5.9	104.9	94.3	<b>1</b> 1.2
Domestic	12.2	15.7 ▽	(22.2)	17.5	15.1	<b>1</b> 6.2	29.7	30.7 ₹	<b>(3.4)</b>	95.4	101.4	<b>▽</b> (5.9)	125.1	132.1	▼ (5.3)	33.4	30.3	<u> </u>	158.5	162.4	<b>▽</b> (2.4)
Total	50.0	50.2 ▼	<b>7</b> (0.5)	48.4	42.7	<b>1</b> 3.4	98.4	92.9	<b>△</b> 5.9	113.4	116.4	<b>▽</b> (2.6)	211.8	209.3	<b>1</b> .2	51.5	47.4	<b>△</b> 8.7	263.5	256.7	<b>▲</b> 2.6

^{*}MASB Airports refers to the 38 Malaysian airports other than KLIA/KUL operated by Malaysia Airports Sdn Bhd



# **Notes**



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