

#### AIRLINE COPY



NAME

**ASIA AVIATION PUBLIC COMPANY LIMITED** 

FROM

FLIGHT

DATE

**B.TIME** 

**BANGKOK DON MUEANG** 

FD2023

14NOV23

14.15

TO

**3Q2023 OPPORTUNITY DAY** 

Bag Tags:

SSR: (BWFD, PTCM, WAK)

GATE CLOSES 20 MINUTES BEFORE DEPARTURE TIME

Total permitted weight for Two(2) cabin baggage must not exceed 7kg.

NAME

**ASIA AVIATION PLC.** 

FROM

**BANGKOK DON MUEANG** 

TO

**3Q2023 OPPORTUNITY DAY** 

FLIGHT

DATE

TIME

FD2023

14NOV23 1400

GATE

**BOARDING TIME** 

1020

ZONE

SEAT

SEQ

1

9A

223



# LEGAL DISCLAIMER



The presentation is dated the day it is given. The delivery of this presentation shall not, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. The third-party information and statistical data in this presentation have been obtained from sources the Company believes to be reliable but in no way are warranted by the Company as to accuracy or completeness. This presentation may not contain all material information concerning the Company and the information set forth in this material is subject to change without notice.

These materials included herein that are not historical facts, are forward-looking statements. Such forward-looking statements involve a number of risks and uncertainties and are subject to change at any time. In the event, such risks or uncertainties materialise, AAV's results could be materially affected. The risks and uncertainties include, but are not limited to, risks associated with the inherent uncertainty of airline travel, seasonality issues, volatile jet fuel prices, world terrorism, perceived safe destination for travel, Government regulation changes and approval, including but not limited to the expected landing rights into new destinations.

This presentation is strictly not to be distributed without the explicit consent of the Company's management under any circumstances.





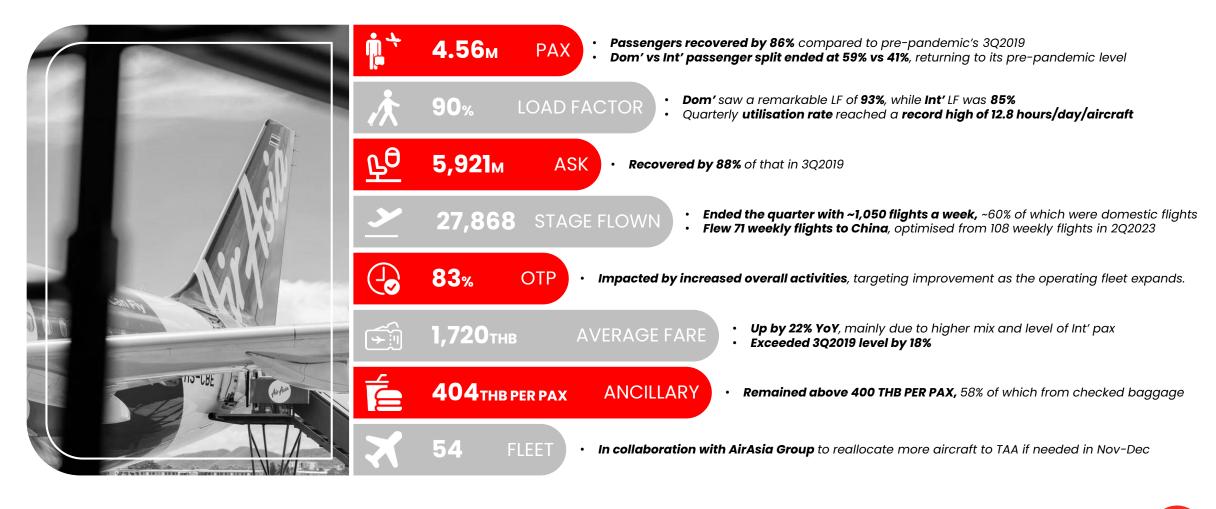
# FLY WITH THE WORLD'S BEST

# FINANCIAL PERFORMANCE



# **3Q2023 KEY HIGHLIGHTS**

## Resiliency continued despite low-seasonal quarter-end



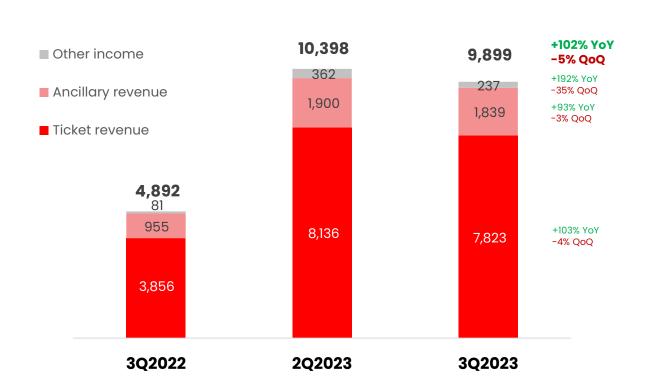


# **REVENUES**

# Triple-digit growth YoY following improvement in business operations

#### **Total Revenues**

(Million Baht)



#### YoY comparison

- **Ticket and ancillary revenues** up 103% and 93%, respectively, mainly from operating 46 aircraft vs 35 aircraft in 3Q2022, carrying 4.56 million pax.
- Other income up 192% mainly from expired credits issued to passengers during COVID-19.

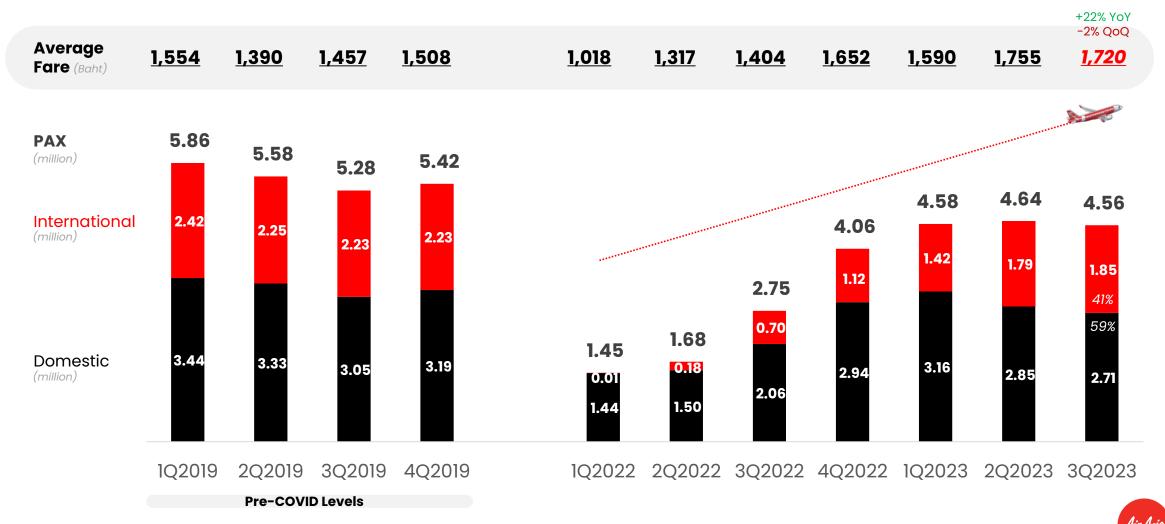
#### **QoQ** comparison

- **Ticket revenue** dropped 4% due to 2% drop each in pax and ticket fare.
- Ancillary revenue declined 3% in line with lower ticket revenue.
- Other income decreased 35% from decreased expired credits issued to passengers during COVID-19.



# **AVERAGE FARES ROSE 18% FROM 3Q2019**

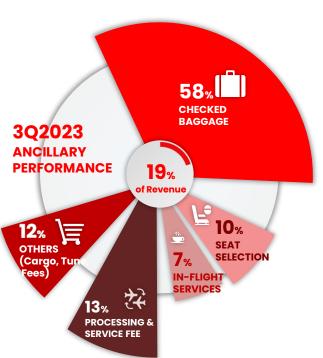
## Sustained fare level above Baht 1,700



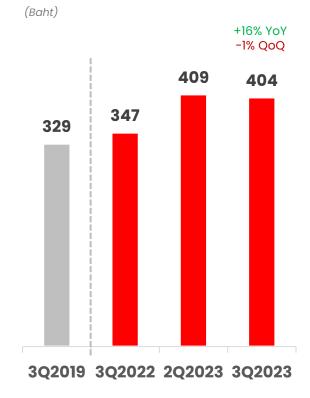
# **ANCILLARY PRODUCTS AND REVENUES**

## Maintained ancil per pax trend above Baht 400 mark

# Breakdown of ancillary income

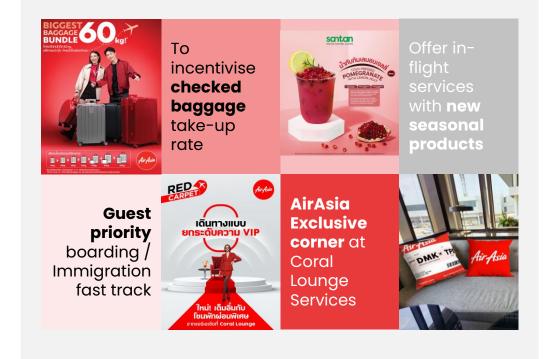


#### **Ancillary per pax**



#### New ancillary initiatives in 4Q2023

 Continue enhancing dynamic pricing model to discover passengers' unmet needs



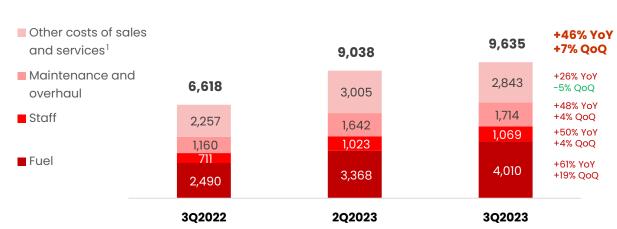
Air Asia

# **EXPENSES**

## Mainly impacted by surge in fuel costs

#### **Cost of Sales and Services**

(Million Baht)



#### **SG&A** and other expenses

(Million Baht)



#### YoY comparison

- Fuel cost increased from higher consumption offset by lower jet fuel price to USD 102 / barrel. No fuel hedge positions entered.
- Staff and maintenance costs rose in line with more operating aircraft and higher number of flights flown.
- Other costs of sales and services increased from higher user and airport charges including discontinuation of discounts provided by AOT from end 1Q2023.
- **SG&A** as percentage to revenue from sales and services declined from 12% to 8%.
- Other expenses dropped 69% mainly from lower FX loss, (2,885.1) MTHB in 3Q2022 vs (813.5) MTHB in 3Q2023.

#### **QoQ** comparison

- COS rose mainly due to 19% increase in total fuel costs including the reimposition of domestic excise tax at Baht 5.2 / litre.
- Other expenses primarily dropped from an FX loss of (813.5) MTHB in this quarter vs. (1,390.6) MTHB in 2Q2023

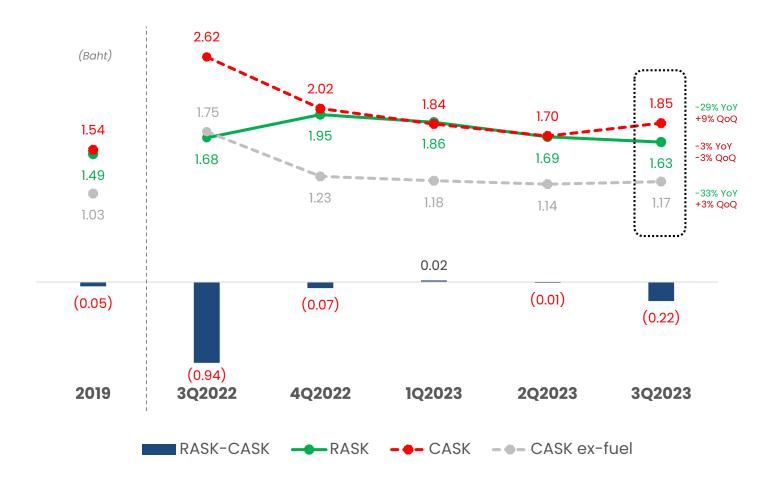
Air Asia

<sup>&</sup>lt;sup>1</sup>Other cost of sales and services included depreciation and amortisation and other operating costs

<sup>&</sup>lt;sup>2</sup> Other expenses included gain/loss from FX, derivatives, disposal, and impairment

# **RASK & CASK EX-FUEL REMAINED DECENT GAP**

# Optimising CASK ex-fuel to pre-COVID level



#### **RASK**

 Saw a slight drop both YoY and QoQ mainly from outgrowing ASKs than fares but remained 9% above pre-covid level.

# **CASK** / CASK ex-fuel

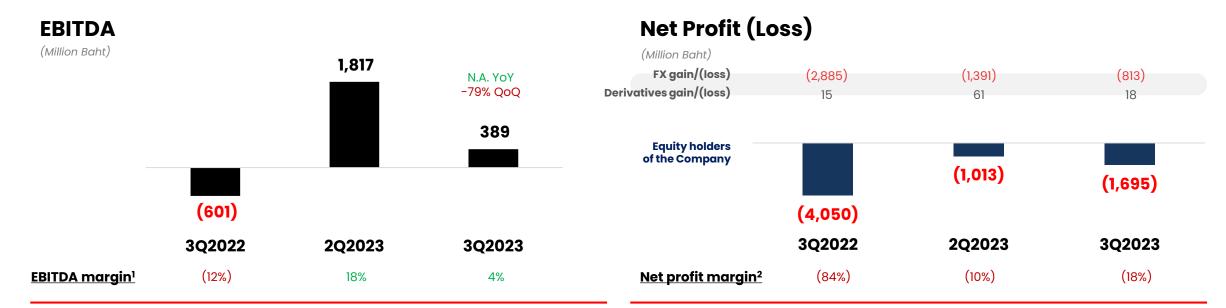
- CASK ex-fuel continued steady downward trend.
- CASK clearly went up QoQ from surge in fuel costs.

<sup>1</sup> Yield = Revenue per RPK

Air Asia

# POSITIVE EBITDA REMAINED FOR FOURTH CONSECUTIVE QUARTERS

## Prioritising to return profitable soonest



#### **EBITDA**

- Turned positive for the fourth consecutive quarter.
- YoY growth driven by strong top-line improvement with 46 operating aircraft, up from 35 last year.
- QoQ dropped mainly due to an increase in fuel cost.

#### Net profit (loss)

- Remained negative including (813.5) MTHB FX loss in the quarter due to weakened Baht.
- YoY still posted a large improvement from strong operational recovery.
- · QoQ dropped from an increase in operating costs, especially fuel costs.

Air Asia

<sup>&</sup>lt;sup>1</sup> EBITDA margin = EBITDA / Revenues from sales and services

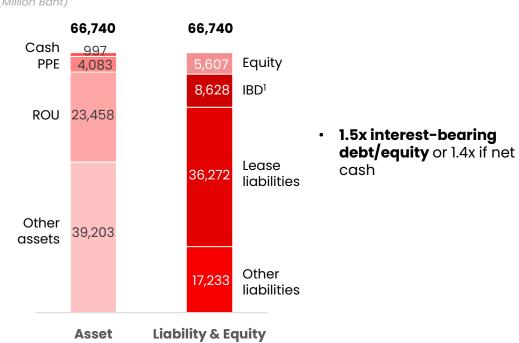
<sup>&</sup>lt;sup>2</sup> Net profit margin = Net profit (loss) / Revenues from sales and services

# FINANCIAL AND CASH FLOW POSITIONS

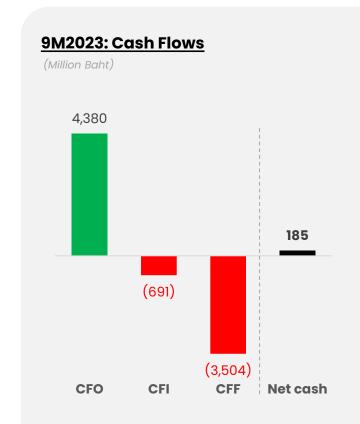
# Supportive debt markets with visibility of further improving financial positions

#### 9M2023: Balance Sheet





<sup>1</sup>IBD -Interest bearing debt comprised borrowings and debentures

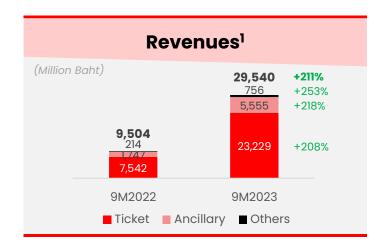


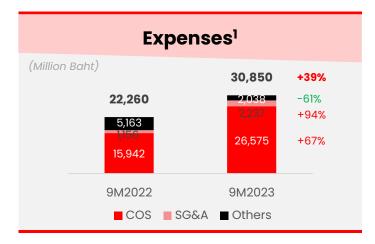
- Cash flows from operations improved to 4,380 MTHB from (1,319) MTHB last year.
- · Cash flows from **investing** were mainly from expenditures on aircraft parts and maintenance reserves.
- · Cash flows from financing were mainly cash paid for aircraft lease agreements.
  - 1,200 MTHB of debenture issued in September-23

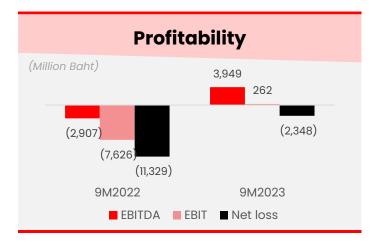


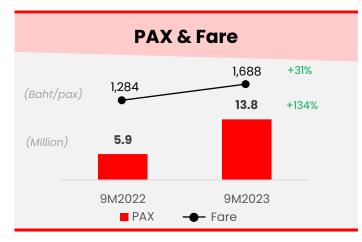
# **9M2023 SNAPSHOT**

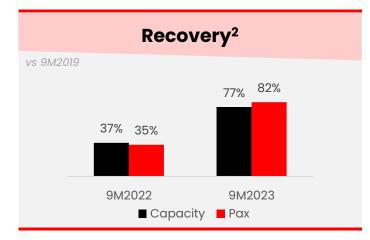
- Strong passenger recovery and fare improvement resulted in 211% of top-line growth
- EBITDA reached 3,948.9 MTHB. Net loss improved to (2,347.8) MTHB, from operational improvements and lower FX loss.















<sup>&</sup>lt;sup>1</sup>9M2022: FX loss = (5,073.9) MTHB; Derivative loss = (17.5) MTHB | 9M2023: FX loss = (1,641.5) MTHB; Derivative gain = 69.4 MTHB

<sup>&</sup>lt;sup>2</sup>Compared to the same period in 2019 (pre-pandemic)

<sup>&</sup>lt;sup>3</sup>Revenues and costs from operations – excluding other income/expense

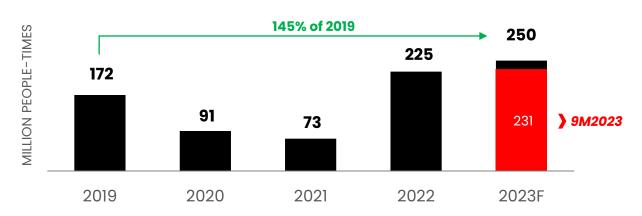
# BUSINESS UPDATE & OUTLOOK



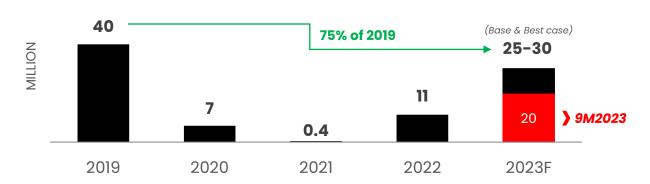
# **PROJECTED TOURIST NUMBERS**

## Inbound arrivals in 9M2023 reached 71% of TAT's target

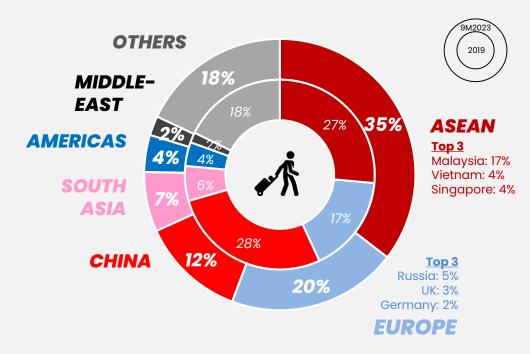
#### **Thailand Domestic Tourists Stats**



#### **Thailand International Tourist Arrivals**



#### Tourist Profiles (9M2023 vs. Pre-COVID)



(1 Jan - 5 Nov 23) Unofficial inbound arrivals reached 22.6 million with Malaysian (3.69m), Chinese (2.83m), South Korean (1.34m), Indian (1.33m), and Russian (1.13m) topped the first five nationalities

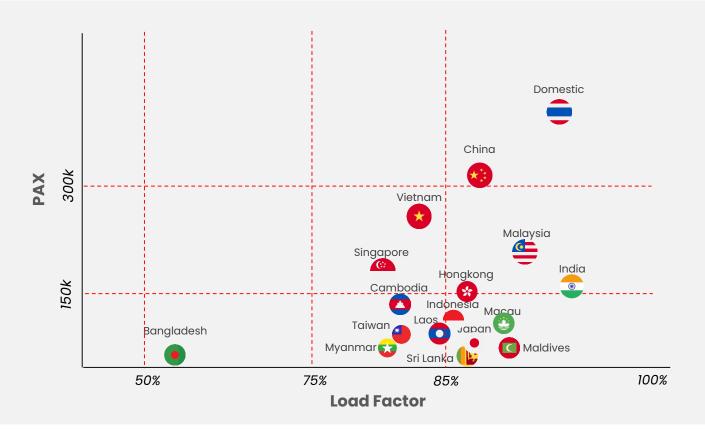
Source: Tourism Authority of Thailand (25 October 2023)

Air Asia

# **3Q2023 SAW HIGH LOAD FACTORS DESPITE LOW SEASONALITY**

# Current price points showed high corresponding demand with potential upside for 4Q2023

- Marked market leadership in domestic. Cut 4% ASK QoQ to capture opportunities in high potential international routes
- Increased flights to Hong Kong and Macau, flying 34 and 17 weekly flights
- Optimised flights to China down to 71 weekly flights (next page)
- Continued 4 weekly flights to Dhaka (Bangladesh). Profitable despite low load factor
- Reinstated 4 weekly flights to Colombo (Sri Lanka) since July

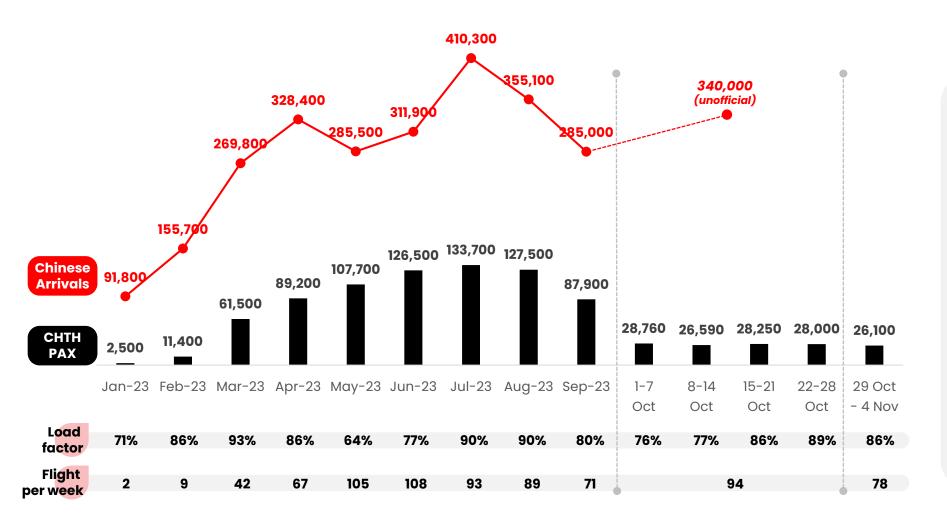






# SITUATION ON CHINA

# Optimised weekly flights to 71 in 3Q2023, with pre-COVID levels postponed to early 2024



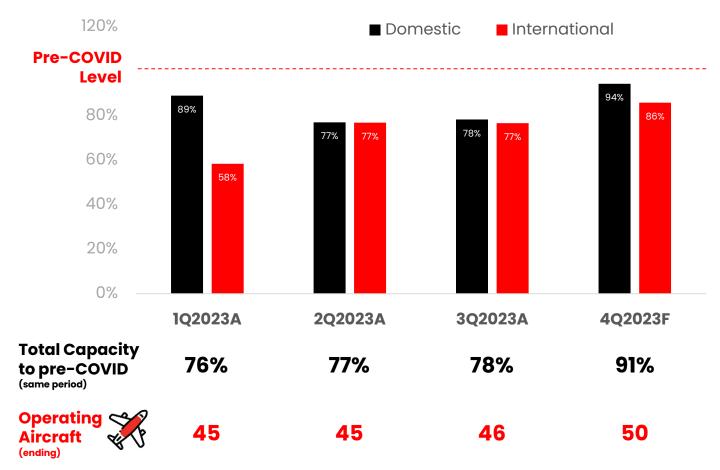
#### Commentary

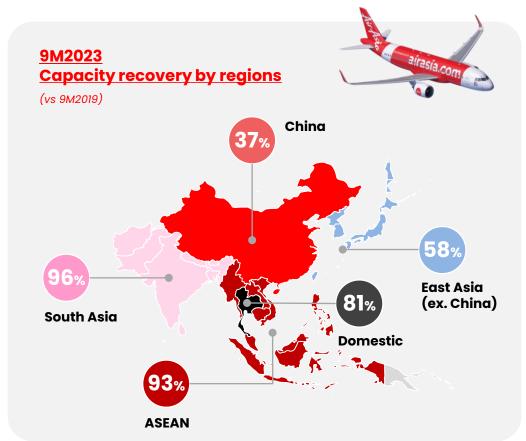
- Better reallocated fleet to balance with demand
- No immediate impact seen from the previous unfortunate incident in Bangkok, supported by the well handing of government
- Flights in October ended at 94 to serve the Golden Week
- Plan to fly ~76 weekly flights in December while pursuing pre-covid level (~140 weekly flights) in early 2024

Air Asia

# 2023 CAPACITY DEPLOYMENT PLAN

Plan to utilise 50 aircraft by year-end, out of 54 total fleet, with MRO constraints slowly improved



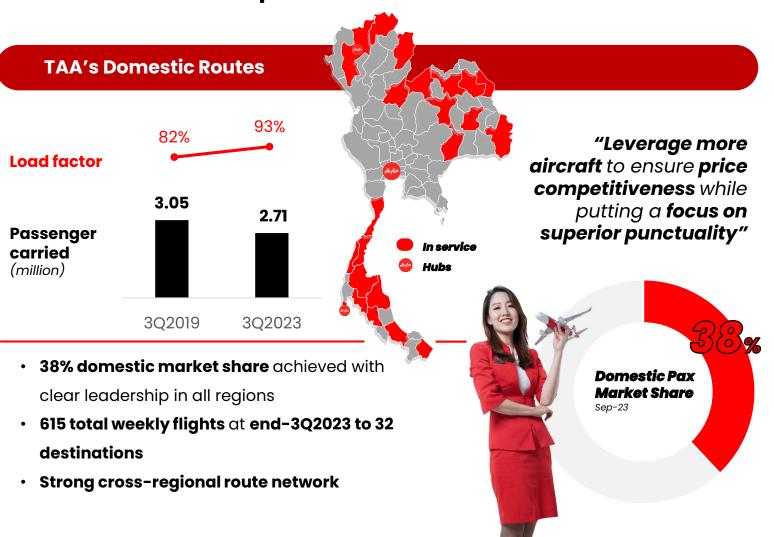


\*Update as of 25 October 2023

Air Asia

# **DOMESTIC MARKET**

## Mark clear leaderships with most extensive routes



#### **Outlook for 4Q2023**



Adding overall flight frequency by 20% QoQ with key routes such as BKKCNX, BKKKBV, CNXHDY, DMKNNT



 Secured 69% of 4Q2023 forward booking as of 13 November

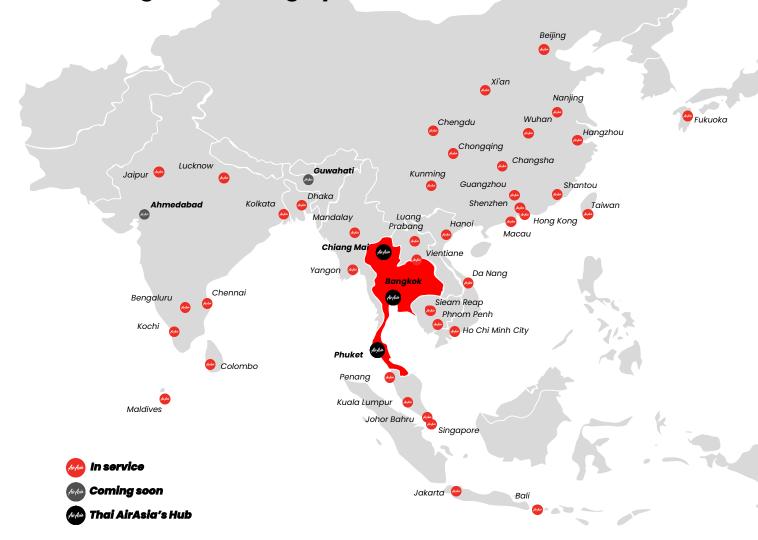


New rates of **fuel excise tax** are expected **to be finalised before year-end** 

Air Asia

# **INTERNATIONAL MARKET**

# Pursue growth in high potential routes



#### **Outlook for 4Q2023**

 Introducing additional routes and increasing flight frequency in high-demand markets



CHINA - Capacity optimisation with demand



INDIA – Add Guwahati, Ahmedabad, and resume Gaya (+11 flights per week in total)



HONG KONG – Capacity increase to 42 flights per week, exceeding the pre-COVID level.



MACAU – Ramp up the frequency to 21 flights per week



LAOS – Increase flight frequency from 17 to 26 flights per week, riding on decent RASK trend



SRI LANKA – Increase flight frequency from 4 to 7 flights per week

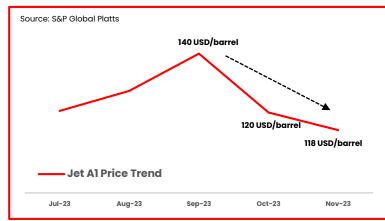


# **4Q2023 CATALYSTS**

# Several catalysts to support bright 4Q2023 outlook



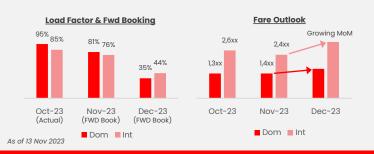
 VISA-Free for Chinese, Kazakh, Indian, and Taiwanese to boost arrivals until at least end of 1Q2024



- Fuel price recently trended down but remained cautious about fluctuation from ongoing global conflicts
- Domestic excise tax reconsidered and to be effective soonest
- More 4 active aircraft added in 4Q2023



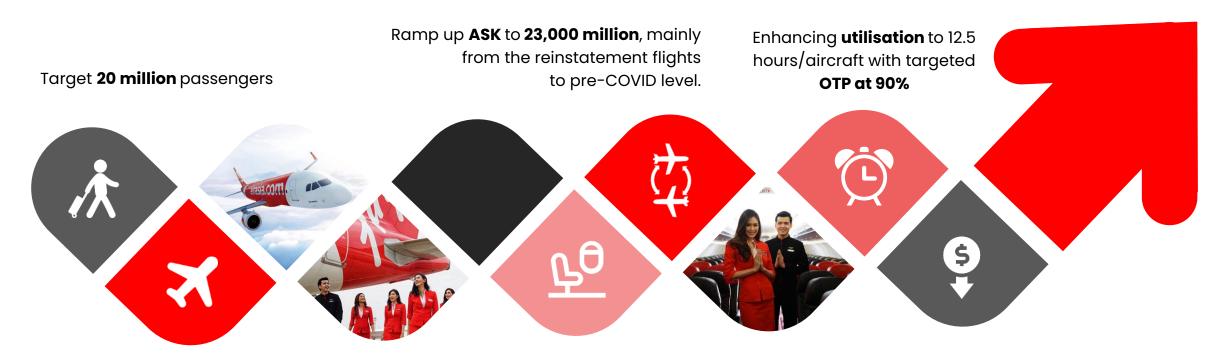
 Aim to adjust fares up 15-20% QoQ in response to high year-end seasonality and prioritise to return to profitability



Air Asia

# 2023 OUTLOOK (ALL MAINTAINED)

# Double the size of passengers from 2022 along with more efficient management



Maintain fleet size at 54 aircraft.

Load factor of 87%

driven by more passengers carried with the same number of fleet.

Further reduce **CASK-Ex Fuel** to pre-pandemic level

Air Asia

# RELEVANT MATERIALS



www.aavplc.com



taa\_investorrelations@airasia.com



+66 2562 5745-6



Don Mueang International Airport, 3rd Flr., Central Office Building, No.3200, Vibhavadi Rangsit Road, Sanambin, Don Mueang, Bangkok 10210

#### **DOCUMENT** LOCATION

Investor Presentation https://www.aavplc.com/en/investor-relations/document/presentations

Earning Releases https://www.aavplc.com/en/newsroom/investor-news

Annual Reports https://www.aavplc.com/en/investor-relations/document/annual-reports

Resource Centre https://www.aavplc.com/en/investor-relations/resource-center

https://www.aavplc.com/en/investor-relations/operating-statistics

https://www.aavplc.com/en/document/sustainability-reports

# **FOLLOW US**









Operating Statistic

Sustainability Report



# **AAV EBITDA RECONCILIATION**

Unit: Baht million	3Q2023	3Q2022	9M2023	9M2022
Gain (Loss) from operating activities	(1,535)	(5,011)	(1,310)	(12,756)
Gain (Loss) on exchange rate	(813)	(2,885)	(1,642)	(5,074)
Gain/(Loss) on derivatives	18	15	69	(17)
Gain (Loss) from disposal asset	-	2	_	(39)
Provision for Impairment PPE	-	_	-	_
EBIT	(739)	(2,142)	262	(7,626)
Depreciation and amortisation expenses	1,128	1,541	3,686	4,719
EBITDA	389	(601)	3,949	(2,907)



# **AAV STATEMENT OF COMPREHENSIVE INCOME**

Unit: Daht million	C	onsolidated				
Unit: Baht million	3Q2023	3Q2022	Change	9M2023	9M2022	Change
Revenues from sales and services	9,662	4,811	101%	28,784	9,289	210%
Other income	237	81	192%	756	214	253%
Total revenues	9,899	4,892	102%	29,540	9,504	211%
Cost of sales and services	9,635	6,618	46%	26,575	15,942	67%
Selling and Administrative expense	905	412	120%	2,237	1,156	94%
Other expenses	893	2,872	-69%	2,038	5,163	-61%
Total expenses	11,433	9,903	15%	30,850	22,260	39%
Profit (loss) from operating activities	(1,535)	(5,011)	-69%	(1,310)	(12,756)	-90%
Finance income	7	7	-2%	23	22	9%
Finance cost	(596)	(625)	-5%	(1,639)	(1,735)	-6%
Profit (loss) before income tax	(2,124)	(5,628)	-62%	(2,925)	(14,470)	-80%
Income tax revenue (expense)	429	1,578	-73%	578	3,141	-82%
Profit (loss) to Equity holders of the Company	(1,695)	(4,050)	-58%	(2,348)	(11,144)	-79%
Total CI to Equity holders of the Company	(1,695)	(4,050)	-58%	(2,348)	(11,086)	-79%
Basic and diluted earnings (loss) per share Baht	(0.1393)	(0.3451)	-60%	(0.1930)	(0.9661)	-80%

# **AAV STATEMENT OF FINANCIAL POSITION**

Unit: Baht million	Consoli	Change	
	9M2023	FY2022	Change
<u>Assets</u>			
Cash and Cash equivalents	997	798	25%
Other current assets	8,514	4,439	92%
Property, Building, Aircraft, leasehold improvements and equipment, net	4,083	4,185	-2%
Right of use asset	23,458	25,026	-6%
Intangible assets <sup>1)</sup>	14,858	14,859	Flat
Goodwill <sup>2)</sup>	8,825	8,825	Flat
Other non-current assets	7,005	6,554	7%
Total assets	<u>67,740</u>	<u>64,686</u>	<u>5%</u>
<u>Liabilities</u>			
Deferred revenues	6,152	4,751	29%
Borrowings from financial institutions	4,534	4,138	10%
Debenture	4,094	3,160	30%
Liabilities under lease liabilities	36,272	36,456	-1%
Other liabilities	11,081	8,225	35%
Total liabilities	<u>62,134</u>	<u>56,731</u>	<u>10%</u>
Share capital			
Issued and paid-up capital	1,216	1,216	Flat
Share Premium	14,668	14,668	Flat
Retained Earnings – Legal reserve	49	49	Flat
Retained Earnings – Unappropriated	(11,527)	(9,179)	26%
Other share capital	1,200	1,200	Flat
Total share capital	<u>5,607</u>	<u>7,954</u>	<u>-30%</u>
Total liabilities and share capital	<u>67,740</u>	64,686	5%

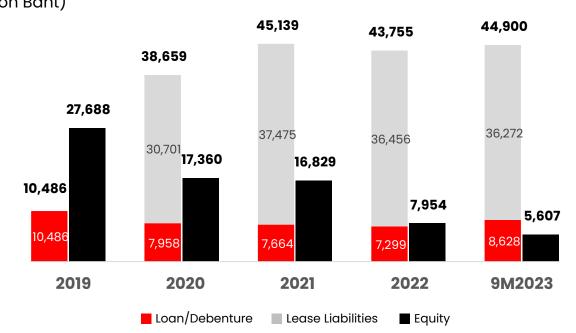
**OPPORTUNITY DAY 3Q2023** 

Baht 14,860 million for landing rights which is tested for impairment
The Company had gained controls over TAA according to an "Amended and Restated Shareholders' Agreement" from 51% to 55% interest in TAA

# **CAPITAL STRUCTURE**

# Currently operating with D/E ratio of 1.5x with a cost of funds at 6.5%

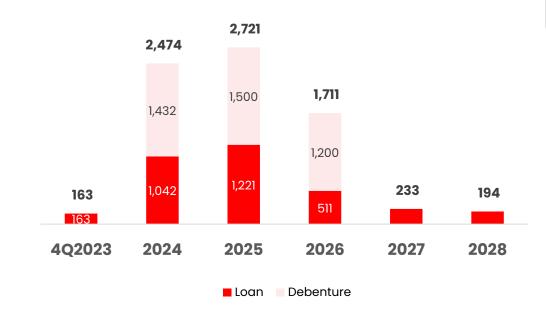






# Long-term Loan/Debenture Repayment Schedule

(Million Baht)



Cost of debt in 9M2023: 6.5% p.a.

Air Asia

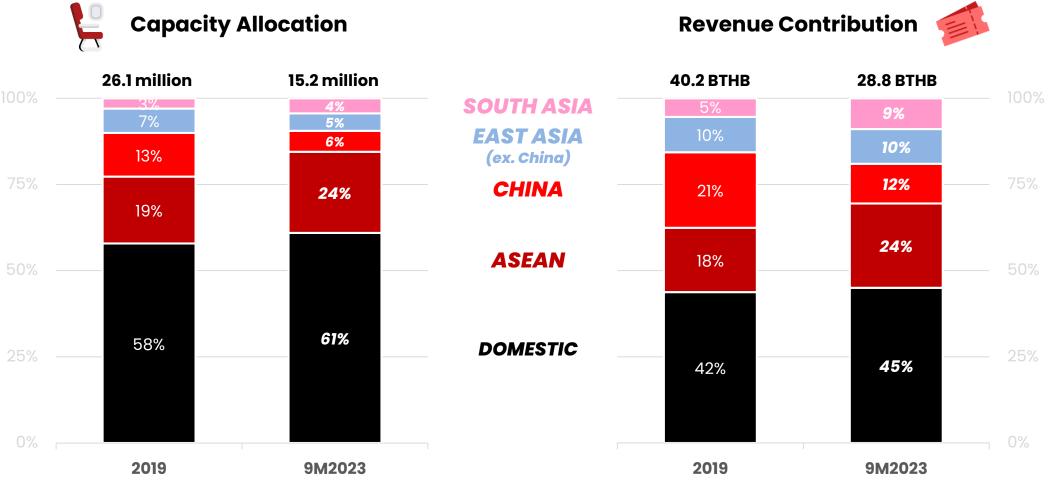
OPPORTUNITY DAY 3Q2023

# TAA: KEY STATISTICS

	3Q2023	3Q2022	Change	9м2023	9M2022	Change
Passenger carried (Million)	4.56	2.75	65%	13.78	5.89	134%
International passengers	1.85	0.70	165%	5.06	0.89	472%
Domestic passengers	2.71	2.06	32%	8.72	5.00	74%
Capacity (Million seats)	5.08	3.16	61%	15.25	7.38	107%
Load factor	90%	87%	+3 ppts	90%	80%	+10 ppts
RPK (Million)	5,219	2,487	111%	14,785	4,854	205%
ASK (Million)	5,921	2,863	107%	16,756	6,062	176%
No. of stages flown	27,868	17,269	61%	83,557	40,597	106%
Average stage length (km)	1,161	906	28%	3,278	2,415	36%
Ending Fleet size (Aircraft)	54	58	-4	54	58	-4
Aircraft utilisation (Hours/day)	12.8	9.8	29%	12.5	8.6	45%
On time performance	83%	92%	-9 ppts	83%	95%	-12 ppts
Average fare (Baht)	1,720	1,404	22%	1,688	1,284	31%
RASK (Baht)	1.63	1.68	-3%	1.72	1.53	12%
CASK (Baht)	1.85	2.62	-29%	1.79	3.03	-41%
CASK ex-fuel (Baht)	1.17	1.75	-33%	1.16	2.22	-48%

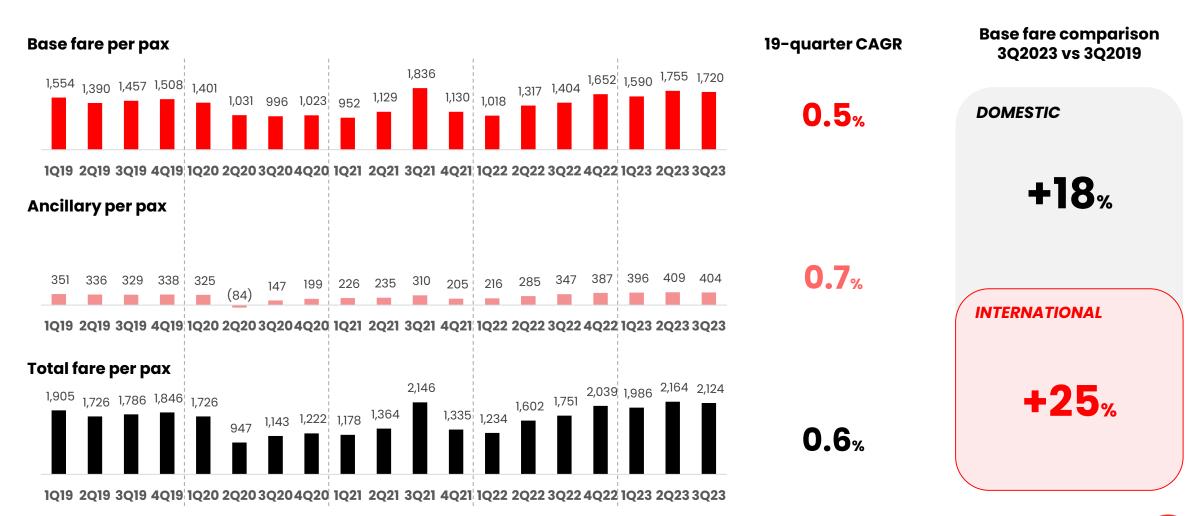
# **ASEAN IS LEADING THE CAPACITY RECOVERY**

Most service coverage were resumed while China has announced a reopening in Jan-23

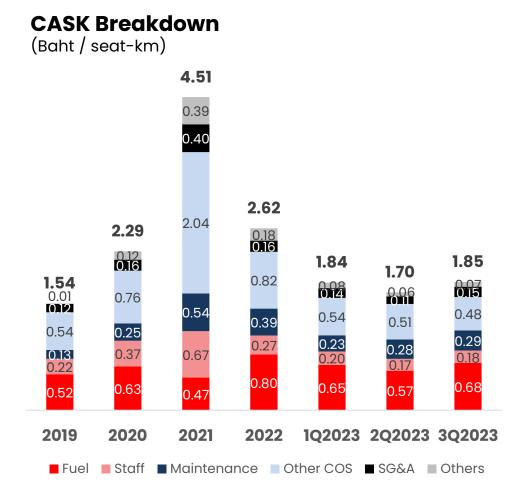


# **OVERVIEW OF FARE TREND**

## Fare surpassed pre-pandemic level, both international and domestic

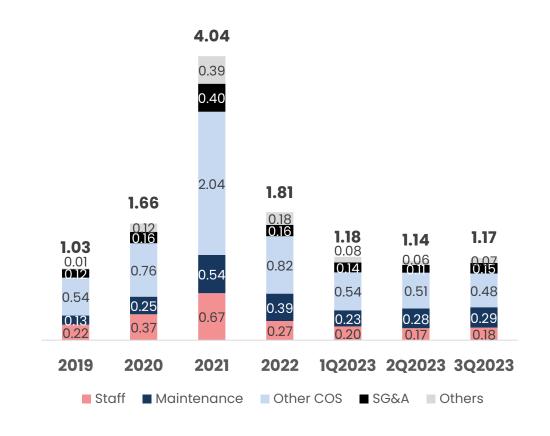


# **CASK OPTIMISATION TO PRE-COVID LEVELS**



#### **CASK ex-fuel Breakdown**

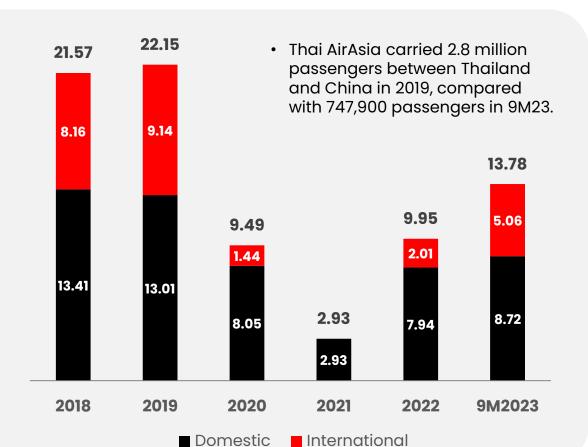
(Baht / seat-km)



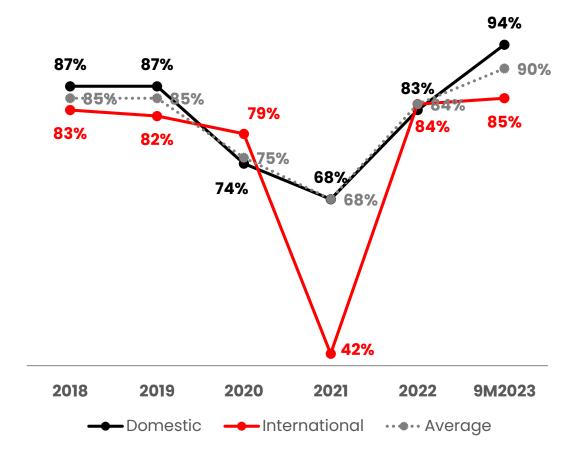
Air Asia

# PASSENGERS CARRIED AND LOAD FACTOR HISTORICAL TREND

# Passengers carried (million)



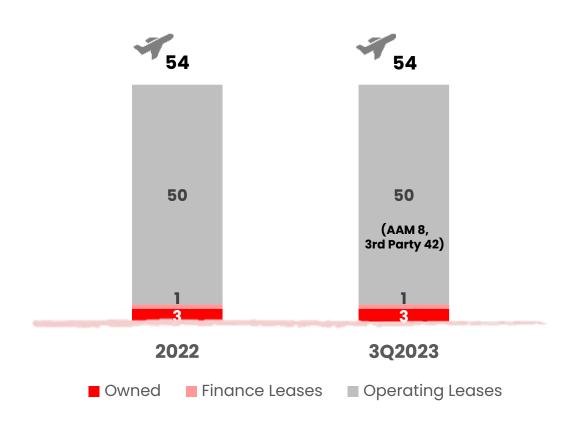
#### **Load factor**



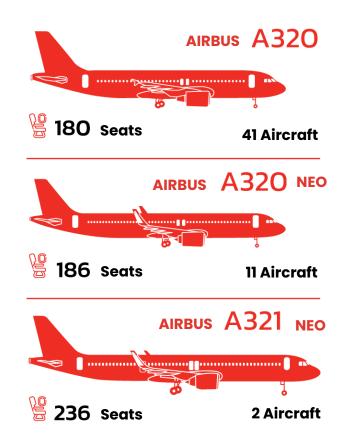
# **MAINTAINED 54 TOTAL FLEET, ALMOST HALF OF LOCAL MARKET**

Retiring A320 and on path to replace and add with A321

#### **Cumulative Fleet**



### Fleet Profile of 3Q2023



# **2022 SUSTAINABILITY HIGHLIGHTS**

#### Good



International Organization for Standardization (ISO)

The Company is ISO 9001:2015-Quality Management Systems certified Net Promoter Score (NPS)
55%

The Company measures its service efficiency using the Net Promoter Score, targeting a score of 50%. NPS in 2022 was 55%.



\*Data and definitions of on-time performance reference Cirium On-Time Performance Review 2022

#### Green

Climate change 3gCO<sub>2</sub>/RPK

Achieved Reducing the Carbon Intensity Ratio to 3gCO/RPK per year

Greenhouse Gas emissions

806,643 tons CO<sub>2</sub>

Scope 1, 2, and 3 Emissions

Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA) Cooperated with Civil Aviation Authority of Thailand (CAAT) for 4th year

Thai AirAsia has cooperated with the Civil Aviation Authority of Thailand to participate in CORSIA program since 2019



Green Operating Procedure

2,237

tonnes of fuel savings

Thai AirAsia's fuel efficiency programme (Green Operation) delivered 2:237 tonnes of fuel savings which converts to more than of 7,000 tonnes of CO, emissions avoided or USD 1.8 million saving

Vibhavadi Zero Waste Participated for 4th year

Continuously Participating in Vibhavad Zero-Waste. This: year, the Company increased its Recycle Rate of Non-Hazardous Waste from 88.1% in 2021 to 100% at its Don Musang Station. Non-Hazardous Waste Recycling at Don Mueang Station

Company targeted Recycle Rate of over 80% of total Non-Hazardous Waste. Company recycled 100% of Non-Hazardous Waste from Don Mueang Station, achieving zero waste to landfills.

100%

Reduce Water Consumption on Flights

53.16 litres per flight

The Company targeted no more than 60 stres of water consumed per flight. This year, the Company was able to achieve its target, averaging 53.16 litres of water consumed per flight.

#### Growth

No. Work-Related Fatalities

No work-related fatalities among Thai AirAsia employees or contractors in 2022 No. Work-Related Diseases

0

No Thai AirAsia employees or contractors experienced work-related disease in 2022.

Gender Diversity and Equality 36.3%

In 2022, 36.3% of employees were female, of which 15.18% were Manager or HOD level.





**Employee Training** 

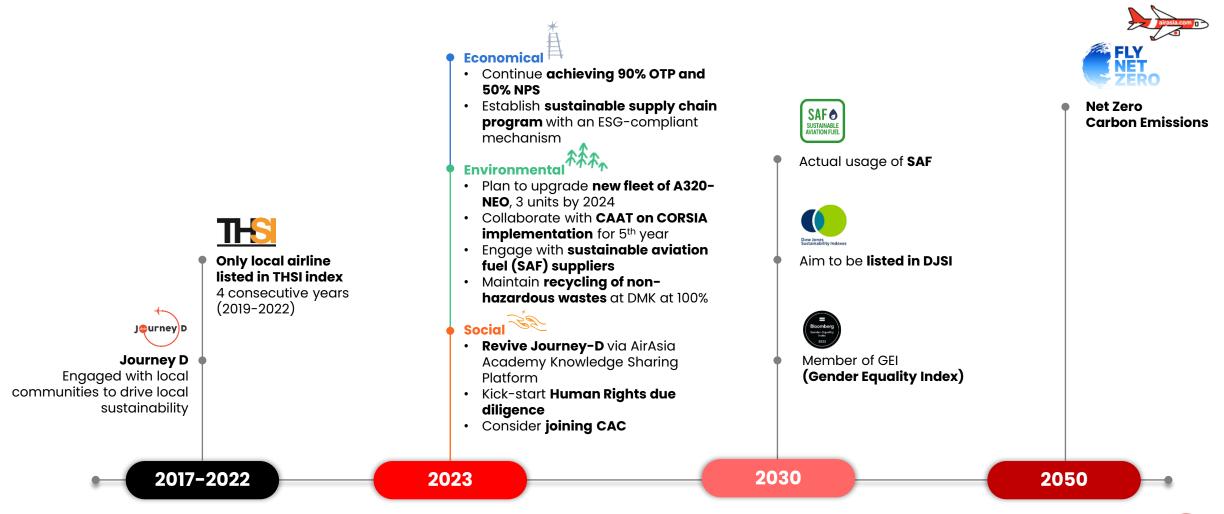
24 Hours/Person/Year

Average 24 hours of specialised training per employee per year

Air Asia

# **ENSURING FUTURE SUCCESS THROUGH ESG ROADMAP**

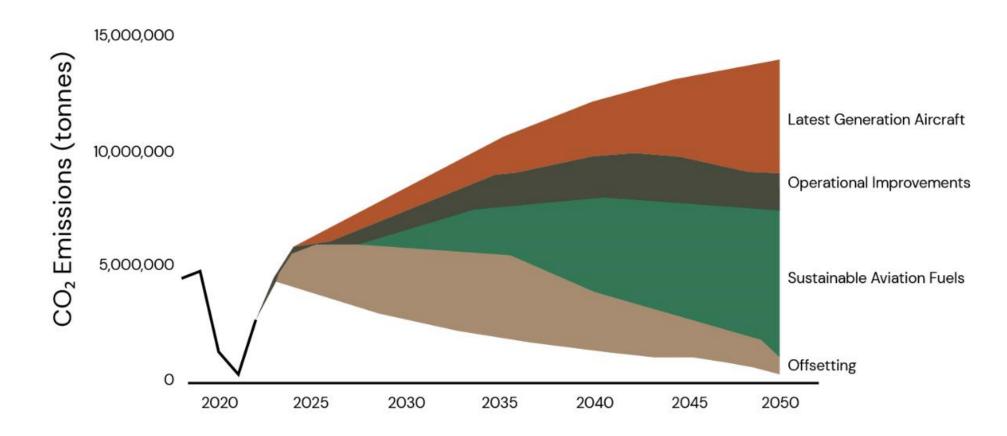
# Create sustainability awareness with all stakeholders



Air Asia

# **AIRASIA NET ZERO PATHWAY**

# Roadmap towards CO<sub>2</sub> reduction



Source: AirAsia Group

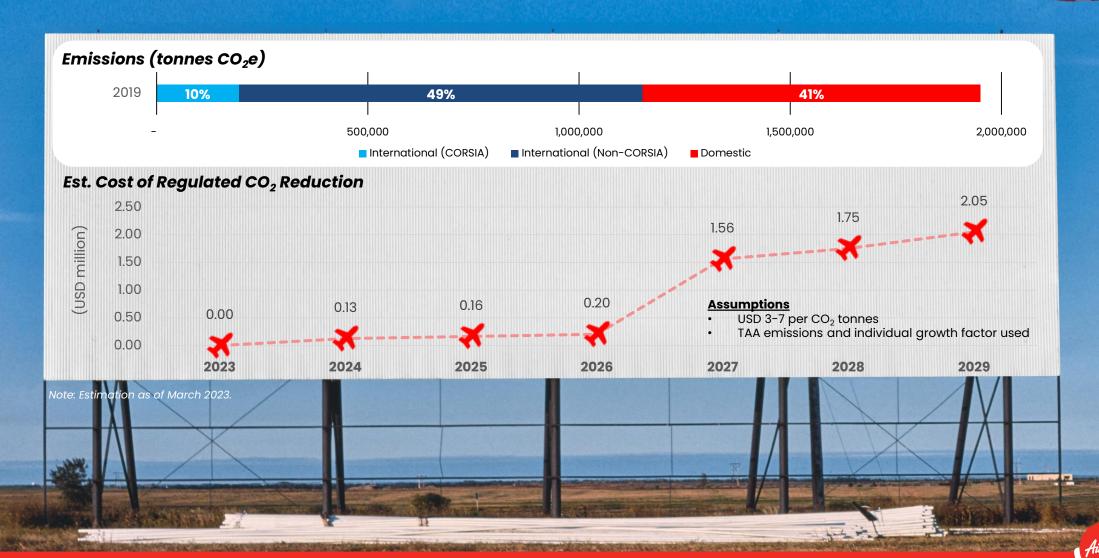


**OPPORTUNITY DAY 3Q2023** 

# **CORSIA OBLIGATIONS**

Potential material effects in 2027 after China and India are mandated



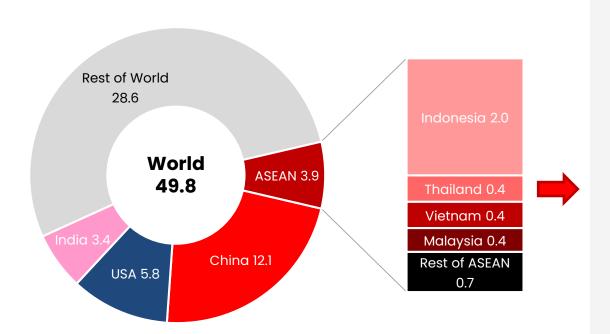


# 2019 GLOBAL GREEN HOUSE GAS EMISSION

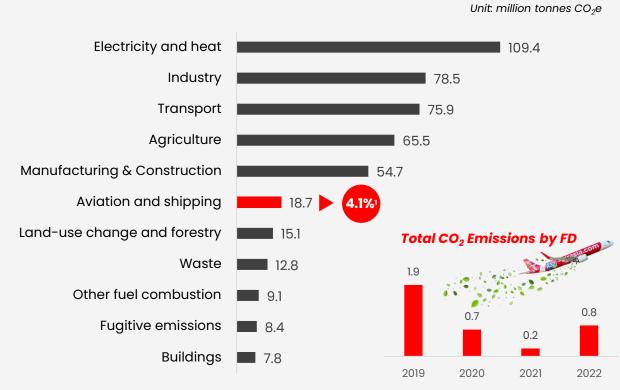
## TAA's CO<sub>2</sub> emission accounted for 17% of the local aviation market in 2019

#### **Global** Green House Gas Emissions in 2019

Unit: billion tonnes CO₂e



#### Green House Gas Emissions by Sector in 2019, Thailand



• accounted for 17% of industry in 2019

Source: Our World in Data

Note: Based on global data, Thailand's aviation may be assumed to contribute around 2% of GHG emissions.

Air Asia

OPPORTUNITY DAY 3Q2023

