



**4Q22 Financial Results**  
Presentation

28 February 2023

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# Key Highlights for 4Q22



## Corporate

- **First positive Net Profit of RM172 mil after 13 quarters**, exceeding the pre-Covid performance of 4Q19.
- **Revenue of RM2.4 bil** (77% of 4Q19) and **EBITDA of RM489 mil** (108% of 4Q19), even when operating only **84 aircraft** (56% of 2019 fleet).
- Target to **submit a holistic PN17 regularisation plan for approval in April 2023** and **complete implementation in 3Q23**.



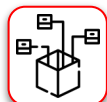
## Aviation

- Aviation **segmental revenue of RM2.1 bil**, averaging **RM25 mil per aircraft**. **Highest segmental EBITDA at RM598 mil**.
- Average **fare maintained high at RM247**, 30% higher than 4Q19 and **Ancillary per pax up 7% QoQ to RM43**.
- RASK experienced a minor dip of 2% QoQ to USc 5.18 as capacity expand.
- **CASK had a 25% QoQ step down to USc 5.04:**
  - **CASK ex-fuel tumbled 32% QoQ to USc 2.83**, USc 0.12 away to reach 4Q19 level of USc 2.71.
  - **Operational CASK ex-fuel was USc 2.27**, 16% lower than 4Q19 level, right on track to return as the World's Lowest Cost Airline.
- 150 aircraft will be re-activated by end 1Q23 and full reactivation by 3Q23. China reopening is key to fill up the planes.



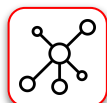
## Aviation Services

- ADE continued its stellar performance by **delivering its maiden profitability of RM5.4 mil EBITDA** on its **first full year of operations**.
- **Launched 2 new lines for base maintenance** in Senai hangar, closing the year with 7 lines in total.
- Expand **line maintenance operations in Asean to support AirAsia** and other scope of offerings to **grow 3rd party business**.
- Finalising a **USD100 mil term loan** by 1Q23.



## Logistics

- Teleport recorded **revenue of RM132 mil, up 20% QoQ** and maintained its quarterly profit at **EBITDA of RM3.4 mil** as it transitioned to scheduled passenger belly cargo space model.
- Highest growth come from the e-Commerce segment by completing **average of 34K daily deliveries**, up 16% QoQ.
- Increase capacity for the **Intra-Asean returning demand** (esp from China) by wet leasing **three A321 freighters** starting 2Q23.



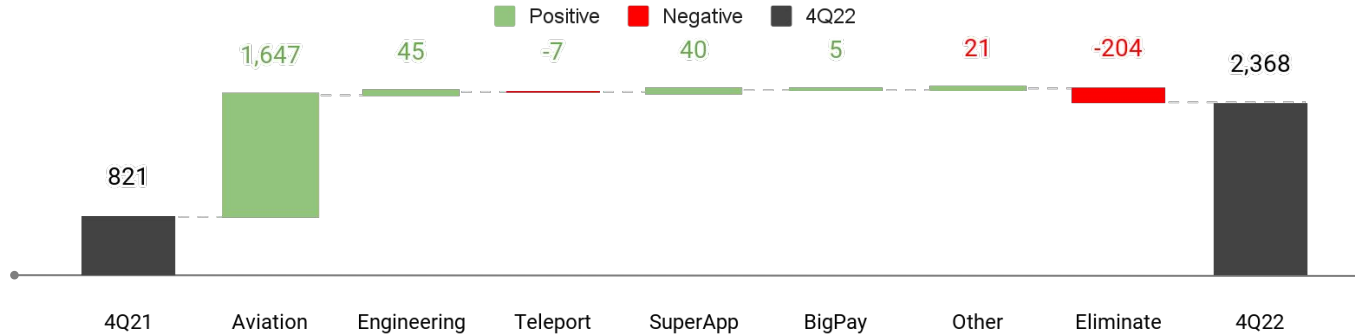
## Digital

- SuperApp reported its **third consecutive quarter of profit with EBITDA of RM0.1 mil** on the back of **RM138 mil revenue** (+36% QoQ).
- **MAU up 42% YoY to 12 mil. 26% conversion** of new users who purchased travel and delivery products, subsequently bought AirAsia tickets.
- BigPay's **revenue grew 21% QoQ to RM10 mil** while **EBITDA loss narrowed by 12% QoQ** due to cost containment initiatives.
- The number of **carded users** grew **27% YoY to 1.3 mil**, users spending also improved.
- To **launch in Thailand**. Exploring **closer collaboration between Super App and Big Pay** to drive usage on the platform.

# Capital A 4Q22 Performance

First net profit since pandemic; Revenue up 188% and EBITDA up 240% YoY

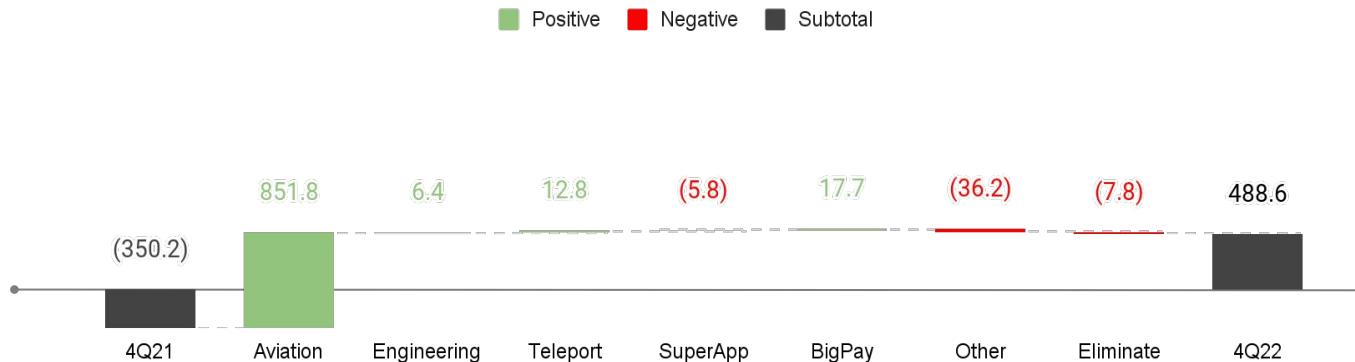
## 4Q21 - 4Q22 REVENUE MOVEMENT (RM million)



- **Revenue grew to RM2.4 bil, up 188% or more than 2x of 4Q21.**

- Due to continuous upward trend in travel resurgence.
- Led to the revenue increase for all business segments.

## 4Q21 - 4Q22 EBITDA MOVEMENT (RM million)



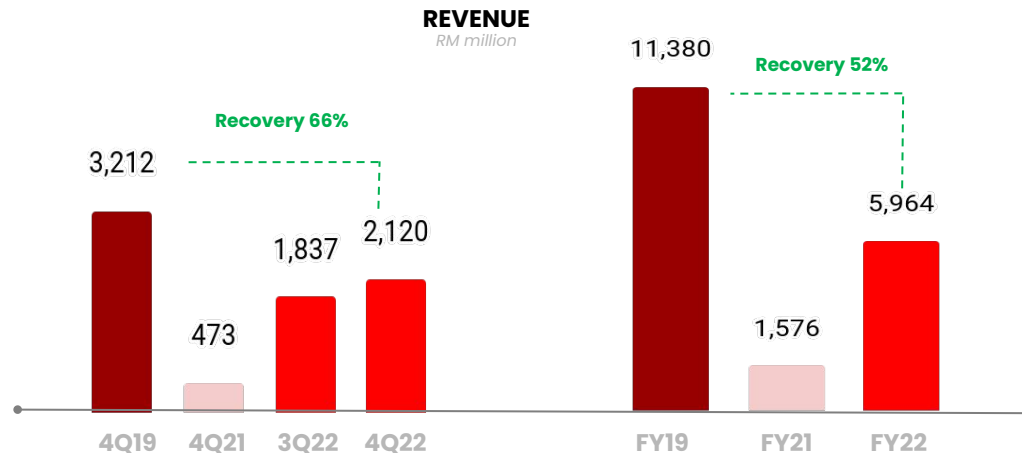
- **Positive EBITDA of RM489 mil, up 240% from 4Q21** despite impairment of investment securities and receivables of RM53.3 mil.

- Driven by the EBITDA growth in the aviation segment and the reversal of ROU impairment of RM 161 mil.

- Recorded **the first net profit since the pandemic of RM172 mil**, up 119% from 4Q21.

# Aviation Group 4Q22 Highlights

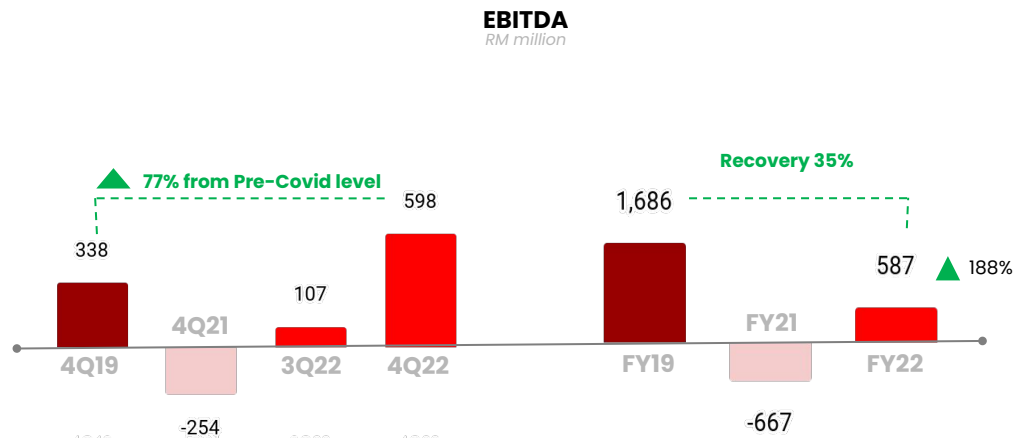
Revenue up 15% QoQ, representing 66% of pre-pandemic level



- Aviation quarterly **revenue** was **RM2.1 bil**, achieved **66% recovery**.
- Average fare of RM247 **surpassing 3Q22 of RM233 and 4Q19 of RM190** on the back of higher fare collected from **improving international seats sold**, which increased by 31% QoQ and 5684% YoY.
- **Ticket revenue improved 16% QoQ** on the back of **higher frequency of scheduled flights** as **additional 16 aircraft reactivated** during the quarter.
- Healthy demand for international travel in all 4 AOCs subsequently **drive up the ancillary revenue by 17% QoQ**.

# Aviation Group 4Q22 Highlights

66% of pre-pandemic revenue but EBITDA of RM598 mil already exceeding 4Q19



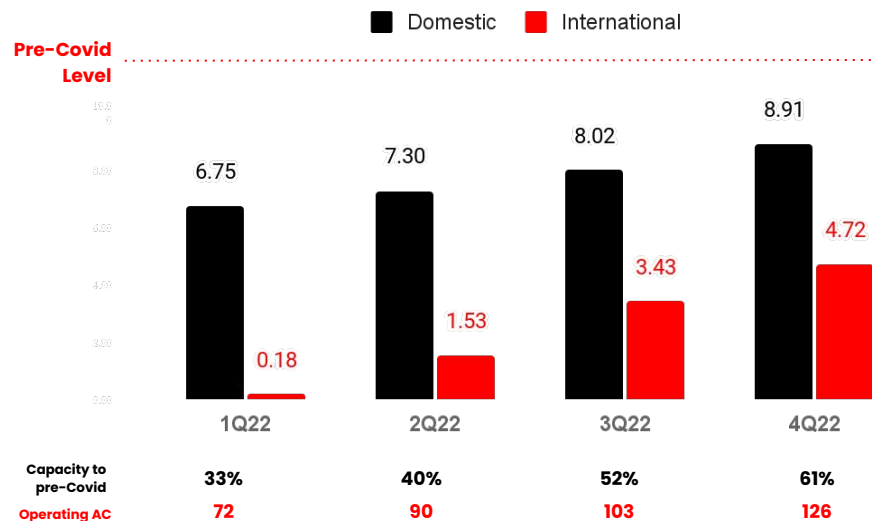
- Achieved quarterly and yearly **EBITDA positive of RM598 mil and RM587 mil.**
- Average fuel price stood at USD136, **down by 10% QoQ** and **up 44% YoY**. Due to **lower fuel price** and **strengthening Asean currencies against USD**, fuel cost was **up by 3% QoQ only** despite an **increase of fuel consumption of 12%**.
- Maintenance cost in positive figure due to **reversal of provision of maintenance of RM 233 mil** arising from change in estimates, lease restructuring and redelivery of aircraft.
- **User charges up by 4% QoQ** as a result of **increase in pax carried** and **number of flights** by 10% and 11% QoQ respectively.
- Other operating expenses **drop significantly by 94% QoQ** due to **reversal of impairment on ROU amounting to RM160.8 mil.**

# Capacity and passenger recovery

60% of the pre-Covid capacity; international capacity have yet to catch up

## Domestic and International Seat Capacity

Million

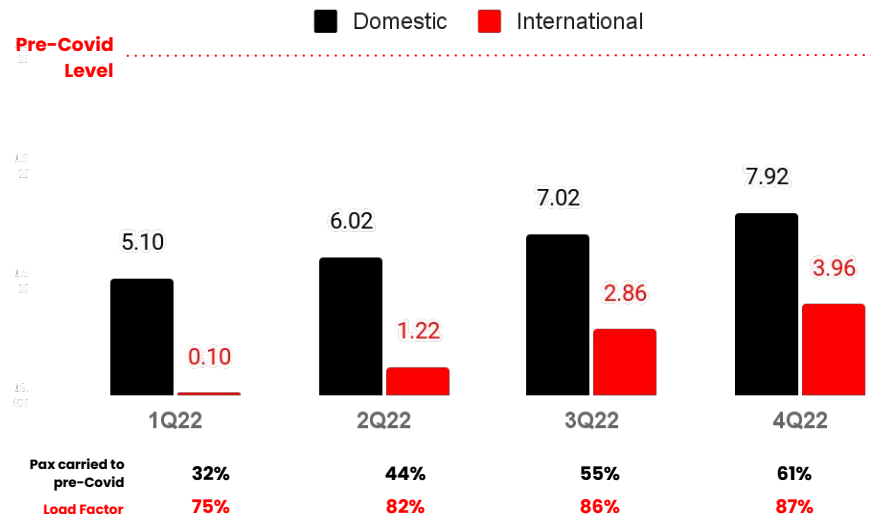


Overall, **60% of pre-Covid levels capacity:**

- **Domestic** capacities achieved at **73%** of pre-COVID levels.
- **International** capacities successfully reached **48%**.

## Number of Pax Carried

Million



Overall, **46% of pre-Covid levels pax carried:**

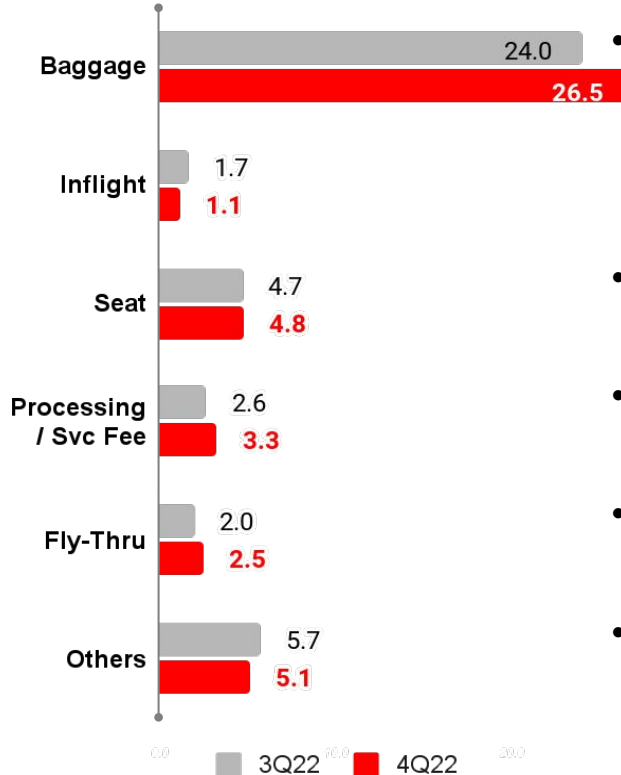
- **Domestic** pax carried achieved at **64%** of pre-COVID levels.
- **International** pax carried reached **25%**.

# Ancillary income

**RM43.40 APP and more to come as int'l flights resume and better personalisation**

## Ancillary Revenue

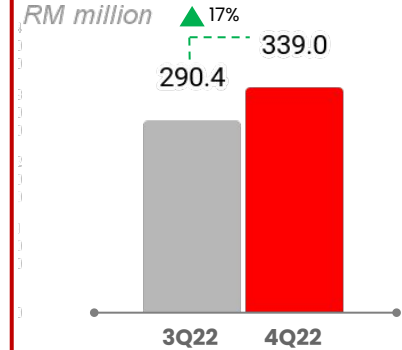
RM per pax



- **CHECKED BAGGAGE:** up 21% QoQ to RM207 mil.
  - Higher take up rate and fees on international flights
  - Dynamic pricing that optimizes pricing & take-up rate.
- **SEAT SELECTION:** increased 11% QoQ to RM37 mil, on the back of dynamic pricing and value packs on international flights.
- **PROCESSING AND SERVICE FEES:** up 25% QoQ to RM36.4 mil and RPP up from 2.65 to 3.3 due to standardization of processing fee mechanisms.
- **CONNECTING FEES:** up 40% QoQ to RM19.6 mil, and RPP up 27% QoQ to RM2.5 as international flights resumed resulted in higher volume of connecting passengers.
- **OTHERS:** Cargo per pax down 11% QoQ due to decrease in overall cargo revenue as volume and yield drop to remain competitive.

## Ancillary Revenue

RM million



Ancillary Per Pax (APP) RM43.40

- **Ancillary revenue rose 17% QoQ surpassing 10% growth in passengers**
- **Ancillary per pax (APP) up 7% QoQ to RM43.4** owing to **higher checked baggage and seats upgrade** in line with the **increased international flights**.

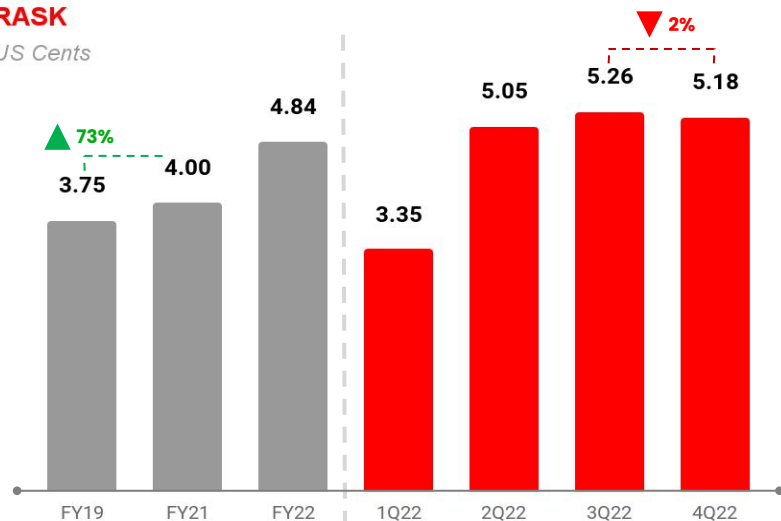


# RASK and CASK

**RASK remains high, above FY19 level with CASK showing a downward trend in 2022**

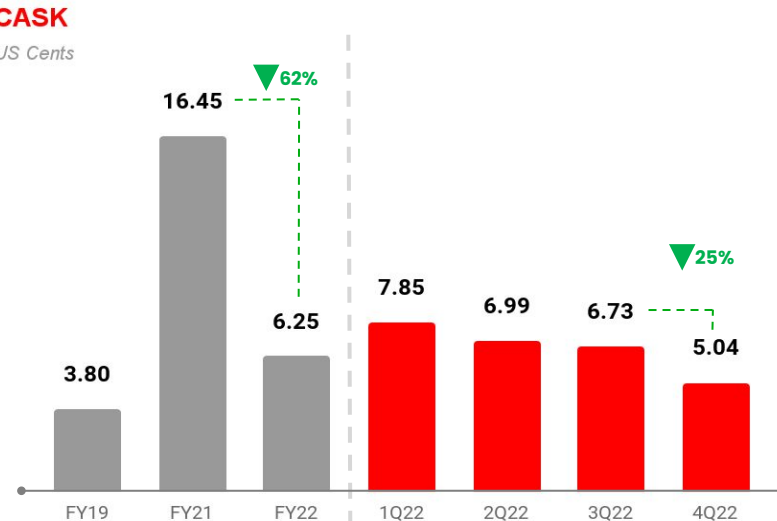
## RASK

US Cents



## CASK

US Cents

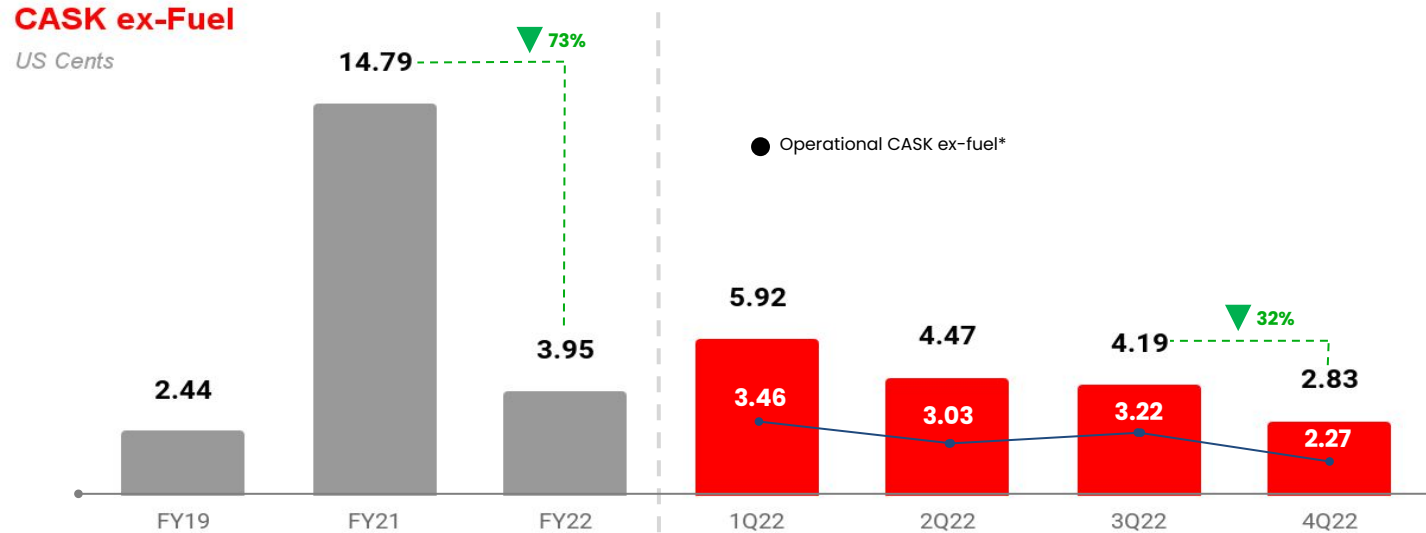


- RASK **down slightly by 2% QoQ to USc 5.18** as **increase in ASK exceeded improvement in revenue** by 1%.
- Higher RASK than prior years due to **fares hike** to manage **higher fuel cost** and **limited capacity** as travel demand returned.

- **CASK of USc 5.04, down 25% QoQ** due to drop in **fuel price** alongside **strengthening of Asean currencies against USD**.
- **FY22 CASK drop significantly by 62%** as operating cost being offset by **increasing ASK due to recovery of the travel demand**.

# CASK ex-Fuel

**Tumbled 32% to USc 2.83; Operational CASK e-fuel of USc 2.27 is lower than 2019 level**



- CASK ex-fuel of **USc 2.83, down 32% QoQ**, reaching **close to 4Q19 level of USc 2.71**.
  - Driven by **lower maintenance and other operating costs** offset by **longer flights capacity** as international demand picks up.
  - Operational CASK ex-fuel is USc 2.27, 16% lower than 4Q19 level.
- All AOCs continue to **reduce operational cost per ASK** in 4Q22.

# Aviation Outlook

## Gearing to return to normalcy to pre-pandemic levels

### Improving customer experience

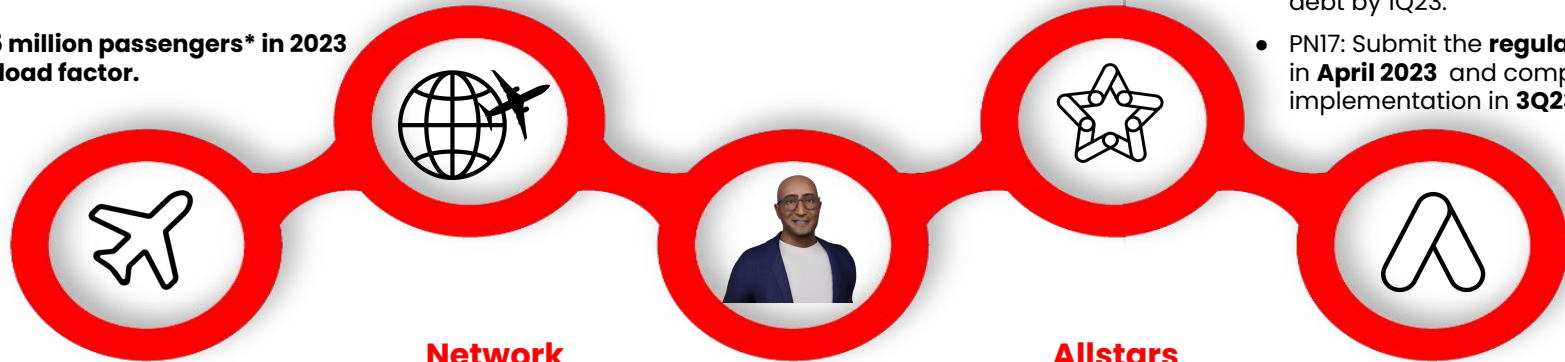
- Ask Bo to provide a **proactive, attentive** and **hassle-free** personalised customer service.
- **Delay guarantee insurance** to **enhance customers' confidence** and **promote transparency** on flights status.

### Financial

- **Full consolidation** of the 4 airlines from 1Q23
- Fundraising: Target to close **RM 1 bil** debt by 1Q23.
- PN17: Submit the **regularisation plan** in **April 2023** and complete the implementation in **3Q23**.

### Fleet and capacity recovery

- Re-activate **150 aircraft** by end Q1, fully operate aircraft by 3Q23.
- Target 85% of total seat capacity\* of 2019.
- Target **65 million passengers\*** in 2023 with **87% load factor**.



### Network

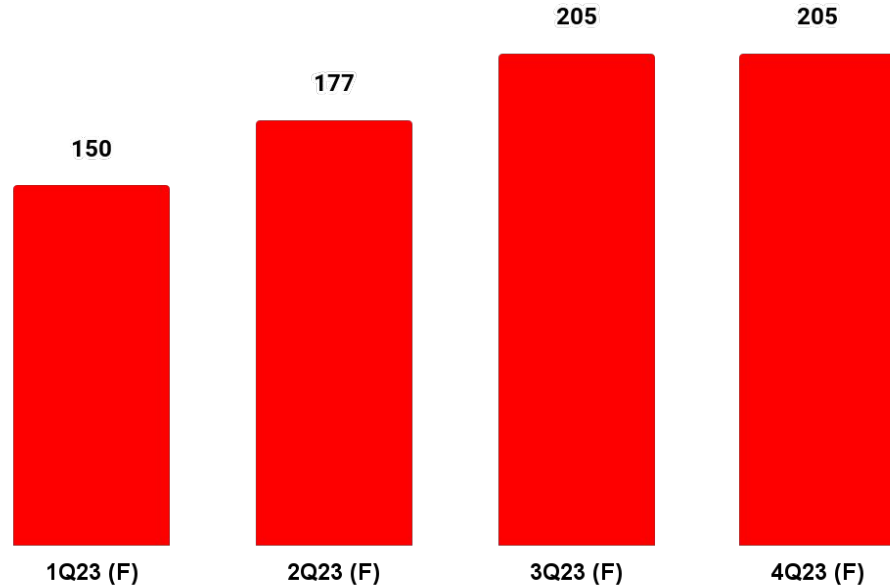
- Resume flights to **existing destinations** alongside **introduction of new routes** e.g Manila – Narita & Kuala Lumpur – Guangzhou.
- Focus on China re-opening; Relaunch **34 existing routes** and **5 new routes** from Malaysia, Indonesia and the Philippines.

### Allstars

- All **furloughed staff brought back**, except for 14 Ground Operations in TAA and 6 others from China office.
- Actively organising cabin crew recruitment drives across the region in anticipation of fleet recovery in 2023.

# Fleet Activation

**Aim to reactivate aircraft by 3Q23 and position for future growth**



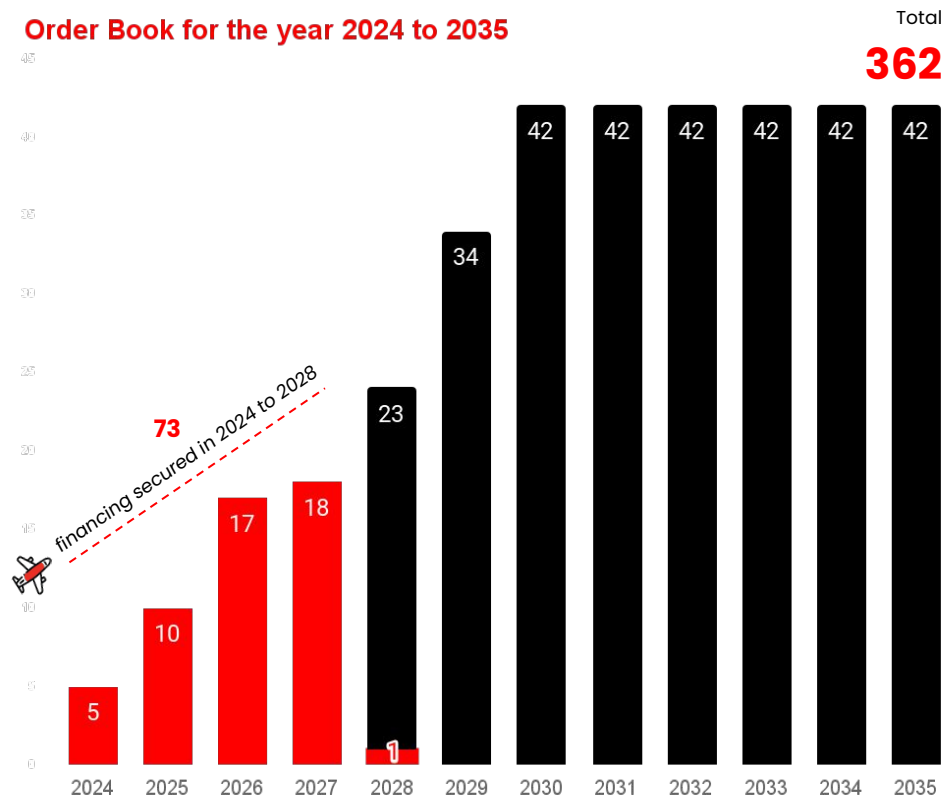
## 2023 fleet reactivation plan

- Aim to reactivate **150 aircraft** by March.
- Entire A320 fleet of **204 A320 aircraft and 1 A330 in MAA to return to service by 3Q2023.**

# Order book

## 362 order book that can fuel growth

### Order Book for the year 2024 to 2035

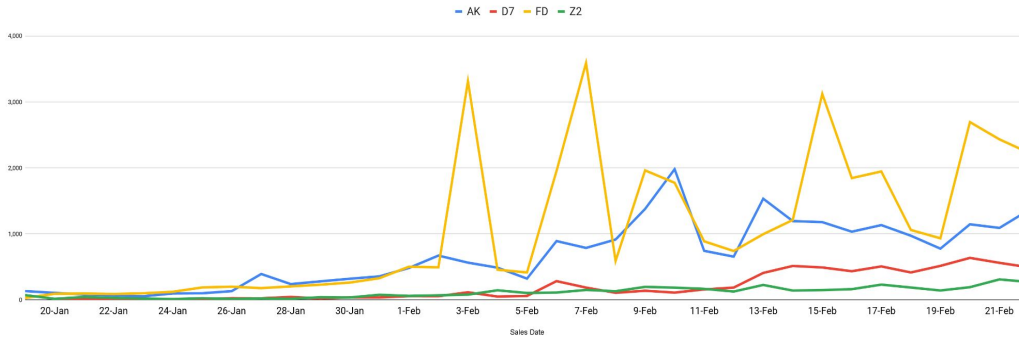


- Well positioned for growth with a total of **362 aircraft in orderbook** to be delivered in the next **12 years**.
  - The market is experiencing shortage of aircraft in the short term as supplier is experiencing constraints mainly due to Covid recovery and raising energy prices.
- All orderbook is for the **fuel efficient A321neo**. The **first delivery beginning in 2024**.
- **73 aircraft** has already been **secured financing through Sales and Leaseback (SLB)** arrangement with several lessors.

# Strong start to China reopening

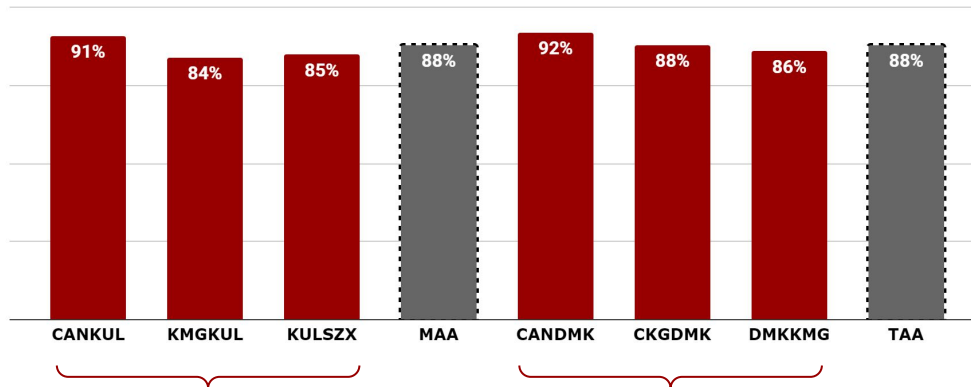
## Gearing to deploy capacity to meet pent up demand

China Seat Sold by Sales Date



- Sold **100,000 seats** since sale of commercial flight into China started in **Jan 2023**; strong pent up demand.
- Inaugural commercial flight (Kuala Lumpur–Guangzhou) commenced in **Feb 2023** with a **100% load factor**.
- MAA and TAA have the strongest recovery, **92% load factor** for February; Expect continued high load as we restore capacity.
- Recover **90% of pre-pandemic capacity or 290 weekly flights by August 2023**.
- Plan to operate **363 weekly flights** by November 2023; **111% of pre-pandemic capacity**, which demonstrates our confidence and commitment to the China market.

### February Load Factors (MAA and TAA)



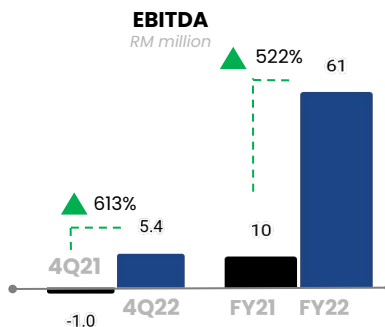
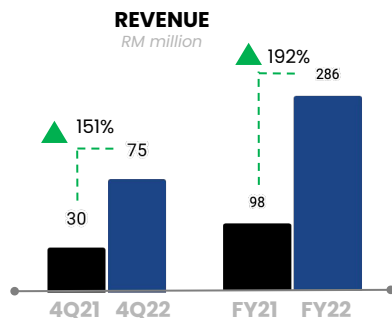
### 2023 China Network Plan

MAA	Beijing	IAA*	Shenzhen
	Changsha		
	Chongqing	PAA	Guangzhou
	Guangzhou		
	Guilin		
	Hangzhou		
	Kunming		
	Nanning		
	Quanzhou		
	Shantou		
	Shenzhen		
	Wuhan		
	Xi'an		

\* First flight into China

# Asia Digital Engineering Highlights

First full year profitability of RM61 mil; next to focus on third party expansion



## Hangar Checks

**41 ac** ▲ 58% QoQ

(as of Nov 2022)

## AEROTRADE Sale Qty

**33K** ▲ 22% QoQ

## 4Q22 Performance

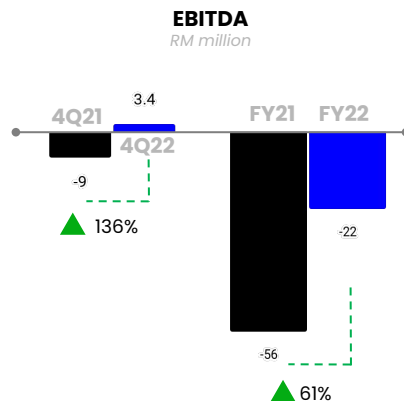
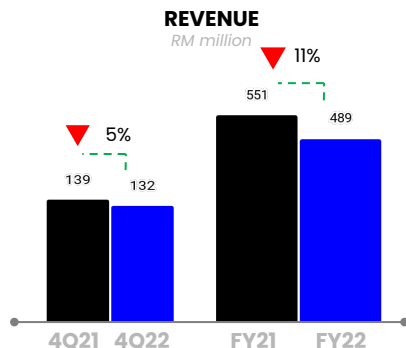
- Posted **revenue of RM75 mil, up by 151% YoY**, as travel resumption and increased flights drove demand up for MRO services.
- Continue to record **positive EBITDA of RM5.4 mil** due to lean and efficient cost structure; a slight increase in staff costs in line with hangar expansion.
- Total **41\* hangar checks** in 2022, of which 37% was for AirAsia fleet and resulting in **10-15% savings**.
- **AEROTRADE, a marketplace** for airline parts, achieved **RM7.4mil revenue** on the sale of **33K items** in 2022 and onboarded 30+ companies in 4Q22 alone.

## Outlook

- Engineering Maintenance Services
  - Anticipate to **accelerate the fleet restoration timeline for AirAsia** with the launch of **2 additional line in Senai**. Thereafter, to start servicing 3rd party airlines.
  - Secure approval to **expand range of services** offered, especially for **A330** and **B737** aircraft.
  - **Line maintenance operations** expansion in other countries starting with the Philippines in 1Q23.
- Potential to **onboard 2 new regional customers** for ELEVADE, an aircraft health monitoring application which is currently being used by AirAsia and AAX.
- Finalising **USD100 mil term loan** by 1Q23.

# Teleport Highlights

## EBITDA improves; strong traction in e-Commerce deliveries



### Tonnage

**31,158** ▲ 26% YoY  
▲ 17% QoQ

### No. of Deliveries

**3.158 million** ▲ 433% YoY  
▲ 16% QoQ

### Yield (RM/kg)

**3.78** ▼ 25% YoY  
▲ 28% QoQ

### 4Q22 Performance

- Teleport **revenue** was **RM132 mil**, down slightly **by 2% YoY** due to **lower volume**, and **drop in yield** with lower rate to remain competitive.
- Second consecutive quarter of positive **EBITDA of RM3.4 mil**, owing to lower operating cost by shifting to scheduled passenger belly cargo model.
- **Belly capacity of 289K tonnes** increased by 30% QoQ and utilisation was recorded at 11%.
- **e-Commerce deliveries of 3 mil or an average of 34K daily deliveries**, up by 16% QoQ with addition of new customers e.g. **Shopee Thailand and Lazada Philippines**.

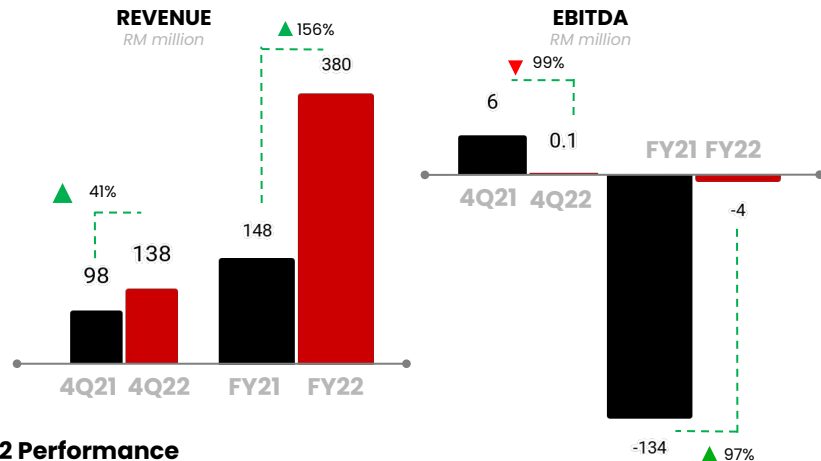
### Outlook

- Additional cargo capacity and extend network coverage with **3 new A321F freighters**; first delivery in April 2023.
- Strengthen relationships with the **Top 15 Global Forwarders**, (collectively own 35% market share within Asia Pacific).
- Focus on **e-Commerce deliveries**:
  - Reopening of China is expected to stimulate trade and cross border movement regionally.
  - The high volume would allow Teleport to buy capacity from 3rd party airline and interline it with AirAsia's cargo, increasing utilisation.



# airasia Super App Highlights

## Travel and Delivery vertical gained momentum



### 4Q22 Performance

- airasia Super App's revenue for the quarter was **RM138 mil, up 41% YoY** driven by the strong revival of domestic travel demand and resumption of international travel in Asean region.
- Achieved **an EBITDA positive of RM0.1 mil** in 4Q22.
- GBV for Travel vertical grew the most at 283% YoY.** Driven by transactions in Rides, Xpress and Food, the **GBV for Delivery vertical grew by 105% YoY.**
- In FY22, **26% of new customers** who purchased **Fly Beyond, Hotels and SNAP**, were subsequently converted to purchase AirAsia flights and **4.9% conversion** from new customers of **Rides and Food.**

### Monthly Active Users (MAU)

**12mil** ▲ 18% QoQ  
▲ 42% YoY  
(in Dec 2022)

### Gross Booking Value (MYR)

**3,236mil** ▲ 14% QoQ  
▲ 279% YoY

### No. of Transactions

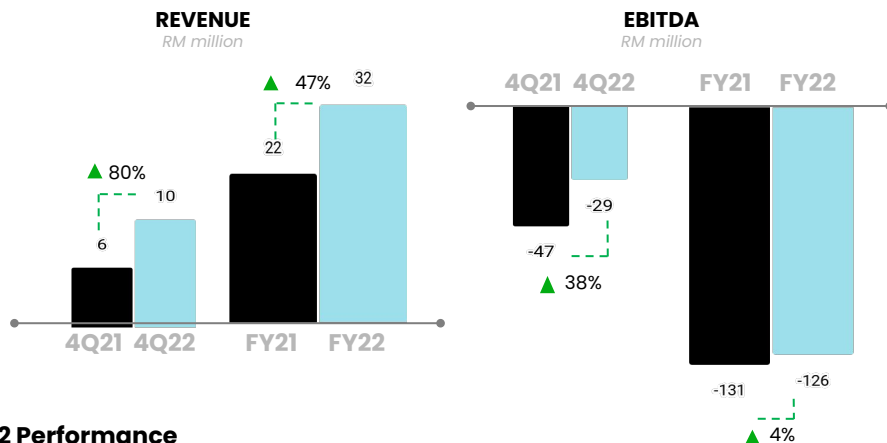
**6mil** ▲ 13% QoQ  
▲ 86% YoY

### Outlook

- Travel vertical to continue boost in tandem with full recovery of travel demand paired with **reopening of China.**
- Strengthen Flights and Hotels inventories through direct partnerships** to solidify Super App's OTA positioning.
- Improve completion rates for Rides** to grow market shares in existing and new (expansion) cities.
- Onboard more drivers and riders** through the full time employment program.

# BigPay Highlights

## Healthy growth in carded users and users spending improved



### Carded Users (cumulative)

**1.31mil** ▲ 4% QoQ  
▲ 27% YoY

### Total Users (cumulative)

**3.66mil** ▲ 3% QoQ  
▲ 32% YoY

### 4Q22 Performance

- Revenue of **RM10 mil, up 21% QoQ and 80% YoY** driven by the year end seasonal travel, increased activity and spending and growth of user base.
- Carded users** stood at **1.3 mil**, a healthy growth of **27% YoY**.
- The remittance business also saw strong growth, reaching the **RM1 billion** milestone for international remittances.
- EBITDA **loss improved by 38% YoY** to RM29 mil.
- Reduced operating expenses primarily due to continued **operational discipline** and **efficiency measures** - lower cards renewal and reduction of marketing costs

### Outlook

- Continue to focus on **cost containment** to reduce losses, among which is to renegotiate some contracts.
- Exploring closer collaboration by **embedding all BigPay products and services in Super App**.
- Leveraging travel segment to **increase payment transactions** and **drive users spending** through Super App for AirAsia and non-AirAsia passengers.
- Focus on boosting **remittance usage by targeting users from AirAsia database (C2C)** and **among SME (B2B)**.
- Obtained payment license in Thailand in 3Q22 and expected to **launch BigPay's payment in Thailand** soon, followed by Philippines and Indonesia subsequently.

# Reorganisation of capital

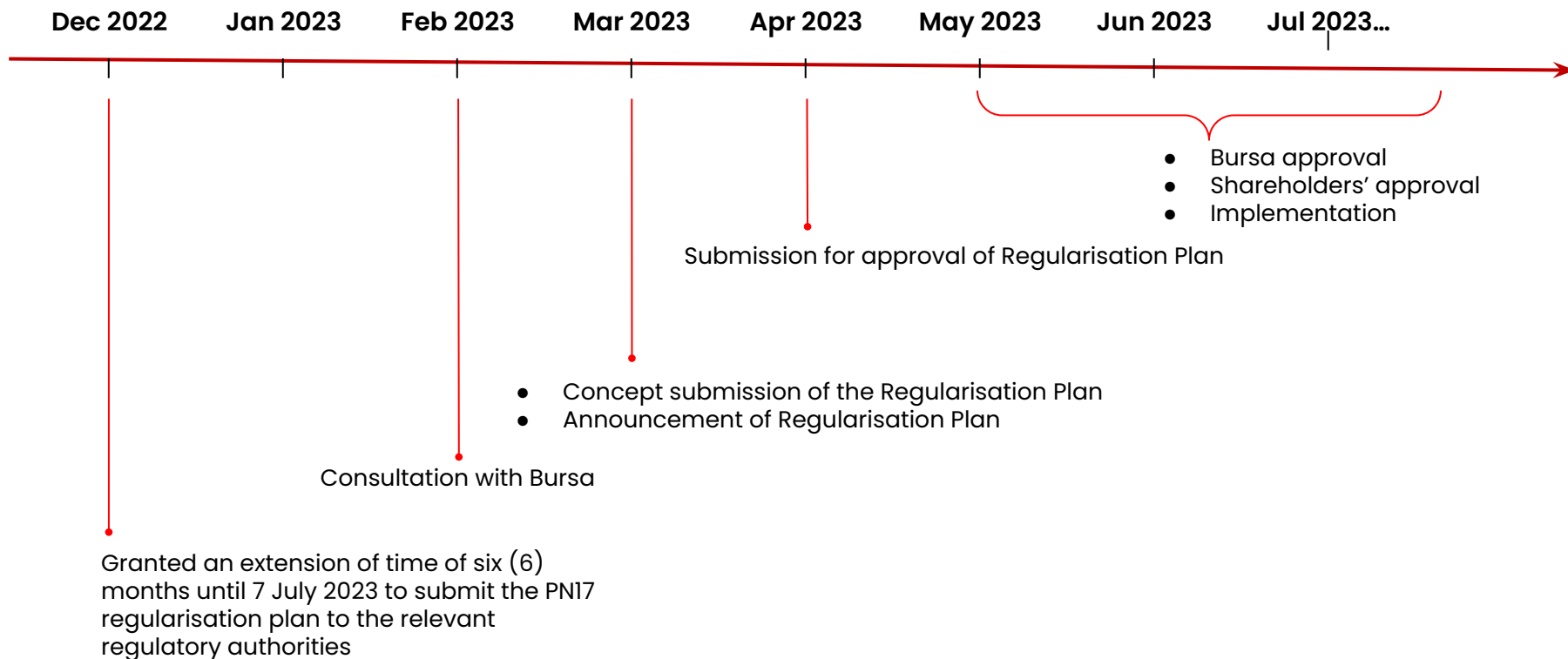


## Update:

1. Maintain aviation group solely for airlines business
2. Separated aviation services from aviation group and formed Red Aviation Services
3. Formation of new business, Brand Co (Previously BigPay Holdings Sdn. Bhd.)
4. Completed reorganisation of airasia Digital, Teleport and AASEA into 3 group of companies

# Indicative Timeline for PN17 Regularisation Plan

Target completion by 3Q2023



# Q&A

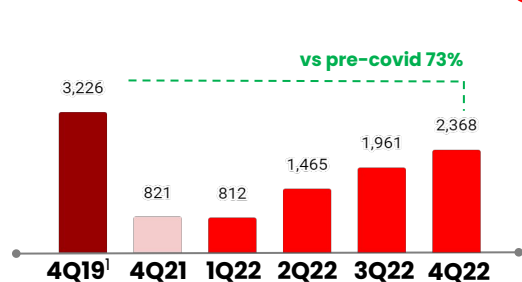




**THANK YOU**

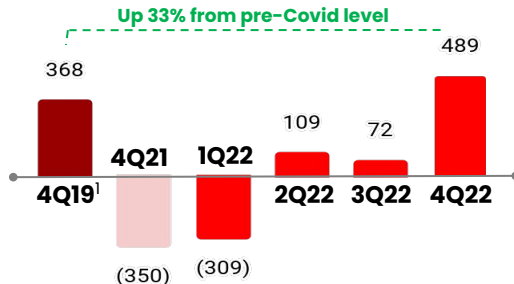
# APPENDIX

# 4Q22 Financial Highlights



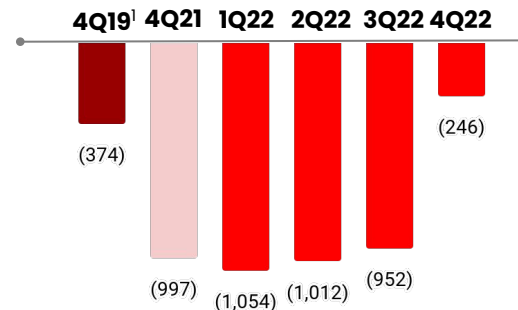
Group **Revenue** of RM2,368 mil increased 188% YoY, and 21% QoQ

- **Aviation** rose 237% YoY and 17% QoQ, (86% of the Group's revenue) due to higher frequencies due to lifting of int'l borders coupled with high fares.
- **Logistics** up 17% YoY and grew 48% QoQ (6.9% of the Group's revenue) due the return of AirAsia int'l widebody and e-Commerce delivery growth.
- **Digital & other segments** grew 122% YoY and 43% QoQ (7.5% of the Group's revenue) driven from all sectors.
  - **ADE** grew as air travel resumed, flights frequencies and aircraft returning in services have driven the demand for MRO services.
  - **Super App** grew along with international travel resurgence, which drove MAU to 12 mil.
  - **BigPay** grew in both payment (1.3 mil carded users) & transfer and remittance businesses (hit RM1 bil milestone).



Group **EBITDA** of RM487 mil improved by 240% YoY, but up 576% QoQ

- **Aviation EBITDA** improved significantly YoY,
  - **Fuel cost up by 3% QoQ only** despite **consumption increases by 12% QoQ** thanks to **strengthening Asean currencies against USD** and **lower fuel price by 10% QoQ** to US\$136 per barrel in 4Q22.
  - **Maintenance costs** resulted in positive figure due to reversal of provision of maintenance of RM233 mil arising from change in estimates, lease restructuring and redelivery of aircraft.
- **Digital & Other EBITDA** improved tremendously YoY,
  - **ADE** had staff cost increased slightly due to hangar expansion.
  - **Super App** achieved positive EBITDA of RM0.1 mil driven by healthy improvement in travel vertical.
  - **Teleport** achieved 2nd positive EBITDA of RM3.4 mil as new model strategically reduced operating expenses.
  - **BigPay** EBITDA losses narrowed due to cost containment measures – lower card renewal & marketing.



Group adjusted **EBT** profit of RM175 mil widened by 123% YoY, and 115% QoQ

- **Includes non-operating aircraft depreciation and net interest** of RM112 mil.
- **Foreign exchange gain** of RM208 mil, mainly due to reduced payables and maintenance provision as US dollar depreciates.
- **Share of profit from an associate** of RM166.5 mil.

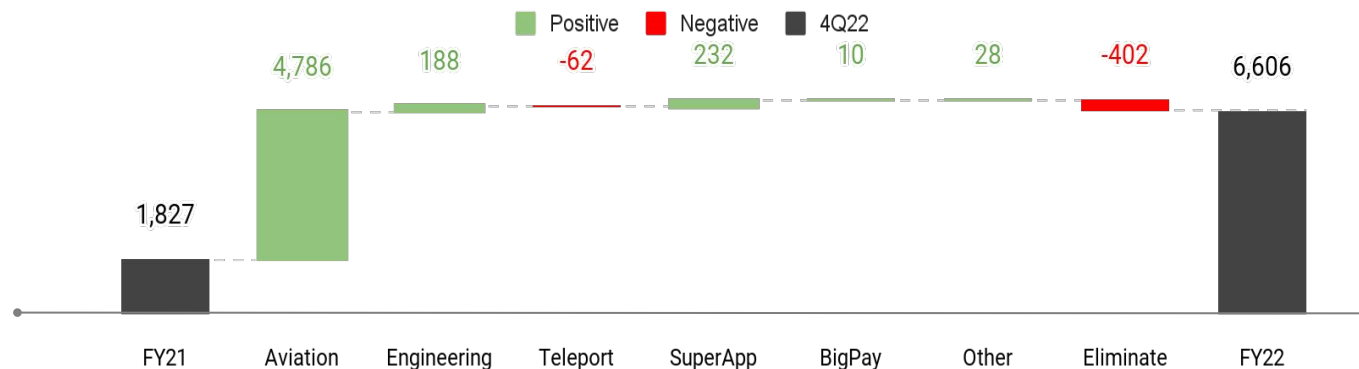
Excluding these one-off items, the net operating loss amounted to **RM87 million**.



# Capital A FY22 Performance

Revenue grew 262% YoY and EBITDA positive signalling recovery

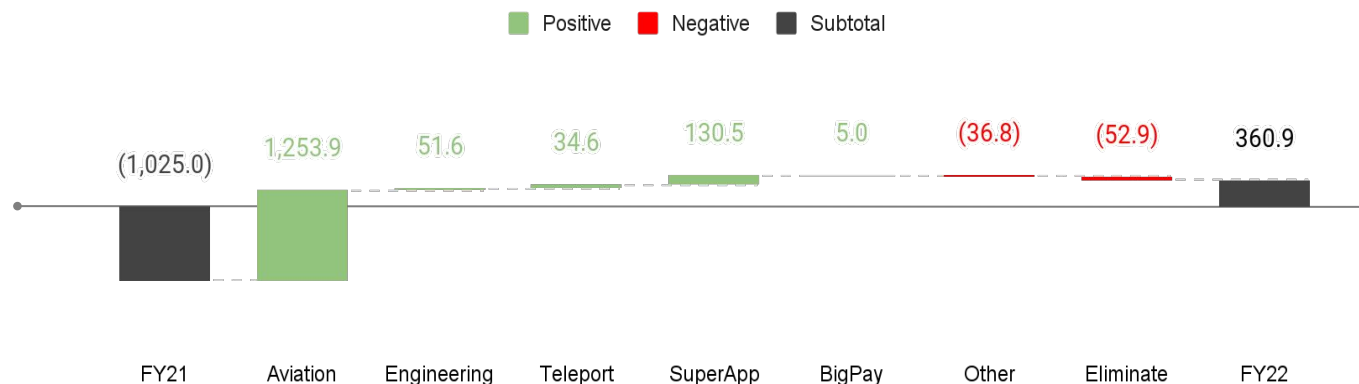
FY21 – FY22 REVENUE BRIDGE (RM million)



- FY22 revenue of RM6.6 mil**

- Up 262% YoY or surged to more than **3x from FY21**.
- Driven by returning travel demand in the 2H22.
- Teleport revenue declined slightly as they shift from charter cargo-only flights to scheduled passenger flights.

FY21 – FY22 EBITDA BRIDGE (RM million)



- Posted a FY positive EBITDA of RM361 mil.**

- All of **business segments** delivered **positive EBITDA growth**.

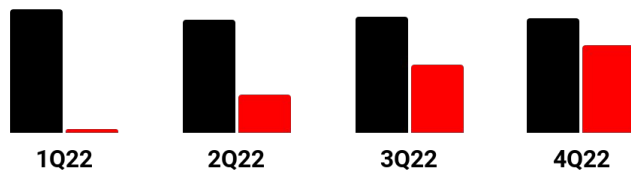
- Full year Net loss was RM3.2 bil, slight improvement of 15% from prior year.**

# Capacity recovery

60% of the pre-Covid capacity; international capacity have yet to catch up



Pre-Covid Level



Capacity to pre-Covid  
Operating AC

38%

34

44%

45

53%

47

57%

53



Pre-Covid Level



Capacity to pre-Covid  
Operating AC

31%

23

33%

25

48%

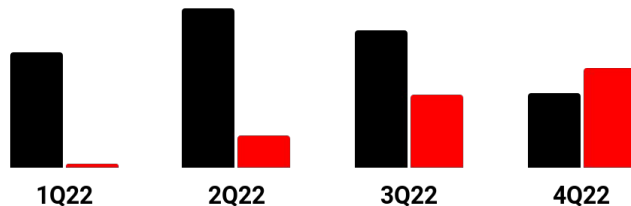
35

72%

42



Pre-Covid Level



Capacity to pre-Covid  
Operating AC

23%

9

42%

12

54%

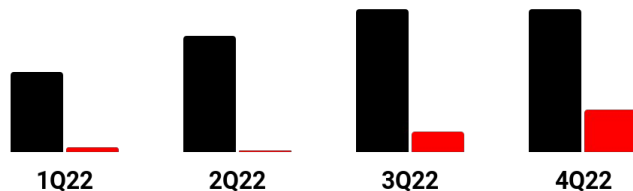
12

50%

16



Pre-Covid Level



Capacity to pre-Covid  
Operating AC

30%

6

44%

8

56%

9

62%

15

# 4Q22 Group Aviation Performance

## QUARTERLY PERFORMANCE

## FULL YEAR PERFORMANCE

Key Indicators	4Q22	3Q22	4Q21	YoY	QoQ	4Q19	Recovery	FY22	FY21	YoY	FY19	Recovery
Passengers Carried	7,812,089	7,128,274	2,724,679	▲ 187%	▲ 10%	13,169,228	▲ 59%	24,247,725	4,812,364	▲ 404%	51,559,070	▲ 47%
Capacity	9,111,309	8,286,341	3,393,618	▲ 168%	▲ 10%	16,021,044	▲ 57%	28,931,734	6,500,182	▲ 345%	60,884,616	▲ 48%
Load Factor (%)	86	86	80	▲ 6 ppts	■ 0 ppts	82	▲ 4 ppts	84	74	▲ 10 ppts	85	▼ -1 ppts
RPK (million)	8,547	7,323	2,195	▲ 289%	▲ 17%	15,916	▲ 54%	24,377	4,149	▲ 488%	63,382	▲ 38%
ASK (million)	9,974	8,554	2,786	▲ 258%	▲ 17%	19,185	▲ 52%	29,196	5,723	▲ 410%	74,642	▲ 39%
Fuel consumed (Barrels)	1,615,846	1,437,102	483,867	▲ 234%	▲ 12%	3,114,176	▲ 52%	4,843,279	990,225	▲ 389%	12,003,621	▲ 40%
RASK (US cents)	5.18	5.26	4.08	▲ 27%	▼ -2%	3.87	▲ 134%	4.84	4.00	▲ 21%	3.75	▲ 129%
CASK (US cents)	5.04	6.73	10.57	▼ -52%	▼ -25%	3.91	▲ 129%	6.25	16.45	▼ -62%	3.80	▲ 164%
CASK Ex-Fuel (US cents)	2.83	4.19	8.92	▼ -68%	▼ -32%	2.68	▲ 106%	3.95	14.79	▼ -73%	2.44	▲ 162%
Operating Aircraft	84	68	49	▲ 35	▲ 16	144	▼ 60	84	49	▲ 35	144	▼ 60



# 4Q22 Digital Performance

	Key Indicators	3Q22	4Q22	QoQ		4Q21	YoY
<b>bigpay</b> by <b>airasia</b>	Total Users (cumulative)	3,535,886	3,657,960	▲	3%	2,766,694	▲ 32%
	Carded Users (cumulative)	1,262,523	1,311,867	▲	4%	1,035,376	▲ 27%
<b>airasia</b> Super App	Monthly Active Users (MAU) ('000)	9,537	11,449	▲	20%	8,113	▲ 41%
	No. of Transactions ('000)*	5,321	6,010	▲	13%	3,232	▲ 86%
	Gross Booking Value (RM) ('000)	2,837,332	3,235,721	▲	14%	853,425	▲ 279%
<b>teleport</b> by <b>airasia</b>	Tonnage (tonnes)	26,667	31,158	▲	17%	24,752	▲ 26%
	Yield (RM/kg)	2.96	3.78	▲	28%	5.04	▼ -25%
	No. of Delivery ('000)	2,717	3,158	▲	16%	592	▲ 433%

\* Adjusted no. of transactions for 3Q22 & 4Q22.

Note: Reported figures in [3Q22](#) & [4Q22](#) Operating Statistics Press Release were referring to no. of seats sold for AirAsia flights.

# FY22 YTD Digital Performance

	Key Indicators	FY22	FY21	YoY
	Monthly Active Users (MAU)('000)	10,588	4,867	118% ▲
	No. of Transactions ('000)	18,298	6,382	187% ▲
	Gross Booking Value (RM) ('000)	8,850,101	1,644,375	438% ▲
	Tonnage (tonnes)	105,572	101,179	4.3% ▲
	Yield (RM/kg)	3.97	4.91	-19% ▼
	No. of Delivery ('000)	7,973	1,232	547% ▲

# Sustainability and Our Net Zero Strategy

## Fleet Management

- **Young fleet** of avg 8.9 years
- Upgrade to A321neos from 2024 cuts emissions per seat by 20%

## Operational Eco-Efficiency

- Industry-leading programme resulting in **lowest CO<sub>2</sub>/ASK** in Asia Pacific
- Avoided 11,175 tonnes of CO<sub>2</sub> (2021) = 186,250 trees planted
- **Fivefold ROI** on fuel efficiency (2021)

## Sustainable Aviation Fuel

- Introduce SAF in fuel mix by 2023

## Carbon Offsetting

- Offsetting to be rolled out in 1Q23
- Potential to generate RM100mil in 2023 to fund decarbonisation programme

