



PRESS RELEASE

Kenya Airways marks successful year of New York flights

- *Achieved an impressive cabin factor of 75% on the route*
- *Carrier extending footprint in more US cities through codeshare partnerships*

Nairobi, October 28, 2019... Kenya Airways PLC (NSE: KQ) has today marked one year since starting operating non-stop flights between Nairobi and New York. During the year, the national carrier ferried over 105,000 passengers, operated 594 flights and continues to establish strategic partnerships to provide options for more seamless connections between Africa and US.

The airline was the first in East Africa to fly non-stop in to a US city and since the launch of the NBO - NYC route on October 28th, 2018, the national carrier has signed 15 Code shares agreements which have seen it steadily penetrate the highly competitive US market.

While speaking about the anniversary, Kenya Airways Group Managing Director & Chief Executive Sebastian Mikosz said, "The US and the American continent continue to be an essential piece of the puzzle in our network. There have been challenges in the last year but overall, the decision to launch our flights on this route has been rewarding".

The CEO added that KQ has been consistent on the route flying daily during the peak season and five times weekly during low season. The airline has had to make the necessary frequency re-adjustments for operational efficiency which saw it achieve an average cabin factor of 75% during the year.

"We have maintained consistency in our flights and going forward, we will be looking to increase the partnerships in order to fully realize the potential and gains of this investment. We are strategically positioned on Terminal 4 at JFK which has been critical to our success as a lone African Carrier in that space," Mikosz added.

Since 2018, KQ has focused on expanding its network as part of the airline's growth strategy and this route has created the shortest gateway for leisure and corporate travelers to Africa from the finance capital of the world – New York.

KQ's entry on the New York route was aligned with its broader strategy of increasing connectivity for premium travelers in US and Europe. The US is one of Kenya's top tourist source markets, with about 95,000 tourists visiting Kenya every year. KQ is pursuing plans to take up partnership opportunities that ensure seamless connectivity to some of Kenya's world renowned tourism destinations such as Masai Mara.

The NBO-NYC route has also been a key attraction for travellers connecting to other areas in the region thus growing passenger numbers on KQ's network in Africa. During the year, KQ connected 34 African countries to the US. The top traffic sources from Africa have been Nigeria- 16.3 %, Uganda- 14.7 %, South Africa- 15 %, Tanzania- 11.7 % and Congo -8%.

The introduction of this route has been critical in supporting commerce for Kenya and the rest of Africa using Nairobi as the hub by reducing transport time and costs, facilitating knowledge and people flow as well as increasing foreign exchange earnings. There are over 48 American companies and other agencies such as UNEP that have their regional Headquarters in Kenya.



In the last 11 months, KQ has transported 530 tonnes of cargo from Kenya and 80 tonnes from the other African countries to New York. From Kenya, the main goods transported have been textiles under the AGOA agreement which has been supported by KQ's partnership with trucking companies for last mile deliveries. The airline is also working with the Flower Council of Kenya and other regulatory bodies in Kenya and the US to open up the flower business which has shown huge potential. 944 tonnes of cargo was also ferried from New York to Africa through the KQ flights.

The Kenya Airways New York flight takes 15 hours from Nairobi to New York and 14 hours and 10 minutes from New York to Nairobi. The route is operated on the Boeing 787 - 8 Dreamliner which features 30 Business Class seats, 207 Economy Class seats.

To celebrate the first anniversary, KQ has launched a global promotion offering customers a 30% discount on tickets to all destinations across the network. (Details on www.kenya-airways.com)

The airline will also be conducting a series of events through the week in Kenya & New York to celebrate and appreciate their customers, partners, agents and staff whose contribution and hard work have ensured the continued success of the NBO – NYC route.

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About Kenya Airways

Kenya Airways, a member of the Sky Team Alliance, is a leading African airline flying to 55 destinations worldwide, 43 of which are in Africa and carries over four million passengers annually. It continues to modernize its fleet with its 33 aircraft being some of the youngest in Africa. This includes its flagship B787 Dreamliner aircraft. The on-board service is renowned and the lie-flat business class seat on the wide-body aircraft is consistently voted among the world's top 10. Kenya Airways takes pride for being in the forefront of connecting Africa to the World and the World to Africa through its hub at the new ultra-modern Terminal 1A at the Jomo Kenyatta International Airport in Nairobi. Kenya Airways celebrated 42 years of operations in January 2018 and was named Africa Leading Airline 2018 by the World Travel Awards. For more information, please visit www.kenya-airways.com

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