



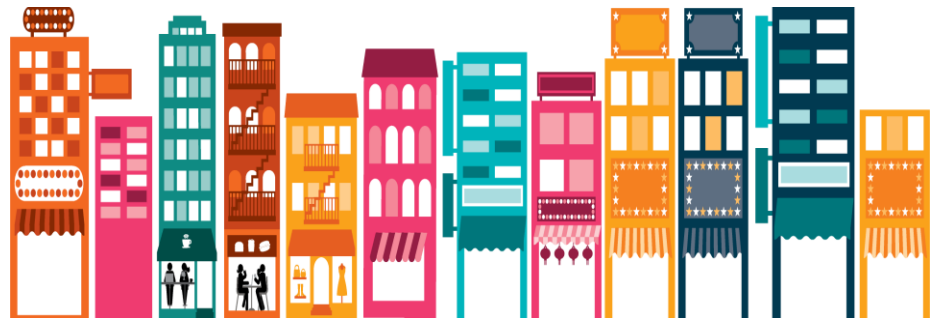
# **FINANCIAL RESULTS FOR THE PERIOD ENDED 30 SEPTEMBER 2016**

# MAHB group financial highlights

(For the period ended 30 September 2016)

RM'000	Individual Quarter				Cumulative Quarter			
	Current Year Quarter	Preceding Year Corresponding Quarter	Variance		Current Year Quarter	Preceding Year Corresponding Quarter	Variance	
	30.09.2016	30.09.2015			30.09.2016	30.09.2015		
Revenue	1,075,661	1,017,926	5.67%	▲	3,092,734	2,834,065	9.13%	▲
EBITDA	467,065	467,557	-0.11%	▼	1,337,312	1,291,590	3.54%	▲
PBT	42,979	58,781	-26.88%	▼	98,699	99,752	-1.06%	▼
Net Earnings	10,951	68,487	-84.01%	▼	36,046	80,372	-55.15%	▼
EBITDA Margin (%)	43.42%	45.93%	-2.51%	▼	43.24%	45.57%	-2.33%	▼
PBT Margin (%)	4.00%	5.77%	-1.78%	▼	3.19%	3.52%	-0.33%	▼
Gearing (%)					65.58%	66.01%	-0.43%	▼
Net Assets per share (RM)					5.19	5.51	-5.88%	▼

# group segmental analysis



# MAHB group segmental analysis

(For the period ended 30 September 2016)

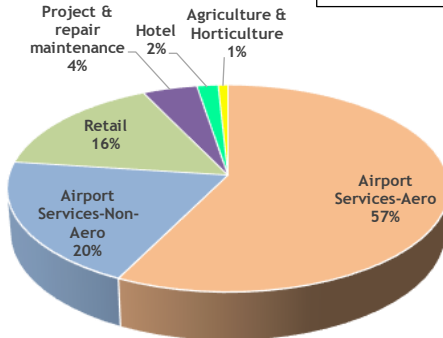
Description RM'000	Revenue				Profit/(Loss) before tax and zakat			
	30.09.2016	30.09.2015	Variance		30.09.2016	30.09.2015	Variance	
<b>(A) Malaysia Operations</b>								
(I) Airport Operations:								
- Airport Services	1,818,541	1,671,833	8.78%	▲	179,555	123,763	45.08%	▲
- Duty free and non-dutiable goods	534,105	480,104	11.25%	▲	14,825	(58,120)	125.51%	▲
Consol Adj.	(174,916)	(186,342)			166,519	157,073		
<b>Total Airport Operations</b>	<b>2,177,730</b>	<b>1,965,595</b>	<b>10.79%</b>	<b>▲</b>	<b>360,899</b>	<b>222,716</b>	<b>62.04%</b>	<b>▲</b>
(II) Non Airport Operations:								
- Project and Repair Maintenance	59,104	57,312	3.13%	▲	14,742	10,652	38.40%	▲
- Hotel	59,177	53,218	11.20%	▲	623	(5,151)	112.09%	▲
- Agriculture & Horticulture	27,318	27,755	-1.57%	▼	2,670	1,744	53.10%	▲
- Others	-	-	0.00%		72,953	136,099	-46.40%	▼
Consol Adj.	(51,694)	(47,040)			(179,062)	(162,768)		
<b>Total Non-Airport Operations</b>	<b>93,905</b>	<b>91,245</b>	<b>2.92%</b>	<b>▲</b>	<b>(88,074)</b>	<b>(19,424)</b>	<b>353.42%</b>	<b>▲</b>
<b>Total Malaysia Operations</b>	<b>2,271,635</b>	<b>2,056,840</b>	<b>10.44%</b>	<b>▲</b>	<b>272,825</b>	<b>203,292</b>	<b>34.20%</b>	<b>▲</b>
<b>(B) Overseas Operations</b>								
(I) Airport Operations	781,578	732,582	6.69%	▲	(11,316)	30,647	-136.92%	▼
Consol Adj.*	(53,903)	(49,207)			(164,871)	(142,429)		
<b>Total Overseas Airport Operations</b>	<b>727,675</b>	<b>683,375</b>	<b>6.48%</b>	<b>▲</b>	<b>(176,187)</b>	<b>(111,782)</b>	<b>57.62%</b>	<b>▲</b>
(II) Non Airport Operations: Project Repair & Maintenance	93,424	93,850	-0.45%	▼	2,061	8,242	-75.00%	▼
<b>Total Overseas Operations</b>	<b>821,099</b>	<b>777,225</b>	<b>5.65%</b>	<b>▲</b>	<b>(174,126)</b>	<b>(103,540)</b>	<b>68.17%</b>	<b>▲</b>
<b>TOTAL (A)+(B)</b>	<b>3,092,734</b>	<b>2,834,065</b>	<b>9.13%</b>	<b>▲</b>	<b>98,699</b>	<b>99,752</b>	<b>-1.06%</b>	<b>▼</b>

\*Consol adjustments for PBT represent the fair value on the acquisition of ISG and LGM

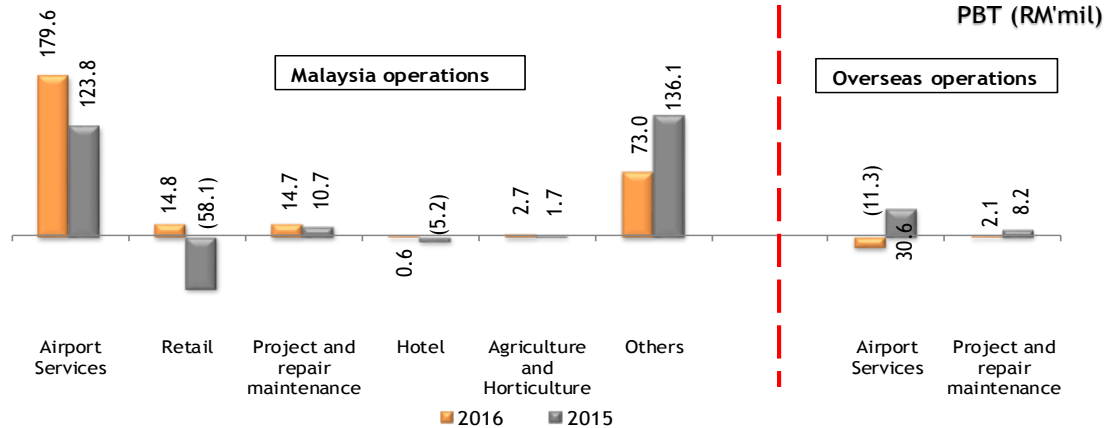
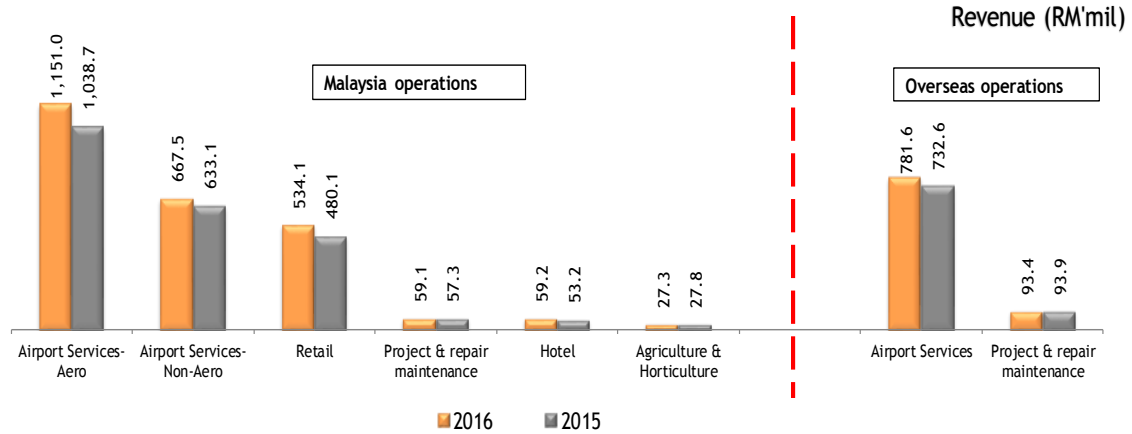
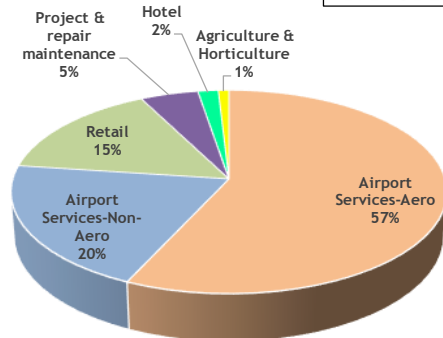
# MAHB group segmental revenue & PBT

(For the period ended 30 September 2016)

REVENUE 2016



REVENUE 2015



# **airport operations (Malaysia)**

## **financial results 30 September 2016**

# MAHB airport operations highlights

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Variance	
Revenue	2,177,730	1,965,595	10.79%	▲
Other Operating Revenue	125,266	99,144	26.35%	▲
Total Revenue	2,302,996	2,064,739	11.54%	▲
Operating Costs	(1,400,044)	(1,318,324)	6.20%	▲
EBITDA	902,952	746,415	20.97%	▲
Depreciation and Amortisation	(362,732)	(339,080)	6.98%	▲
Finance Costs	(181,797)	(182,650)	-0.47%	▼
Share of results of associates	2,476	(1,969)	225.75%	▲
PBT	360,899	222,716	62.04%	▲
EBITDA Margin	41.46%	37.97%	3.5%	▲
PBT Margin	16.57%	11.33%	5.2%	▲

# MAHB airport operations revenue

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Var	
<b>Aeronautical</b>	<b>1,150,992</b>	<b>1,038,721</b>	<b>10.81%</b>	<b>▲</b>
-PSC & PSSC	733,350	653,146	12.28%	▲
-Landing & Parking	271,978	286,849	-5.18%	▼
-MARCS ERL	71,976	37,952	89.65%	▲
-MARCS PSC	79,368	65,870	20.49%	▲
-Airlines Incentive	(52,378)	(47,563)	10.12%	▲
-Others	46,698	42,467	9.96%	▲
<b>Non-Aeronautical</b>	<b>1,026,738</b>	<b>926,874</b>	<b>10.77%</b>	<b>▲</b>
-Retail	533,007	478,885	11.30%	▲
-Rental & Royalties	421,783	387,808	8.76%	▲
-Car Park	37,863	28,106	34.71%	▲
-Others	34,085	32,075	6.27%	▲
<b>Total Airport Operations Revenue</b>	<b>2,177,730</b>	<b>1,965,595</b>	<b>10.79%</b>	<b>▲</b>



# MAHB airport operations operating cost

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Var
Staff Costs	334,590	363,125	-7.86% ▼
Utilities	239,470	229,386	4.40% ▲
Maintenance	156,956	149,864	4.73% ▲
Retail - direct material	287,546	266,103	8.06% ▲
Retail - direct overhead	34,416	37,215	-7.52% ▼
Net allowance/(writeback) for doubtful debts	15,581	(2,569)	706.50% ▲
User fee / Revenue share	249,977	200,197	24.87% ▲
Other Operating Costs	81,508	75,003	8.67% ▲
<b>Total Operating Cost</b>	<b>1,400,044</b>	<b>1,318,324</b>	<b>6.20% ▲</b>

# MAHB airport operations revenue analysis & cost analysis

(For the period ended 30 September 2016)

Revenue Analysis	30.09.2016	30.09.2015	Var
Total revenue per passenger movements (RM)	35.35	33.10	6.80% ▲
Aeronautical revenue per passenger movements (RM)	17.67	16.65	6.11% ▲
Non-Aeronautical revenue per passenger movements (RM)	15.76	14.86	6.05% ▲
Aeronautical revenue per aircraft movements (RM)	1,924.75	1,693.09	13.68% ▲
Total revenue per employee (RM)	296,243.40	247,659.67	19.62% ▲
Number of staff	7,774	8,337	-6.75%
Aeronautical revenue as % of revenue	52.85%	52.85%	0.01% ▲

Cost Analysis	30.09.2016	30.09.2015	Var
Total operating cost per passenger movements (RM)	21.49	21.14	1.69% ▲
Total operating cost per aircraft movements (RM)	2,341.23	2,148.83	8.95% ▲
Total cost per passenger movements (RM)	29.85	29.50	1.19% ▲
Total cost per aircraft movements (RM)	3,251.82	2,999.24	8.42% ▲
Staff costs as % of operating cost	23.90%	27.54%	-13.24%

# **airport operations (Turkey)**

## **financial results 30 September 2016**



# MAHB airport operations highlights (Turkey)

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Var
Revenue	727,675	683,375	6.48% ▲
Other Operating Revenue	3,231	2,846	13.56% ▲
Total Revenue	730,906	686,221	6.51% ▲
Operating Costs	(190,664)	(170,627)	11.74% ▲
EBITDA	540,242	515,594	4.78% ▲
Depreciation and Amortisation	(218,893)	(145,799)	50.13% ▲
Finance Costs	(332,665)	(339,148)	-1.91% ▼
PBT (before FV adjustments)	(11,316)	30,647	-136.92% ▼
FV adjustments	(164,871)	(142,429)	15.76% ▲
PBT (after FV adjustments)	(176,187)	(111,782)	57.62% ▲
EBITDA Margin	74.24%	75.45%	-1.60% ▼
PBT Margin (before FV adjustment)	-1.56%	4.48%	-134.67% ▼

# MAHB airport operations revenue (Turkey)

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Var	
Aeronautical	377,287	351,900	7.21%	▲
-PSC	294,499	271,776	8.36%	▲
-Aerobridge	30,432	26,913	13.08%	▲
-Check-in-Counter	8,530	7,126	19.70%	▲
-Others	43,826	46,085	-4.90%	▼
Non-Aeronautical	350,388	331,475	5.71%	▲
-Rental & Royalties	295,056	276,019	6.90%	▲
-Car Park	35,944	33,698	6.67%	▲
-Others	19,388	21,758	-10.89%	▼
<b>Total Airport Operations Revenue</b>	<b>727,675</b>	<b>683,375</b>	<b>6.48%</b>	<b>▲</b>

# MAHB airport operations operating cost (Turkey)

(For the period ended 30 September 2016)

RM'000	30.09.2016	30.09.2015	Var	
Staff Costs	40,964	38,520	6.34%	▲
Utilities	17,106	15,997	6.93%	▲
Maintenance	60,235	48,659	23.79%	▲
Direct material	667	771	-13.49%	▼
Direct overhead	1,230	961	28.10%	▲
Other Operating Costs	70,462	65,719	7.22%	▲
<b>Total Operating Cost</b>	<b>190,664</b>	<b>170,627</b>	<b>11.74%</b>	<b>▲</b>

# MAHB airport operations revenue and cost analysis (Turkey)

(For the period ended 30 September 2016)

Revenue Analysis	30.09.2016	30.09.2015	Var
Total revenue per passenger movements (RM)	32.43	32.23	0.61% ▲
Aeronautical revenue per passenger movements (RM)	16.74	16.53	1.27% ▲
Non-Aeronautical revenue per passenger movements (RM)	15.54	15.57	-0.15% ▼
Aeronautical revenue per aircraft movements (RM)	2,244.97	2,287.41	-1.86% ▼
Total revenue per employee (RM)	509,697.96	502,725.72	1.39% ▲
Number of staff	1,434	1,365	5.05%
Aeronautical revenue as % of revenue	51.85%	51.49%	0.69% ▲

Cost Analysis	30.09.2016	30.09.2015	Var
Total operating cost per passenger movements (RM)	8.46	8.01	5.55% ▲
Total cost per passenger movements (RM)	32.93	30.79	6.94% ▲
Staff costs as % of operating cost	21.48%	22.58%	-4.83%

# MAHB passenger movement

(For the period ended 30 September 2016)

	30.09.2016	30.09.2015	Variance	
<b>MALAYSIA AIRPORT OPERATIONS</b>	'000	'000	%	
<b><u>KLIA</u></b>				
<b><u>MTB</u></b>				
-International	13,687.1	13,471.2	1.60%	▲
-Domestic	4,652.3	3,745.6	24.21%	▲
<b>Total MTB</b>	<b>18,339.4</b>	<b>17,216.8</b>	<b>6.52%</b>	
<b><u>LCCT/klia2</u></b>				
-International	13,492.3	12,343.1	9.31%	▲
-Domestic	6,603.3	6,741.0	-2.04%	▼
<b>Total LCCT/klia2</b>	<b>20,095.6</b>	<b>19,084.1</b>	<b>5.30%</b>	
<b><u>KLIA</u></b>				
-International	27,179.4	25,814.3	5.29%	▲
-Domestic	11,255.6	10,486.6	7.33%	▲
<b>TOTAL KLIA</b>	<b>38,435.0</b>	<b>36,300.9</b>	<b>5.88%</b>	
<b><u>Other Airports</u></b>				
International	4,538.7	3,911.8	16.03%	▲
Domestic	22,167.3	22,160.1	0.03%	▲
<b>TOTAL OTHER AIRPORTS</b>	<b>26,706.0</b>	<b>26,071.9</b>	<b>2.43%</b>	
<b>Total</b>				
International	31,718.1	29,726.1	6.70%	▲
Domestic	33,422.9	32,646.7	2.38%	▲
<b>TOTAL MALAYSIA AIRPORT OPERATIONS</b>	<b>65,141.0</b>	<b>62,372.8</b>	<b>4.44%</b>	
<b><u>TURKEY AIRPORT OPERATIONS</u></b>				
International	7,315.7	7,358.8	-0.59%	▼
Domestic	15,224.9	13,932.5	9.28%	▲
<b>TOTAL TURKEY AIRPORT OPERATIONS</b>	<b>22,540.6</b>	<b>21,291.3</b>		
<b>GRAND TOTAL</b>	<b>87,681.6</b>	<b>83,664.1</b>	<b>4.80%</b>	▲



# MAHB Aircraft movement

(For the period ended 30 September 2016)

	30.09.2016	30.09.2015	Variance	
MALAYSIA AIRPORT OPERATIONS	'000	'000	%	
<u>KLIA</u>				
MTB				
-International	94.5	93.1	1.52%	▲
-Domestic	41.3	38.3	7.86%	▲
Total MTB	135.8	131.4	3.39%	
LCCT/klia2				
-International	82.5	85.8	-3.91%	▼
-Domestic	44.0	47.5	-7.40%	▼
Total LCCT/klia2	126.5	133.3	-5.07%	
KLIA				
-International	177.0	178.9	-1.05%	▼
-Domestic	85.3	85.8	-0.58%	▼
TOTAL KLIA	262.3	264.7	-0.86%	
<u>Other Airports</u>				
International	43.8	43.4	0.84%	▲
Domestic	291.9	305.4	-4.43%	▼
TOTAL OTHER AIRPORTS	335.7	348.8	-3.77%	
Total				
International	220.8	222.3	-0.66%	▼
Domestic	377.2	391.2	-3.59%	▼
GRAND TOTAL	598.0	613.5	-2.52%	
<b>TURKEY AIRPORT OPERATIONS</b>				
International	61.6	57.0	7.97%	▲
Domestic	106.5	96.8	9.99%	▲
TOTAL TURKEY AIRPORT OPERATIONS	168.1	153.8	9.24%	
GRAND TOTAL	766.1	767.3	-0.17%	▼



**THANK  
YOU**