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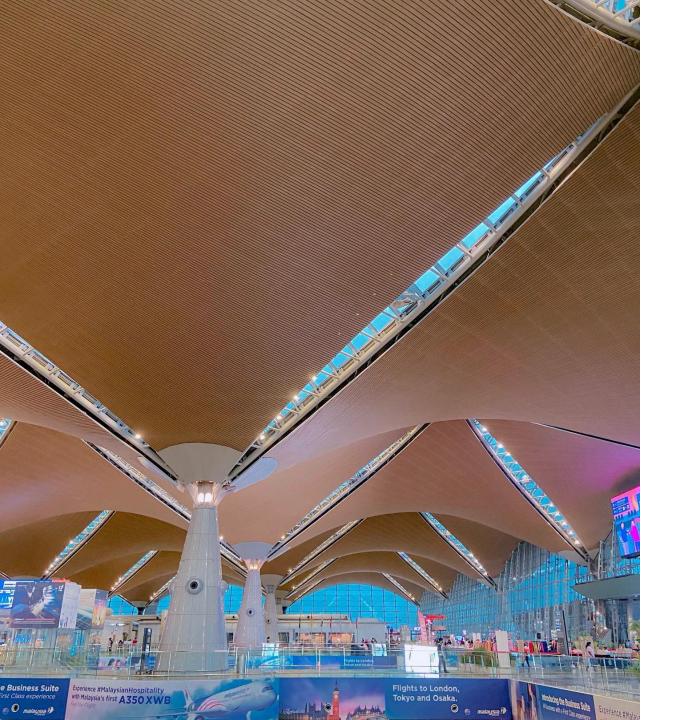
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The financial results should be read in conjunction with the audited Financial Statements for the year ended 31 December 2020 and the Interim Financial Statements for the guarter ended 31 March 2021.





# Key Highlights

**Group Financial** Performance

TY Financial Performance Operating **Statistics** 

### **PAX**

#### MY Operations

Passenger movements contracted by 91.0% in 1Q21 with 1Q20 having ~2 months of traffic prior to MCO 1.0 on 18 March 2020

Remaining focused & resilient with vaccine rollout underway

 Commencement of vaccine rollout will pave the way for gradual traffic recovery, 80% inoculation target by year end



- Passenger movements contracted by 40.0% in 1Q21
- In 1Q20, ISG remained opened until end March, where airport was closed from 28 March 2020 to 4 June 2020
- ~12 mil fully vaccinated, herd immunity targeted by end September

**1Q21 RESULTS** 



- Group revenue stood at RM336.9 mil (●RM184.7 mil and ●RM152.2 mil), impacted by contraction in passenger movements
- Group EBITDA at -RM8.5 mil ( Amiliana and RM109.7 mil), 102.8% lower than 1Q20, in line with lower revenue but continued to be cushioned by containment of total costs by 44.2% (core cost contained by 21.7%)
- Balance sheet remains strong with cash & money market investment position of RM1.6 bil, with sufficient credit lines



4 1Q21 cash & money market investments at RM0.9 bil

- Liquidity remains intact with total of RM3.125 billion undrawn facilities (RM1.325 bil RCF & RM1.8 bil Sukuk)
- Credit rating maintained at AAA for RAM (reaffirmed in September 2020) & A3 for Moody's reaffirmation in April 2021)
- © 1Q21 cash & money market investments at EUR142.9 mil (equivalent to RM696.0 mil)
- ISG's term loan extended by 2 years to 2025, payment holiday in Dec 2020 & Jun 2021, only EUR10.0 mil to be paid in Dec 21
- SSB granted indefinite deferment of EUR114.8 mil utilisation fee

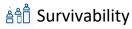
**FUTURE** F.I.T



Future F.I.T. is the Group's 5-Year Strategy and Transformation Plan, with the aim to make Malaysia Airports:

- Financially sustainable;
- Impact driven; and
- Technology focused

Phase 1 (2021 to 2022) sets out the direction for survival and recovery and focuses on:





Digitalisation



Fixing the Basics



Critical Asset

Replacement



📤 MY represents results from Malaysian operations & overseas project and repair maintenance segment in Qatar

## **1Q21** Group results snapshot

1Q21 traffic still severely impacted by travel restrictions

**Key Highlights** 

Future F.I.T.

**Group Financial** Performance

TY Financial Performance **Operating Statistics** 

Group

#### **Passenger Movements (Pax)** Group **4**1.7 mil 4.3 mil 5.9 mil -40.0% -91.0% 1Q20: 7.1 mil 1020: 18.4 mil -76.8% 1Q20: 25.5 mil International 0.3 mil Domestic -96.9% 3.1 mil -29.8% Domestic 8.9 4.4 1.4 mil -85.5% 2.8 1Q20 9.5 1Q21 International

#### Group **E**RM184.7 mil C RM152.2 mil RM336.9 mil -72.9% -39.5% 1Q20: RM682.2 mil 1Q20: RM251.7 mil -63.9% 1Q20: RM933.8 mil Non-Airport Aero RM1.3 mil RM54.5 mil -34.1% -84.1% 2.0 Non-Aero 90.8 RM62.8 mil 343.4 158.9 -30.8% Mon-Aero RM86.5 mil 54.2 1Q20 -69.6% Aero \_ 284.6 RM88.1 mil 1Q21 -44.6% Non-Airport RM43.7 mil -19.3%

Revenue

# **Borrowings**

RM4,635.3 mil -0.2% FY20: RM4.644.7 mil



#### Cash & Money Market Investments\* Group

RM1.610.1 mil



#### **Net Assets**

1,099.0

JQ21

Group RM7,851.7 mil -3.1% FY20: RM8,099.3 mil

### Group

(RM8.5 mil)

>-100%

1Q20: RM304.2 mil

**(RM118.2 mil)** >-100%

**EBITDA** 

**C** RM109.7 mil -38.6% 1Q20: RM125.6 mil

1020: RM178.6 mil

Group (RM221.3 mil)

>-100% 1Q20: (RM20.4 mil) **(RM124.0 mil)** (RM97.3 mil) >-100%

Profit / (Loss) After Tax

>-100%

1020: RM13.9 mil 1Q20: (RM34.3 mil)

1.2 mil -56.2%

**E**RM914.0 mil

-16.8%

TY Financial

#### **Group Financial** Performance Performance

#### Operating **Statistics**

# 1Q21 v 1Q20 Group results Revenue contraction mitigated by cost containment measures

Group results RM mil	1Q21	1Q20	Variance %
Passengers (mil)	5.9	25.5	a -76.8%
Aircraft ('000)	75.8	237.2	-68.0%
Revenue	336.9	933.8	<b>b</b> -63.9%
Other Income	53.7	85.4	-37.1%
Direct Cost	(60.4)	(137.4)	-56.0%
Operating Cost	(307.5)	(478.4)	-35.7%
User Fee & PSC Share	(31.2)	(99.2)	-68.6%
EBITDA	(8.5)	304.2	>-100%
Depreciation & Amortisation	(98.5)	(167.7)	d -41.2%
Finance Costs	(171.3)	(175.8)	-2.6%
Share of Assoc. & JV Profit	(2.2)	3.7	e >-100%
(Loss)/Profit before Tax & Zakat	(280.5)	(35.5)	>100%
Taxation & Zakat	59.2	15.2	f >100%
(Loss)/Profit after Tax & Zakat	(221.3)	(20.4)	>100%
Excluding PPA Adj*			
EBITDA	(10.5)	301.8	>-100%
(Loss)/Profit before Tax & Zakat	(251.5)	15.7	>-100%
(Loss)/Profit after Tax & Zakat	(198.1)	18.2	>-100%
EBITDA Margin	-34.1%	32.3%	>-100%
PAT Margin	-58.8%	1.9%	>-100%

Lower passenger movements due with 2020's MCO1.0 and ISG closure occurring towards the end of 1Q21

Pax (mil)	1Q21	1Q20	Variance		
International	1.5	11.6	10.2 (87.3%)		
Domestic	4.4	13.9	9.5 (68.0%)		
Total	5.9	25.5	19.6 (76.8%)		

Lower by RM596.9 mil (63.9%) in tandem with lower pax & temporary erosion of commercial rental in Malaysia from New Rental Model (NRM) for 2021

Revenue RM mil	1Q21	1Q20	Variance
Aeronautical	142.6	502.3	359.7 (71.6%)
Retail	11.9	125.1	113.2 (90.5%)
Commercial	137.3	250.4	113.1 (45.2%)
Non-Airport	45.0	56.1	11.1 (19.8%)

- Lower costs as explained in the following slides
- Lower depreciation & amortisation in tandem with the contraction of passenger traffic amidst COVID-19 pandemic
- Tax credit position largely due to deferred tax asset recognised largely from airport operating entities



Performance

# 1Q21 Group cost Reduction of 44.2% of total costs achieved against 1Q20 amidst the pandemic

Group Cost	1Q21	1Q20	Variance %
RM mil			
Direct Cost	60.4	137.4	-56.0%
Direct Material	11.9	71.0	-83.3%
Direct Labour	31.3	36.2	-13.5%
Direct Overheads	17.3	30.3	-43.0%
Operating Cost (Opex)	307.5	478.4	-35.7%
Staff Costs	142.0	159.9	-11.2%
Utilities and Comm	75.0	101.9	-26.4%
Maintenance	56.9	80.0	-28.9%
Allowance/(Writeback) for PDD	-1.1	88.9	>-100%
Others	34.7	47.6	-27.1%
User Fee & PSC Share	31.2	99.2	-68.5%
User Fee	21.0	78.2	-73.1%
PSC Share	10.1	21.0	-51.7%
Total Costs	399.1	715.0	a -44.2%

Core Cost RM mil	1Q21	1Q20	Variance %
Total Costs	399.1	715.0	-44.2%
Less:			
User Fee & PSC Share	(31.2)	(99.2)	-68.6%
Allowance/(Writeback) for PDD	1.1	(88.9)	>-100%
Direct Material	(11.9)	(71.0)	-83.3%
Core Cost	357.1	455.9	b -21.7%

Total cost contracted by 44.2% or RM315.9 mil.

- This contraction is driven by:
  - Lower User Fee (Malaysia) & PSC Share (ISG) in line with the contraction of revenue for both Malaysia & ISG
  - Lower direct material (cost of inventories sold) due to the reduction in retail sales
  - Reduction of staff costs, utilities & maintenance pursuant to the Group's cost containment initiatives
  - Lower retail expenses due to lower advertising, commission & discounts recorded for current period
  - Lower provision for doubtful debts as a follow through from the receivable monetisation exercise in the previous quarter. Incl. in 1Q20 is a provision is a provision made in respect of an airline group
- Malaysia Airports' core operating cost contracted by 21.7%, in line with FY20's target reduction of 20% as containment efforts began from March 2020



**1Q21 Results – Operations in Malaysia & Turkey** Revenue contraction generally in line with pax reduction

**Group Financial** Performance

TY Financial Performance

Group results		<b>_</b>	Variance	<u>©</u>	G	Variance
RM mil	1Q21	1Q20	%	1Q21	1Q20	%
Total Passengers (mil)	1.7	18.4	-91.0%		4.3 7.1	-40.0
International Passengers (mil)	0.3	8.9	-96.9%		1.2 2.8	-56.
Domestic Passengers (mil)	1.4	9.5	-85.5%		3.1 4.4	-29.
Aircraft (000)	44.5	190.1	-76.6%	;	31.3 47.1	-33.
Revenue	184.7	682.2	-72.9%	1.	52.2 251.7	-39.
Other Income	46.9	82.1	-42.8%		6.8 3.4	>10
Direct Cost	(60.4)	(137.4)	-56.0%			
Operating Cost	(268.5)	(422.9)	-36.5%	(3	9.1) (55.4)	-29.
User Fee & PSC Share	(21.0)	(78.2)	-73.1%	(1	0.1) (21.0)	-51.
EBITDA	(118.2)	125.6	>-100%	1	09.7 178.6	-38.
Depreciation & Amortisation	(23.0)	(81.1)	-71.6%	(7	5.5) (86.5)	-12.
Finance Costs	(36.3)	(44.5)	-18.4%	(13	5.0) (131.4)	2.
Share of Assoc. & JV Profit	(2.2)	3.7	>-100%			
(Loss)/Profit before Tax & Zakat	(179.7)	3.8	>-100%	(10	0.7) (39.3)	>10
Taxation & Zakat	55.8	10.1	>100%		3.4 5.1	-32.
(Loss)/Profit after Tax & Zakat	(124.0)	13.9	>-100%	(9	7.3) (34.3)	>10
Excluding PPA Adj*						
EBITDA	(118.2)	125.6	>-100%	1	07.7 176.2	-38.
(Loss)/Profit before Tax & Zakat	(179.7)	3.8	>-100%	(7	1.7) 11.9	>-10
(Loss)/Profit after Tax & Zakat	(124.0)	13.9	>-100%	(7	4.2) 4.4	>-10
EBITDA Margin	-64.0%	18.4%	>-100%	70	70.0%	1.
PAT Margin	-67.1%	2.0%	>-100%	-48	3.8% 1.7%	>-10





# 1Q21 v 4Q20 Group results

# Absence of significant one-offs from 4Q20 leading to lower losses

**Group Financial** <u>Performance</u>

TY Financial Performance Operating **Statistics** 

Group results RM mil	1Q21	4Q20	Variance %
Passengers (mil)	5.9	6.7	a -11.6%
Aircraft ('000)	75.8	87.2	-13.0%
Revenue	336.9	263.6	<b>b</b> 27.8%
Other Income	53.7	16.7	>100%
Direct Cost	(60.4)	(60.8)	-0.6%
Operating Cost	(307.5)	(407.9)	-24.6%
User Fee & PSC Share	(31.2)	(21.7)	43.5%
EBITDA	(8.5)	(210.0)	-96.0%
Depreciation & Amortisation	(98.5)	(232.7)	d -57.7%
Impairment on Intangible Assets	-	(500.4)	<b>d</b> -
Finance Costs	(171.3)	(128.6)	e 33.2%
Share of Assoc. & JV Profit	(2.2)	(3.4)	-34.8%
(Loss)/Profit before Tax & Zakat	(280.5)	(1,075.1)	-73.9%
Taxation & Zakat	59.2	390.1	f -84.8%
(Loss)/Profit after Tax & Zakat	(221.3)	(685.0)	-67.7%
Excluding PPA Adj*			
EBITDA	(10.5)	(212.5)	-95.1%
(Loss)/Profit before Tax & Zakat	(251.5)	(549.9)	-54.3%
(Loss)/Profit after Tax & Zakat	(198.1)	(264.7)	-25.2%
EBITDA Margin	-34.1%	-80.6%	-96.1%
PAT Margin	-58.8%	>-100%	-41.4%

a	Lower due to imp	ilementation o	T MICO 2.0	from 13 Jan 2021
	Pax (mil)	1Q21	4Q20	Variance

Pax (mil)	1Q21	4Q20	Variance
International	1.5	1.6	0.1 (6%)
Domestic	4.4	5.2	0.8 (15%)
Total	5.9	6.8	0.9 (13%)

Revenue increased by RM73.3 mil (27.8%) in tandem with absence of RM180.8 mil in rebates in 4Q20, mitigated by temporary erosion of commercial rental under New Rental Model (NRM) for 2021

Revenue RM mil	1Q21	4Q20	Variance
Aeronautical	142.6	109.7	32.9 (30.0%)
Retail	11.9	12.4	-0.5 (-4.4%)
Commercial	137.3	93.1	44.3 (47.6%)
Non-Airport	45.0	48.4	-3.4 (-7.0%)

- Lower costs due to continued cost containment from 4Q20
- Lower due to absence of RM100.0 mil in accelerated amoritsation and RM500.0 mil impairment in ISG recognised in 4Q20
- Mainly due to lower interest on utilisation fee by RM22.4 mil in 4Q20 due to reduction in NPV pursuant to deferment granted and higher 1Q21 unrealised FX translation on ISG's VAT receivables (RM7.7 mil)
- Lower due to recognition of RM246.5 mil deferred tax asset from ITA and reversal of deferred tax liability of EUR20.5 mil (~RM100.2 mil) in respect of ISG impairment



1Q21 v 4Q20 Group reconciliation
Absence of significant one-offs from 4Q20 and continued cost containment leading to narrowing of losses in 1Q21

**Key Highlights** 

Future F.I.T.

**Group Financial** Performance

TY Financial Performance Operating Statistics

4Q20 vs 1Q20 reconciliation RM mil			
4Q20 Loss After Tax		(6	8 <b>5.</b> 0)
Revenue:			
- 1Q21 Lower Commercial Rental (NRM)*	-94.9		NRM initiative to retain and attract tenants for Reset & upcoming border opening
- 1Q21 Lower Aeronautical	-8.7		Lower in line with lower pax in 1Q21
+ 4Q20 Rebates	180.8	77.2	Accorded to tenants (RM139.2 mil) & airlines (RM41.6 mil)
EBITDA:	_		
+ 1Q21 Containment of Total Costs	91.2		1Q21 continued containment in staff, maintenance and admin costs by RM60.6 mil & writeback of PDD (movement of RM46.4 mil), mitigated by slight increase in utilities by RM6.6 mil (ongoing negotiations for reduction)
			- Higher unrealised FX gain on GHIAL in 1Q21 due to USD appreciation (RM20.5 mil)
+ 1Q21 Higher Other Income	37.0	128.3	- Absence of 4Q20 LPC rebate (RM21.1 mil)
Depreciation & Amortisation:			
+ 4Q20 Accelerated Amortisation	100.2		4Q20 non-cash amortisation acceleration
+ 1Q21 Lower Depreciation & Amortisation	34.0	134.2	Lower in line with lower pax in 1Q21
+ 4Q20 ISG Impairment		500.4	4Q20 non-cash impairment on ISG's PPA concession rights fair value
			- Lower interest on utilisation fee by RM22.4 mil in 4Q20 due to reduction in NPV
- 1Q21 Higher Finance Costs		(42.7)	- Higher 1Q21 unrealised FX translation on ISG's VAT receivables due to appreciation of Euro (RM7.7 mil
Taxation & Zakat			
- 4Q20 ITA Deferred Tax Asset Recognition	(246.5)		Deferred tax asset from klia2 ITA recognition in 4Q20 at 24% tax rate
- 4Q20 Reversal of Deferred Tax on ISG Impairment	(100.2)	(346.7)	4Q20 deferred tax liability reversal in tandem with ISG's PPA impairment

459.6

(221.3)



+ Others

**1Q21 Loss After Tax** 

<sup>\*</sup>NRM relates to the New Rental Model whereby fixed rent (MGP) for retail & F&B tenants are calculated as follows:

<sup>-</sup> Reset contracts: 70% MGP floor, whereby pax recovery rate above 70% over 2019 will also be correspondingly charged to tenants

Non-Reset contracts: Higher of royalty or MGP based on 2019 pax recovery rate. This will only apply until 4Q21 whereby Non-Reset contracts are expected to be converted to Reset contracts moving forward

Key Highlights

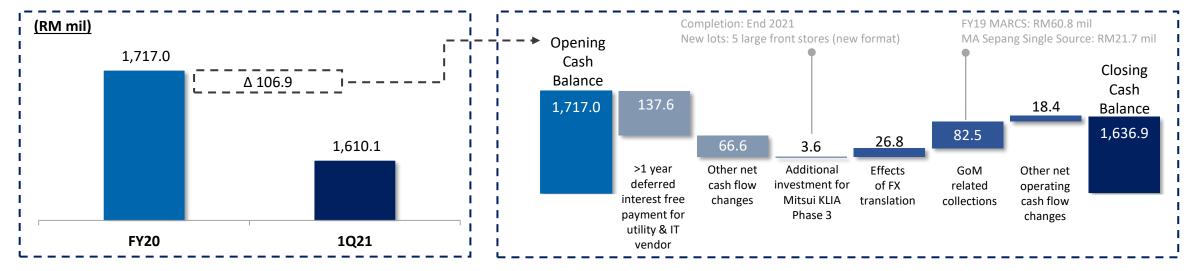
Future F.I.T.

Group Financial Performance

TY Financial Performance

Operating Statistics

# Sustainable cash reserves with further access to robust funding sources



RM3.125 bil Ready Funding



Secured RM1.325 bil in ready revolving credit facilities, an increase of RM225.0 mil compared to RM1.1 bil raised in 2020



Credit lines are in addition to the RM1.8 bil unutilised Sukuk facility, reflecting confidence of the financial institutions

Proven Market Support



RM700.0 mil oversubscribed Sukuk during the pandemic, from initial RM500.0 mil. Achieved at lowest rate (~3.4%) and longest tenure (7-10 years)



Funding for complimentary projects incurred at the JV level (Alibaba, TNB, Mitsui). Leasing model can also be considered for capex funding

Financial Resiliency



RM1.6 bil cash on hand as of March 2021, with RM900.0 mil available for Malaysia operations



Superior AAA RAM & A3 Moody's credit rating, reaffirmed even during COVID-19



Strong balance sheet with low gearing, allowing MAHB to leverage up to ~RM5.0 bil

# **Update on Equity & Borrowing profile**

Sufficient liquidity available to meet funding needs with no equity raising required

Key Highlights

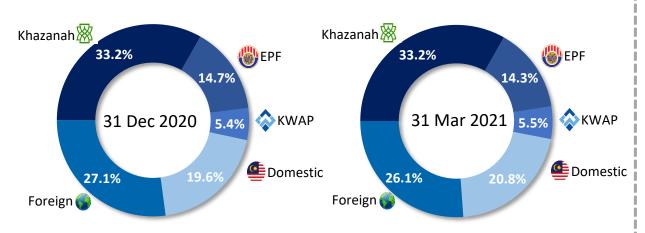
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Group Financial Performance

TY Financial Performance

Operating Statistics

#### **Equity Profile**



Financial Year		dend ment Plan tion Rate	Dividend Payment per Share (sen)		Total Amount Paid (RM mil)			Dividend Payout Ratio*	
	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%
2013	88.4%	87.6%	6.00	5.78	11.78	73.95	78.87	152.82	50%
2014	53.4%	74.1%	2.00	3.60	5.60	27.48	59.47	86.95	61%
2015	N/A	N/A	4.00	4.50	8.50	66.37	74.66	141.03	58%
2016	N/A	N/A	4.00	6.00	10.00	66.37	99.55	165.92	56%
2017	N/A	N/A	5.00	8.00	13.00	82.96	132.74	215.69	55%
2018	N/A	N/A	5.00	9.00	14.00	82.96	149.33	232.29	52%
2019	N/A	N/A	5.00	10.00	15.00	82.96	165.92^	248.88	52%

Repaym (RM	<u>nent</u> ¹/€ mil)			Bori	rowing	g Profi	le	
♠ (RM)	mil)	222/€45		1	1,087/€220	)		
49	) / €10	1,500	247/€50	296 / €60 600		480	220	1,000
	:021 r of Matu	2022 urity	2023	2024	2025	2027	2030	Perpetual Sukuk <sup>2</sup>
Bor	rowing	gs					31.03.21	31.12.20

3,025.2	2,927.7
3.94%	3.94%
0.59x	0.57x
0.39x	0.36x
	3.94% 0.59x

Available Facilities	31.03.21	31.12.20
Sukuk Programme (RM mil)	1,800.0	1,800.0
Revolving Credit Facilities (RM mil)	1,325.0	1,100.0

Credit Rating / Outlook		
DAM Booffirmed in Sentember 2020	IMTN Senior Sukuk	AAA / Stable
RAM Reaffirmed in September 2020	Perpetual Sukuk	AA2 / Stable
Moody's Reaffirmed in April 2021		A3 / Negative

<sup>&</sup>lt;sup>1</sup>Recalculated at actual rate of repayment and RM 4.87/EUR for future payments



<sup>&</sup>lt;sup>2</sup>Non-call 10-year Perpetual Sukuk, fixed initial periodic distribution rate of 5.75% recognised in equity

<sup>&</sup>lt;sup>3</sup>Net Debt = Borrowings – Cash and Funds

<sup>&</sup>lt;sup>4</sup>Gross and net gearing ratio including contingent liability is 0.67x (FY20: 0.65x) and 0.46x (FY20: 0.44x) respectively

Domestic sector remains key towards recovery expected to be boosted by inoculation drive

Group Financial Performance TY Financial Performance

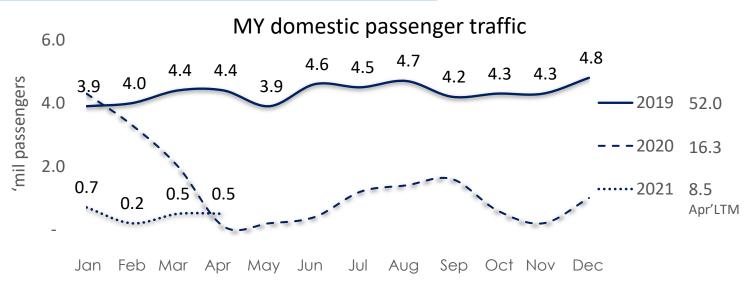
Operating Statistics

Airlines continue to show perseverance in anticipation of the opening of domestic interstate borders. Firefly Airlines (FY) began their jet operations at Penang International Airport (PEN) in May 2021

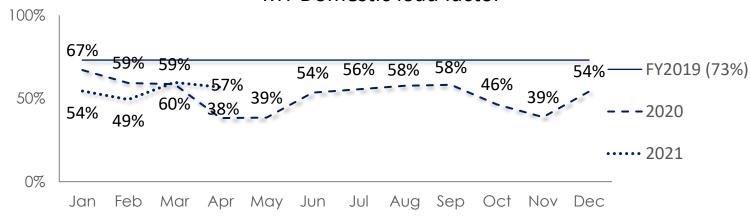
Malaysia Airlines reinstated destinations such as London & Jakarta and added 80 domestic frequencies, increasing KLIA's domestic frequencies by 26.7%. 34 airlines in total currently fly to 31 international pairs

The vaccination rollout under the National COVID-19 Immunisation Programme is already underway with 2.7 mil doses administered<sup>1</sup>, of which 1.0 mil people have already receiving 2 doses to date

Ramp up in vaccine deliveries and inoculation has begun with >1.8mil doses arriving by the end of May<sup>2</sup> and AstraZeneca roll out in the same month. July would see a further boost in vaccine deliveries. This will pave the way for herd immunity target by year end<sup>2</sup> and gradual relaxation of travel restrictions



#### MY Domestic load factor





Group Financial Performance

TY Financial Performance

Operating Statistics

ISG ranked the 4<sup>th</sup> busiest airport in Europe by ACI in 1Q21<sup>1</sup> and Turkey the 3<sup>rd</sup> busiest country in Europe by Eurocontrol at the end of March<sup>2</sup>

Positive outlook on the back of high vaccination rate

Passenger traffic for both domestic and international movements picked up in 1Q21 after the end of winter months, but in April, stricter curfew imposed had an adverse impact to traffic. Traffic expected to regain traction after the relaxation of curfew from mid May

IATA anticipates strong return of traffic by the fourth quarter for advanced economies that have high vaccine rollouts<sup>3.</sup> Europe has already opened its borders for vaccinated passengers in May

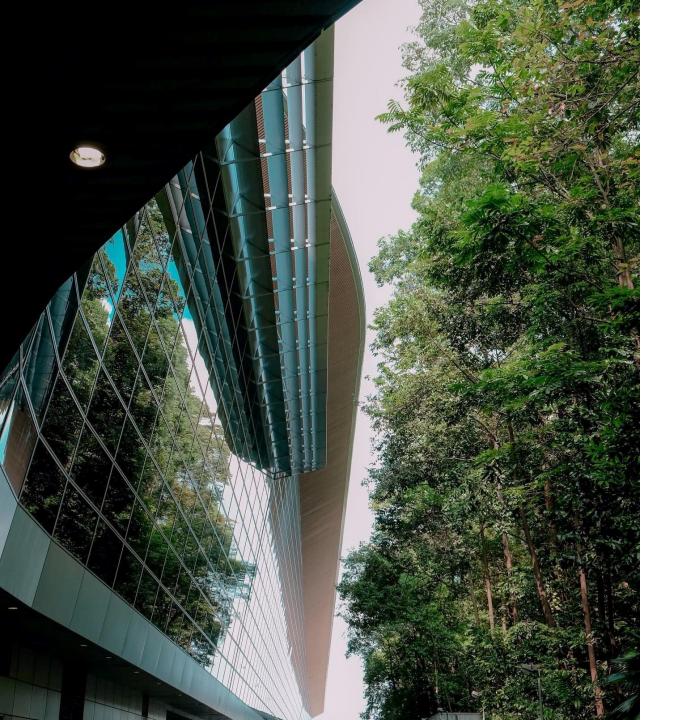
Turkey ranked among the top countries with access to vaccine has high inoculation rate projecting the nation to achieve public immunity by end September<sup>4</sup>. 27.9 mil doses administered to date, with more than 11.9 mil people already receiving 2 doses<sup>5</sup>



#### ISG load factor



Sources: 1 . https://ftnnews.com/aviation/41661-worlds-busiest-airports-in-2020-2021; 2. Eurocontrol Comprehensive Assessment- https://www.eurocontrol.int/sites/default/files/2021-03/covid19-eurocontrol-comprehensive-air-traffic-assessment-25032021.pdf; 3. IATA Report- https://www.iata.org/en/iata-repository/publications/economic-reports/airline-industry-economic-performance---april-2021---report/; 4. https://www.dailysabah.com/turkey/turkey-to-get-120-million-covid-19-vaccine-doses-bigntechs-sahin/news; 5. https://covid19asi.saglik.gov.tr/? Dil=2



Future F.I.T.

## **Emerging from the pandemic with Future F.I.T.**

Gearing the business for transformation and growth

Group Financial Performance

TY Financial Performance

Operating Statistics

#### Balancing transformation and growth



COVID-19 brought an unprecedented impact to the aviation industry globally.

In response, Malaysia Airports introduced its new 5-Year strategic direction, Future F.I.T.



Future F.I.T. is the Group's 5-Year Strategy and Transformation Plan, with the aim to make Malaysia Airports:

- Financially sustainable;
- Impact driven; and
- Technology focused



Future F.I.T. comprises of:

- Phase 1 (2021 to 2022)
   Setting out the direction for survival and recovery; and
- Phase 2 (2023 to 2025)
   Positioning Malaysia Airports for future growth and sustainability

#### Future F.I.T. Phases

Phase 1 (2021 to 2022)

Malaysia Airports' Survival and Recovery Plan



≜<sup>≜</sup>∏ Survivability



Fixing the Basics



Horizontal Expansion



Digitalisation



**Critical Asset Replacement** 

Phase 2 (2023 to 2025)

Malaysia Airports Growth and Transformation Plan



Maximising Revenue Generation



**Developing New Capabilities** 



**Ensuring Business Sustainability** 

Transition from the pandemic to recovery and reform

Key Highlights

Future F.I.T.

Group Financial Performance

TY Financial Performance

Operating Statistics

#### Strategic Themes



#### Survivability

Emerging from the current impact of COVID-19 on a stronger footing.

### Short to medium term focus



Optimisation of operations cost, workforce & contracts



Curated aero incentives to support passenger growth



Mitigating Maintaining liquidity risk strong credit rating







#### Fixing the Basics

Assuring passengers of a safe and joyful travel experience in the new normal.



Commercial reset



Continuous implementation of safety measures



Washroom refurbishment







#### **Horizontal Expansion**

Exploring new opportunities and diversifying revenue streams to improve business performance.



Subang Airport Regeneration



Mitsui Outlet Park KLIA Phase 3 & Mitsui Outlet Park Penang



<u>~</u>

Regional
Distribution Centre
& Aerospace Hub







#### Digitalisation

Transforming our airports to improve operations, safety, productivity and airport experience.



Airport Collaborative Decision Making



Single Token



E-Commerce click & collect







#### **Critical Asset Replacement**

Improving critical assets and infrastructure for effective operations and readiness.



Track Train System



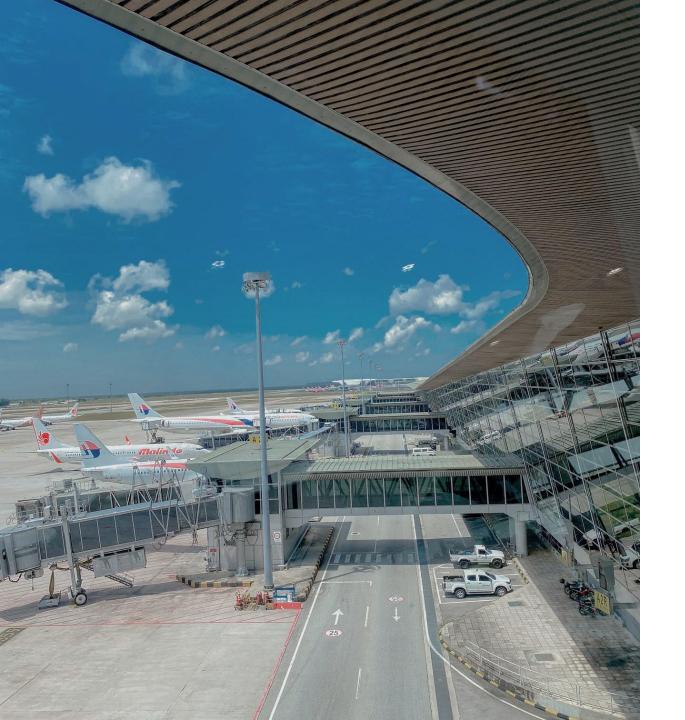
Runway rehabilitation



Baggage Handling System







# Group Financial Performance

#### Key Highlight

Group Financial
Performance

TY Financial Performance

Operating Statistics

		1Q21			1Q20		(	*		•	Airports	
(RM mil)		C	MALAYSIA		C*	AIRPORTS	Vari	Variance %		ance %	Variance %	
Revenue	184.7	152.2	336.9	682.2	251.7	933.8		(72.9)		(39.5)		(63.9)
Other Income	46.9	6.8	53.7	82.1	3.4	85.4		(42.8)		>100		(37.1)
Direct Cost	(60.4)	-	(60.4)	(137.4)	-	(137.4)		56.0	_	-		56.0
Operating Cost	(268.5)	(39.1)	(307.5)	(422.9)	(55.4)	(478.4)		36.5		29.5		35.7
User Fee & PSC Share	(21.0)	(10.1)	(31.2)	(78.2)	(21.0)	(99.2)		73.1		51.7		68.6
EBITDA	(118.2)	109.7	(8.5)	125.6	178.6	304.2		(>100)		(38.6)		(>100)
Depreciation & Amortisation	(23.0)	(75.5)	(98.5)	(81.1)	(86.5)	(167.7)		71.6		12.8		41.2
Finance Costs	(36.3)	(135.0)	(171.3)	(44.5)	(131.4)	(175.8)		18.4		(2.8)		2.6
Share of Assoc. & JV Profit	(2.2)	-	(2.2)	3.7	-	3.7		(>100)	_	-		(>100)
(Loss)/Profit before Tax & Zakat	(179.7)	(100.7)	(280.5)	3.8	(39.3)	(35.5)		(>100)		(>100)		(>100)
Taxation & Zakat	55.8	3.4	59.2	10.1	5.1	15.2		>100		(32.7)		>100
(Loss)/Profit after Tax & Zakat	(124.0)	(97.3)	(221.3)	13.9	(34.3)	(20.4)		(>100)		(>100)		(>100)
EBITDA Margin (%)	-64.0%	72.1%	-2.5%	18.4%	71.0%	32.6%		-82.4		1.2		-35.1
PAT Margin (%)	-67.1%	-64.0%	-65.7%	2.0%	-13.6%	-2.2%		-69.1		-50.4		-63.5



Group 1Q21 Results (vs 1Q20)

Group Financial Performance

TY Financial Performance

Operating Statistics

( W		1Q21			1Q20		<b>(*</b>	(C)	AIRPORTS	
(RM mil)		C	Airports		C	Airports	Variance %	Variance %	Variance %	
Revenue	184.7	152.2	336.9	682.2	251.7	933.8	(72.9)	(39.5)	(63.9)	

Group revenue: RM336.9 mil

- ★ Airport operations: RM291.8 mil (-66.7%)
  - Aeronautical: RM142.6 mil (-71.6%) mainly due to lower overall passenger movements (contraction of 76.8%) in Malaysia and Turkey following the outbreak of COVID-19 and the subsequent travel restrictions.
  - Non-Aeronautical: RM149.2 mil (-60.3%) arising from lower retail sales (-90.5%) and commercial revenue (-45.2%). Under the New Rental Model implemented in 2021, rental for retail and F&B tenants in Malaysia are largely billed in relation to passenger movements for non-reset commercial contracts.
- ★ Non-airport operations: RM45.0 mil (-19.8%)
  - Hotel: RM9.4 mil (-52.4%)
  - Agriculture & horticulture: RM11.3 mil (+70.7%)
  - Project and repair maintenance: RM24.3 mil (-18.4%)



# Group 1Q21 Results (vs 1Q20)

		1Q21			1Q20		<b>(*</b>	C*	MALAYSIA
(RM mil)		C	MALAYSIA AIRPORTS		C*	AIRPORTS	Variance %	Variance %	Variance %
EBITDA	(118.2)	109.7	(8.5)	125.6	178.6	304.2	(>100)	(38.6)	(>100)
(Loss)/Profit after Tax & Zakat	(124.0)	(97.3)	(221.3)	13.9	(34.3)	(20.4)	(>100)	(>100)	(>100)

#### Group EBITDA: -RM8.5 mil

- ★ Malaysia operations: The reduction of RM154.5 mil in operating cost helped mitigate the contraction in revenue arising from the impact of COVID-19 to passenger movements
- ★ Turkey operations: ISG's cost optimisation initiatives have led to lower operating costs by 29.5% or RM16.4 mil, thus cushioning the reduction in ISG's EBITDA

#### Group Loss after Tax & Zakat: -RM221.3 mil

- Malaysia operations: Net earnings reported a significant decline, largely attributed to lower EBITDA, mitigated by lower depreciation & amortisation and recognition of deferred tax assets for the current quarter
- Turkey operations: Recorded a lower LAT of RM97.3 mil (1Q20: LAT of RM34.3 mil), in tandem with lower EBITDA after taking into account a loss of RM29.4 mil (1Q20: RM51.2 mil) primarily owing to the amortisation of fair value of the concession rights



# Group 1Q21 Results (vs 4Q20)

Group Financial
Performance

TY Financial Performance

		1Q21			4Q20				Jimanec	T CHOIN	,	
(RM mil)		<b>©</b>	Airports		<b>©</b>	Airports	<u>.</u>	ance %		C* ance %		RPORTS ance %
Revenue	184.7	152.2	336.9	121.8	141.9	263.6		51.7		7.3		27.8
Other Income	46.9	6.8	53.7	13.1	3.6	16.7		257.8		89.1		221.5
Direct Cost	(60.4)	-	(60.4)	(60.8)	-	(60.8)		0.6	_	-		0.6
Operating Cost	(268.5)	(39.1)	(307.5)	(347.0)	(60.9)	(407.9)		22.6		35.8		24.6
User Fee & PSC Share	(21.0)	(10.1)	(31.2)	(10.4)	(11.3)	(21.7)		(>100)		10.5		(43.5)
EBITDA	(118.2)	109.7	(8.5)	(283.3)	73.3	(210.0)		58.3		49.8		96.0
Depreciation & Amortisation	(23.0)	(75.5)	(98.5)	(135.5)	(97.2)	(232.7)		83.0		22.4		57.7
Impairment on Intangible Assets	-	-	-	-	(500.4)	(500.4)	_	-	_	-	_	-
Finance Costs	(36.3)	(135.0)	(171.3)	(26.2)	(102.4)	(128.6)		(38.5)		(31.8)		(33.2)
Share of Assoc. & JV Profit	(2.2)	-	(2.2)	(3.4)	-	(3.4)		(34.8)	_	-		34.8
(Loss)/Profit before Tax & Zakat	(179.7)	(100.7)	(280.5)	(448.3)	(626.8)	(1,075.1)		59.9		83.9		73.9
Taxation & Zakat	55.8	3.4	59.2	296.9	93.2	390.1		(81.2)		(96.3)		(84.8)
(Loss)/Profit after Tax & Zakat	(124.0)	(97.3)	(221.3)	(151.4)	(533.6)	(685.0)		18.1		81.8		67.7
EBITDA Margin (%)	-64.0%	72.1%	-2.5%	-232.6%	51.6%	-79.7%		>100		20.5		77.1
PAT Margin (%)	-67.1%	-64.0%	-65.7%	-124.3%	-376.1%	-259.8%		57.2		>100		>100



TY Financial Performance

Operating Statistics

(PM mil)		1Q21			4Q20		<u></u>		C	*	A ID	LAYSIA
(RM mil)		C	AIRPORTS		C	AIRPORTS	Varia	nce %	Variance %		Variance %	
Revenue	184.7	152.2	336.9	121.8	141.9	263.6		51.7		7.3		27.8

Group revenue: RM336.9 mil

- ★ Airport operations: RM291.8 mil (+35.7%)
  - Aeronautical: RM142.6 mil (+30.0%) mainly due to absence of rebate of RM41.6 mil accorded to airline tenants in 4Q20. Excluding the effect of the rebate given during 4Q20, aeronautical revenue contracted slightly by 5.7% in 1Q21.
  - Non-Aeronautical: RM149.2 mil (+41.6%) due to absence of rebate of RM139.2 mil accorded to commercial tenants in 4Q20. Excluding the effect of the rebate given during 4Q20, non-aeronautical revenue contracted by 39.0% in 1Q21. Under the New Rental Model implemented in 2021, rental for retail and F&B tenants in Malaysia are largely billed in relation to passenger movements for non-reset commercial contracts.
- ★ Non-airport operations: RM45.0 mil (-7.0%)
  - Hotel: RM9.4 mil (-3.8%)
  - Agriculture & horticulture: RM11.3 mil (+18.0%)
  - Project and repair maintenance: RM24.3 mil (-16.3%)



# **Group 1Q21 Results (vs 4Q20)**

(DA4:1)		1Q21			4Q20		<u>(*</u>		C	*	Ž AIR	LAYSIA PORTS		
(RM mil)		C	Airports		C	AIRPORTS	Varia	Variance %		Variance %		nce %	Varia	nce %
EBITDA	(118.2)	109.7	(8.5)	(283.3)	73.3	(210.0)		58.3		49.8		96.0		
(Loss)/Profit after Tax & Zakat	(124.0)	(97.3)	(221.3)	(151.4)	(533.6)	(685.0)		18.1		81.8		67.7		

#### Group EBITDA: -RM8.5 mil

- ★ Malaysia operations: Weaker EBITDA in the previous quarter is mainly attributed to the lower 4Q20 revenue arising from rental rebate granted as part of assistance program to the tenants and airlines
- ★ Turkey operations: Increase in EBITDA mainly due to lower 4Q20 revenue arising from rental rebate granted as part of assistance program to the tenants and airlines

#### Group Loss after Tax & Zakat: -RM221.3 mil

- ★ Malaysia operations: Loss after tax marginally improved as well by 15.9% after stripping out the effects of 4Q20's rental rebates (RM162.5 mil), accelerated amortisation (RM88.0 mil) and deferred tax assets in respect of Investment Tax Allowance (RM246.5 mil)
- ★ Turkey operations: Loss after tax marginally improved by 5.6% after stripping out the effects of 4Q20's rental rebates (RM18.3 mil), accelerated amortisation (RM12.0 mil) and impairment on PPA concession rights fair value, net of tax (RM400.2 mil)



Key Highlights

Future F.I.T.

Group Financial
Performance

TY Financial Performance

			1Q21			1Q20		Variance (%)			
(RM	mil)		<b>C</b> *	Airports		C	Airports		C	Airporis	
	EBITDA excluding Adjustments (Adj)	(118.2)	107.7	(10.5)	125.6	176.2	301.8	>100%	(38.9%)	>100%	
Adj*	+ Other Income - ISG PPA interest income	-	2.0	2.0	-	2.4	2.4				
	EBITDA including Adj	(118.2)	109.7	(8.5)	125.6	178.6	304.2	>100%	(38.6%)	>100%	
	- Depreciation and Amortisation	(23.0)	(50.5)	(73.5)	(81.1)	(40.4)	(121.5)				
Adj*	- Amortisation - ISG&SGC PPA concession rights fair value	-	(25.0)	(25.0)	-	(46.1)	(46.1)				
	- Finance Costs - interest on borrowing and misc.	(36.3)	(27.3)	(63.5)	(44.5)	(28.8)	(73.3)				
	- Finance Costs - ISG utilisation fee expense	-	(101.3)	(101.3)	-	(95.0)	(95.0)				
Adj*	- Finance Costs - ISG&SGC interest expense	-	(6.5)	(6.5)	-	(7.5)	(7.5)				
	-/+ Share of Assoc. & JV Profit	(2.2)	-	(2.2)	3.7	-	3.7				
	(Loss)/Profit before Tax & Zakat including Adj	(179.7)	(100.7)	(280.5)	3.8	(39.3)	(35.5)	>100%	(>100%)	(>100%)	
	- Taxation and Zakat	55.8	3.4	59.2	10.1	5.1	15.2				
	(Loss)/Profit after Tax and Zakat including Adj	(124.0)	(97.3)	(221.3)	13.9	(34.3)	(20.4)	>100%	(>100%)	(>100%)	

<sup>1.</sup> Included within current period retained earnings is a distribution to the perpetual sukuk holders amounting to RM14.2 mil (1Q20: RM14.3 mil)



<sup>2.</sup> Adj\* relates to the Purchase Price Allocation (PPA) non-cash adjustments in respect of the MFRS3: Business Combinations fair valuation on ISG&LGM (Profit Before Tax related PPA Adjustments: 1Q21: RM29.5 mil; 1Q20: RM51.2 mil)

<sup>3.</sup> Finance costs – ISG utilisation fee expense RM101.3 mil (1Q20: RM95.0 mil) relates to interest expense on utilisation fee liability for the year.

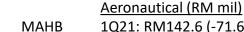
Group

**Key Highlights** 

Future F.I.T.

**Group Financial** Performance

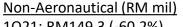
TY Financial Performance **Operating Statistics** 



1Q21: RM142.6 (-71.6%)

1Q20: RM502.3

1Q21: RM54.5 (-84.1%) Excluding



1Q21: RM149.3 (-60.2%)

1Q20: RM375.4

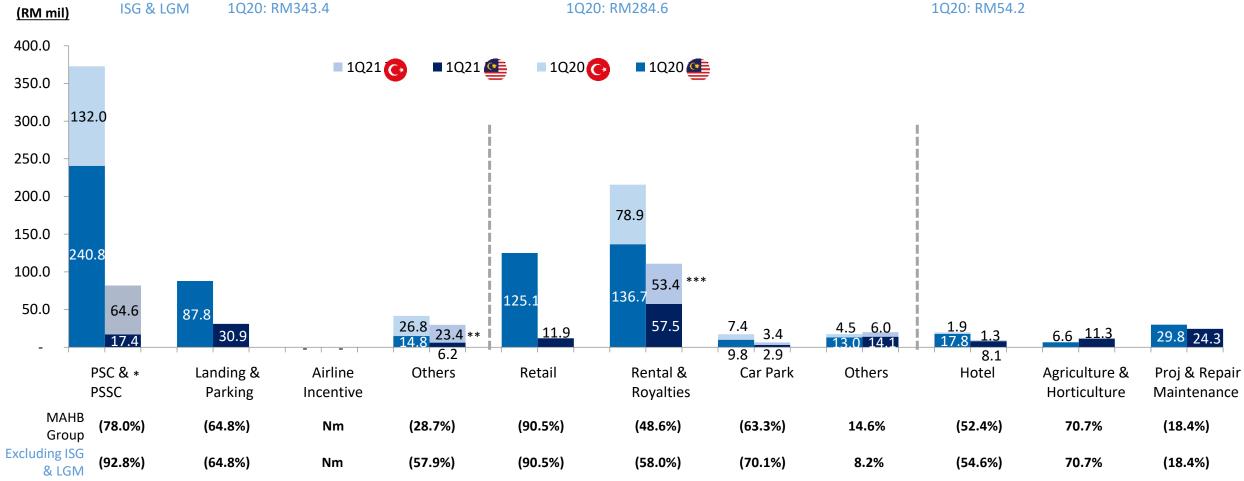
1Q21: RM86.5 (-69.6%)

#### Non-Airport Operations (RM mil)

1Q21: RM45.0 (-19.7%)

1Q20: RM56.1

1Q21: RM43.7 (-19.3%)



<sup>\*</sup>Inclusive of MARCS

MALAYSIA Hosting
Joyful
Connection:

<sup>\*\*</sup>Included in Turkish operations' aeronautical revenue is ISG's jet fuel farm rental income of EUR1.2 mil / RM5.6 mil (1Q20: EUR1.7 mil / RM8.1 mil)

<sup>\*\*\*</sup>Included in Turkish operations' rental and royalties is revenue generated from ISG's duty free business of EUR4.2 mil / RM20.5 mil (1Q20: EUR11.6 mil/ RM53.7 mil)

Key Highlights

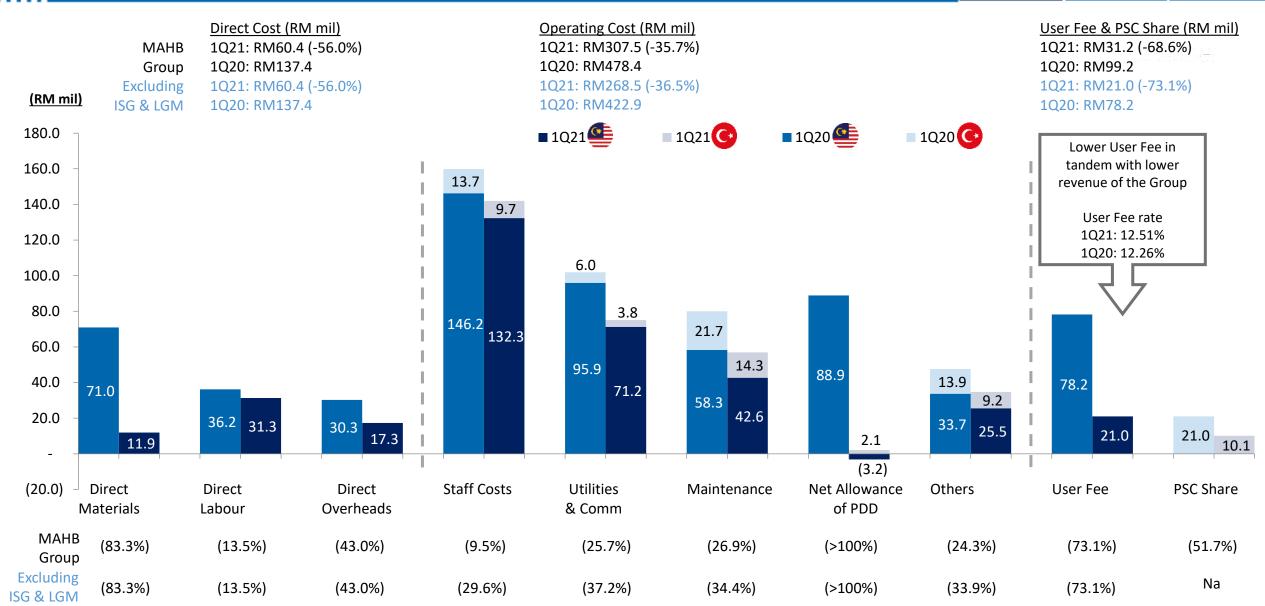
Future F.I.T.

Group Financial

Performance

TY Financial Performance

Operating Statistics



**Group Cost** 

MALAYSIA Hosting Joyful Connections



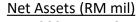
(RM mil)

**Key Highlights** 

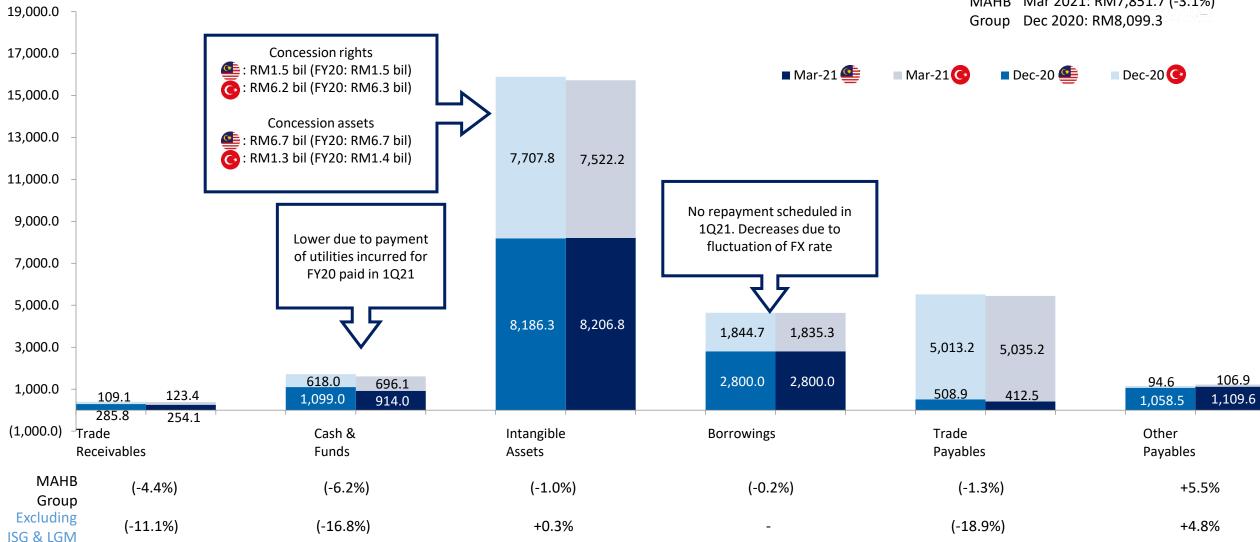
Future F.I.T.

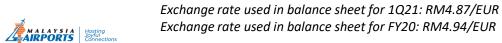
**Group Financial** Performance

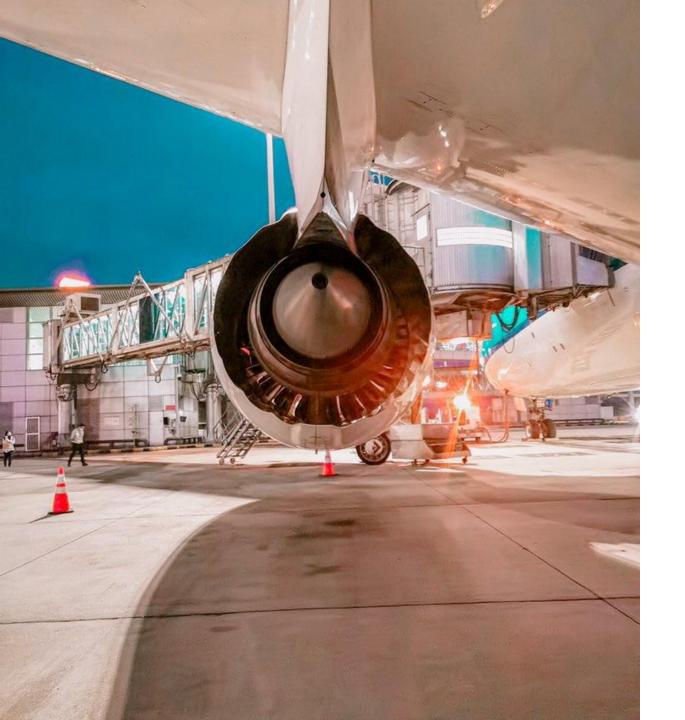
TY Financial Performance Operating **Statistics** 



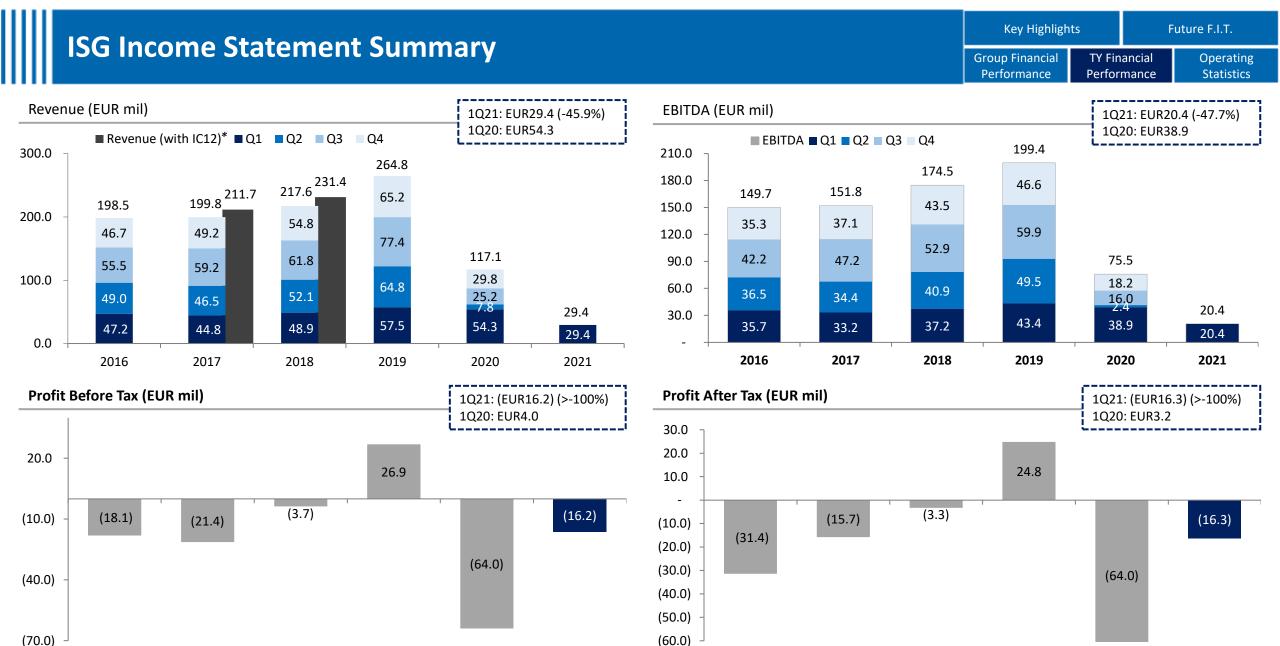
MAHB Mar 2021: RM7,851.7 (-3.1%)







# Turkish Operations (TY) Financial Performance





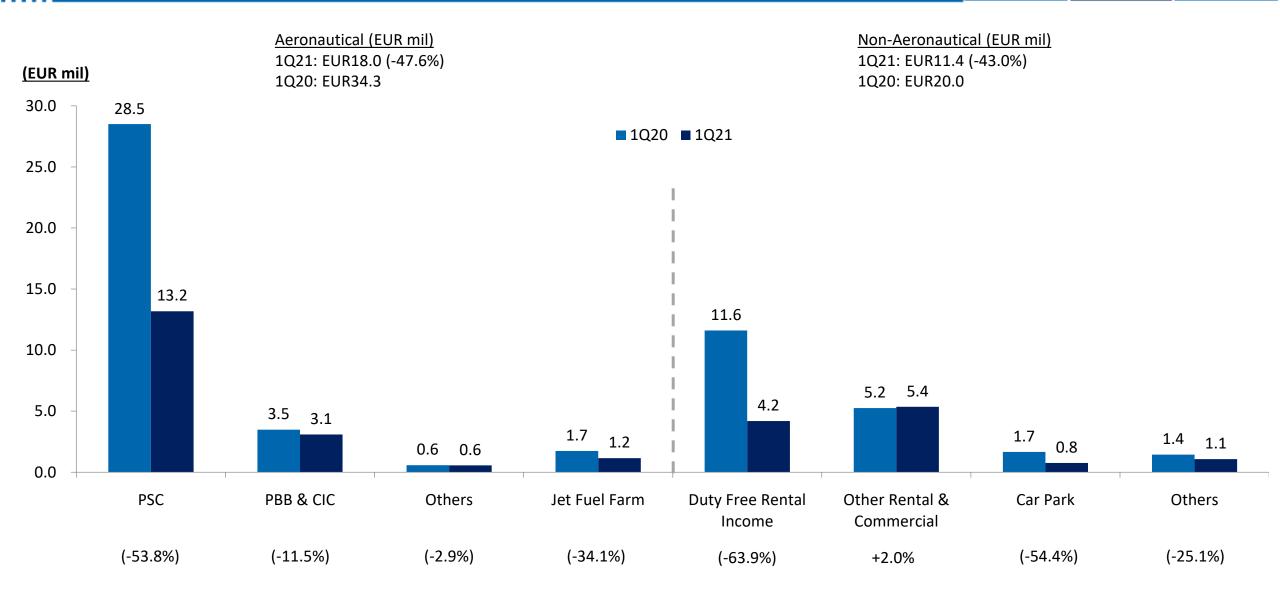
**ISG** Revenue

Key Highlights

Future F.I.T.

Group Financial
Performance

TY Financial Performance





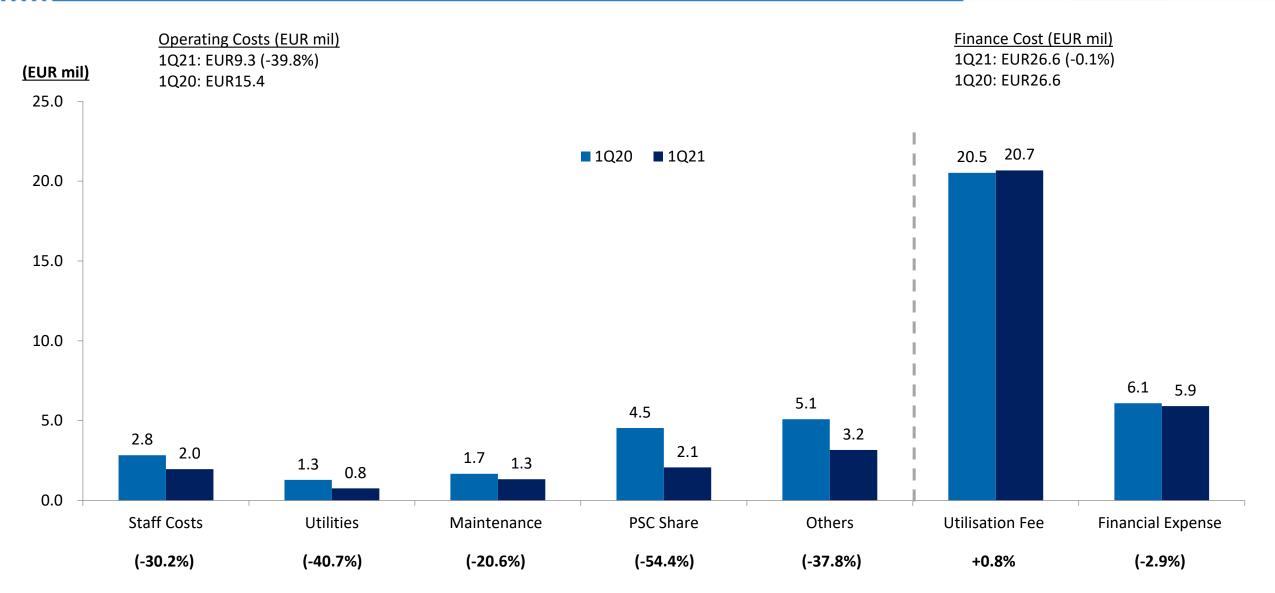
**ISG Cost** 

Key Highlights

Future F.I.T.

Group Financial
Performance

TY Financial Performance



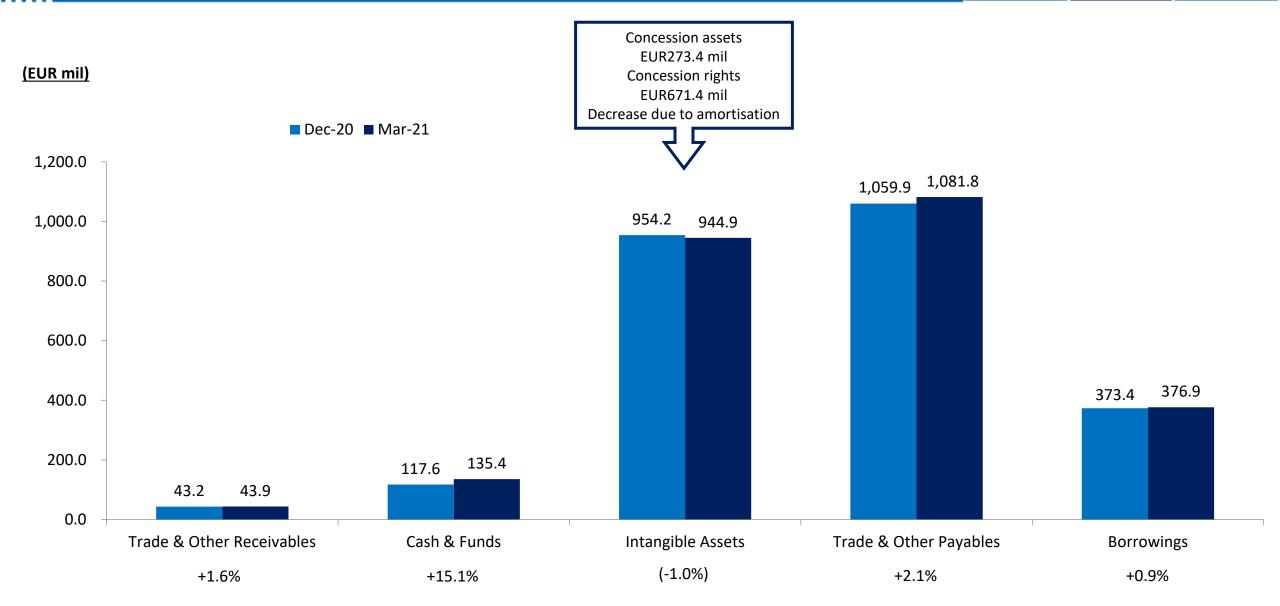
**ISG Balance Sheet** 

Key Highlights

Future F.I.T.

Group Financial
Performance

TY Financial Performance



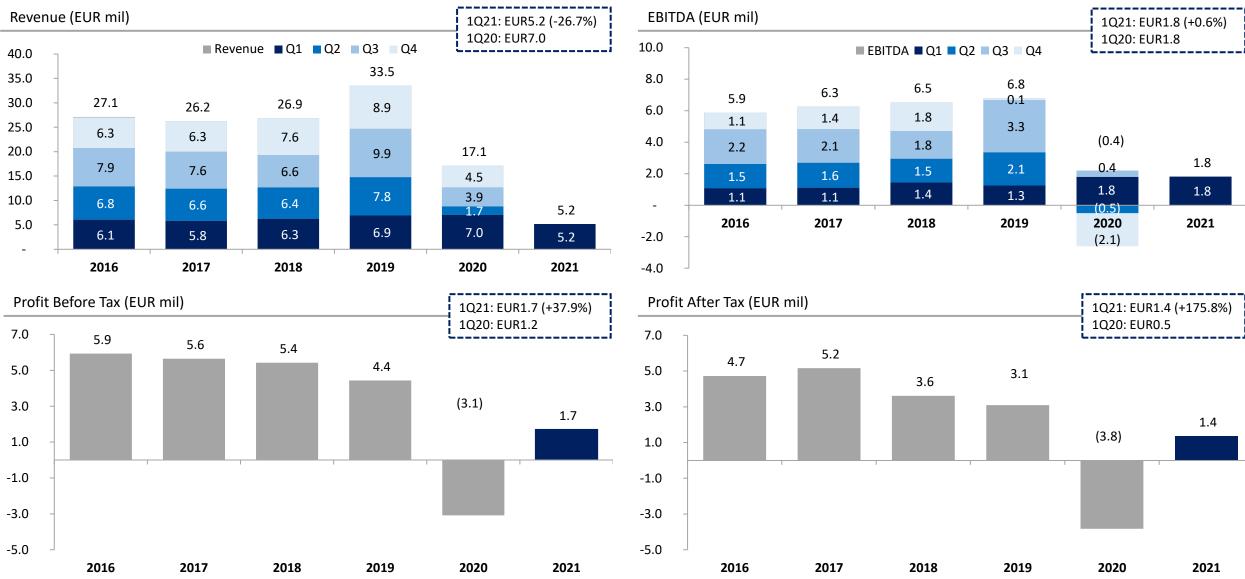


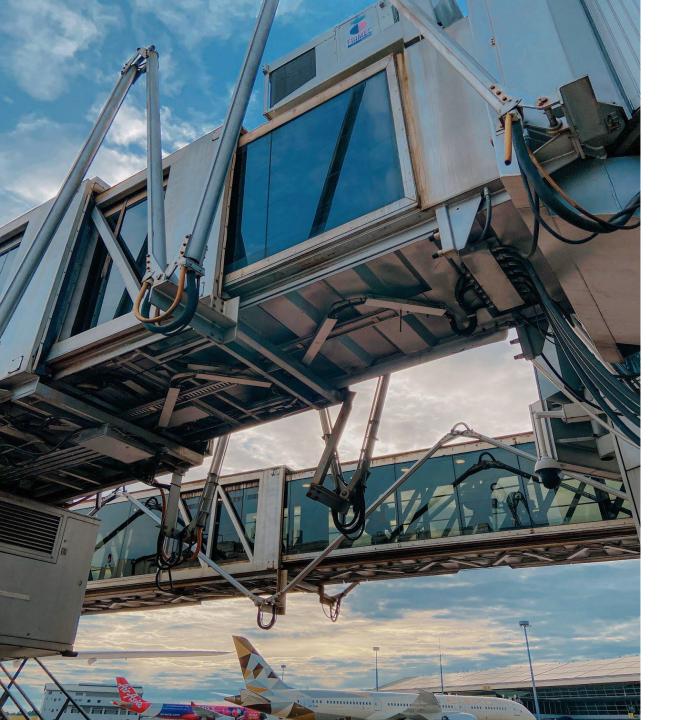




Group Financial TY Financial Performance Performance

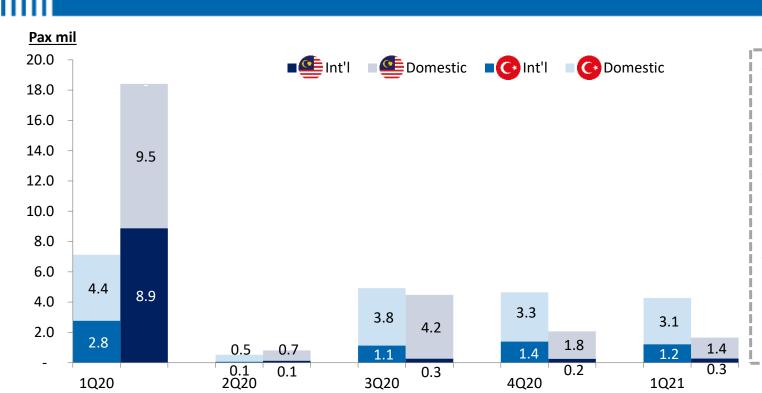
ncial Operating statistics





**Group Financial** Performance

TY Financial Performance Operating **Statistics** 



**Passenger Movements** 

- ★ Traffic recovery would continue to rely on the efficacy of vaccine rollout and the extent of travel restrictions brought under control locally as well internationally. The vaccine rollout in Malaysia and Turkey is also gaining traction.
- Kota Kinabalu, Subang, Labuan, Lahad Datu, Sandakan and Tawau registered higher passenger movements for March 2021 compared to that of January and February.
- Improvement recorded in passenger movements with the relaxation of movement control and curfew in Turkey. Istanbul SGIA achieved overall positive growth for the first time since the outbreak with a 11.4% growth over March 2020 with 1.2 million passengers for domestic sector.

	k	KLIA Main klia2				KLIA (KUL)			MASB Airports*			MY Airports			ISG (SAW)			MAHB Group			
Pax mil	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %
International	0.2	4.0	(94.5)	0.0	3.6	(98.9)	0.3	7.6	(96.5)	0.0	1.2	(99.4)	0.3	8.9	(96.9)	1.2	2.8	(56.2)	1.5	11.6	(87.3)
ASEAN	0.1	1.5	(96.4)	0.0	2.1	(98.4)	0.1	3.6	(97.6)	0.0	0.8	(99.1)	0.1	4.4	(97.9)						
Non-ASEAN	0.2	2.6	(93.4)	0.0	1.4	(99.7)	0.2	4.0	(95.6)	0.0	0.4	(99.8)	0.2	4.4	(96.0)						
Domestic	0.1	1.1	(90.4)	0.2	2.0	(88.6)	0.3	3.1	(89.2)	1.1	6.5	(83.7)	1.4	9.5	(85.5)	3.1	4.4	(29.7)	4.4	13.9	(68.0)
Total	0.3	5.1	(93.6)	0.3	5.6	(95.2)	0.6	10.7	(94.4)	1.1	7.7	(86.2)	1.7	18.4	(91.0)	4.3	7.1	(40.0)	5.9	25.5	(76.8)

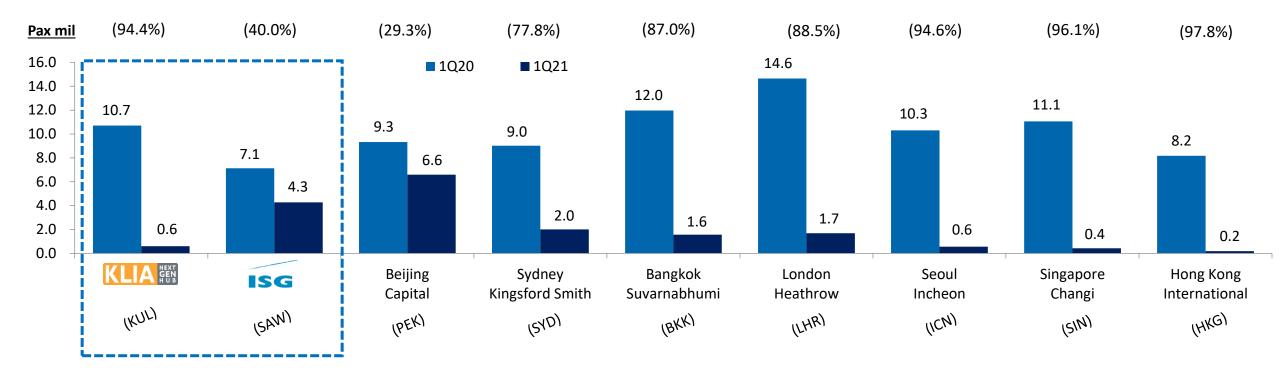
## **Comparison of Airport Peers**

Key Highlights

Future F.I.T.

Group Financial
Performance

TY Financial Performance





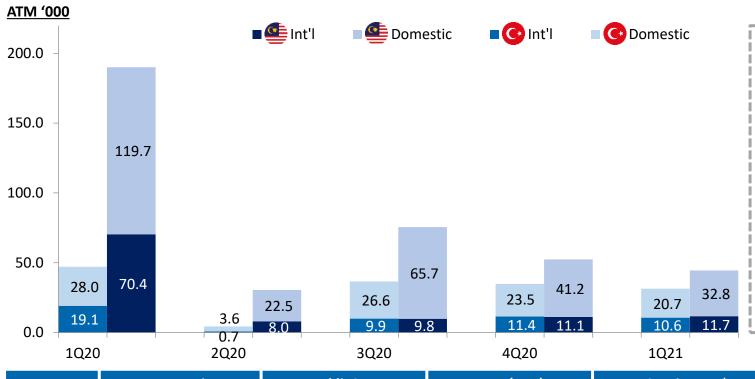
- Global passenger traffic improved with industry-wide revenue passenger-kilometers (RPKs) recording 26.3% lower compared to March 2020. The recovery was driven by the rebound in domestic travel (up 36.9% vs March 2020), particularly in China.
- All international markets remained weak in March due to strict travel restrictions. Both global international travel (down 70.7% vs March 2020) and Asia-Pacific international RPKs (down 82.5% vs March 2020) were subdued.
- Load factors recovered back from record low levels in Asia-Pacific and North America, while other regions continue to post record low values for the month.
- Amid resurging pandemic and uneven pace of vaccine rollout, economic activity rebounds globally. Both global industrial production and business confidence indices trend upwards and they are above their pre-crisis levels. Early bookings for May-July period raise some hope for future domestic travel demand.

**Key Highlights** 

**Group Financial** Performance

TY Financial Performance Operating **Statistics** 

# **Aircraft Movements (ATM)**



- Total MAHB network of airports registered a decline of 68.0% for Q1 2021 over Q1 2020 with 75k flights as Malaysia has not fully reopened its borders for international travel.
- ★ Aircraft movements in Malaysia and Istanbul SGIA declined by 76.6% and 33.5% respectively in Q1 2021 over Q1 2020.
- The impact of vaccine rollout to the overall traffic however remained to be seen.
- Digital health travel passes and a more synchronised travel procedure across countries may encourage cross border travel and support further travel recovery.

	KLIA Main			klia2			KLIA (KUL)			MASB Airports*			MY Airports			ISG (SAW)			MAHB Group		
ATM '000	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %	1Q21	1Q20	Var %
International	8.3	29.8	(72.0)	0.8	25.7	(96.9)	9.1	55.5	(83.6)	2.6	14.9	(82.6)	11.7	70.4	(83.4)	10.6	19.1	(44.6)	22.3	89.5	(75.1)
Domestic	2.8	11.6	(75.8)	1.8	15.3	(88.1)	4.6	26.9	(82.9)	28.1	92.8	(69.7)	32.8	119.7	(72.6)	20.7	28.0	(25.8)	53.5	147.7	(63.8)
Total	11.1	41.4	(73.1)	2.6	41.1	(93.6)	13.7		(83.3)			(71.5)		190.1	(76.6)		47.1	(33.5)		237.2	(68.0)

Notes

Key Highlights Future F.I.T.

Group Financial Performance TY Financial Performance





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