



# Sixth Annual General Meeting

15 JUNE 2023



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# Capital A is more than an airline

An investment holding with a broad portfolio of synergistic businesses in the travel, lifestyle and aviation services sectors



# FY22 Financial Highlights



Revenue  
**RM 6.4** billion  
**+ 282%** YoY

**All core business segment revenue improved YoY**, except Teleport, this is attributable to the normalisation of yield, resulting from the increased availability of belly space capacity in the market.



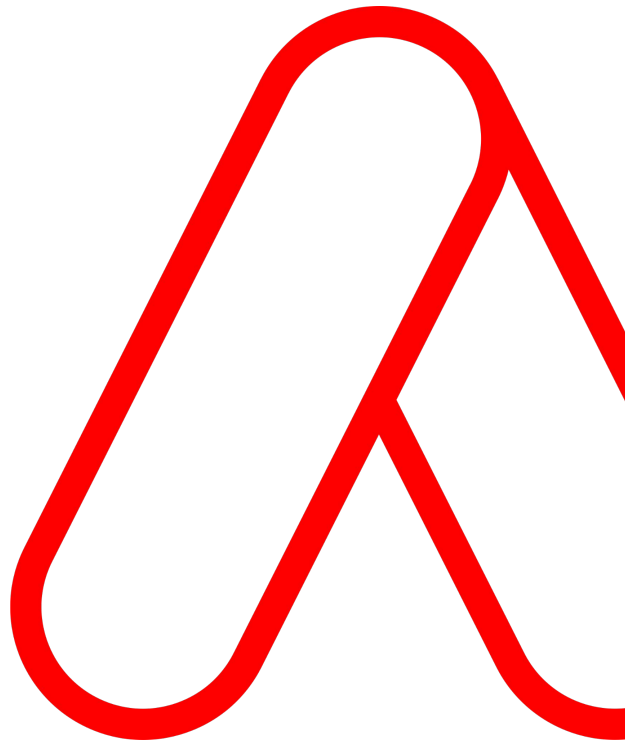
EBITDA  
**RM 47** million  
**+ 105%** YoY

**First full year positive EBITDA** since the onset of pandemic, Aviation, Engineering, airasia Superapp and Teleport delivered stronger margin levels.



Sales in advance  
**RM 1.4** billion  
**+ 53%** YoY

Recorded **robust forward bookings**, signifies strong recovery in air travel demand which has greatly benefit all the businesses in the group. These bookings have surpassed pre-pandemic levels.



# FY22 Operating Highlights



**aviation  
group**

Load factor



84%

24.2 mil pax carried (of FY19 level)

47%

28.9 mil seat capacity (of FY19 level)

48%

**teleport**

by **airasia**

**105,572 tonnes**

moved

**7.97 million**

parcels delivered

**USD50 million**

funding raised through large  
institutional credit investors

**MOVE**

**airasia**  
Superapp

**12.04 million**

Monthly Active Users (MAU) in  
December 2022

**19.9 million**

No. of transactions completed

**> 2 million**

e-hailing rides completed

**bigpay**  
by **airasia**

**1.3 million**

carded users

**RM 2.8 million**

Loan disbursed

**ADE**  
ASIA DIGITAL ENGINEERING

**5 lines**

4 base maintenance

1 other maintenance visit

**33K items**

sold through AEROTRADE  
marketplace

## Flying high again, airline returning growth and enhanced profitability amid favourable factors

**Air fares** remain high and expect to stabilise at current levels



Air fares

**Ancillary revenue** going strong, above pre-pandemic levels



Ancillary

**Fuel price** expected to come down further



Fuel price

**Cash position** strengthen through business operations and funding secured from banks



Cash

**Positive booking** momentum going forward



Forward booking

**Demand for China routes** shown a healthy load factor ~70%



China routes

**157**

aircraft reactivated  
as of 1Q23



**On track**  
**Full**

aircraft reactivation  
by 3Q23

**229**

Routes as of 1Q23



**Target to operate**  
**290**

routes by 4Q23

**Four**

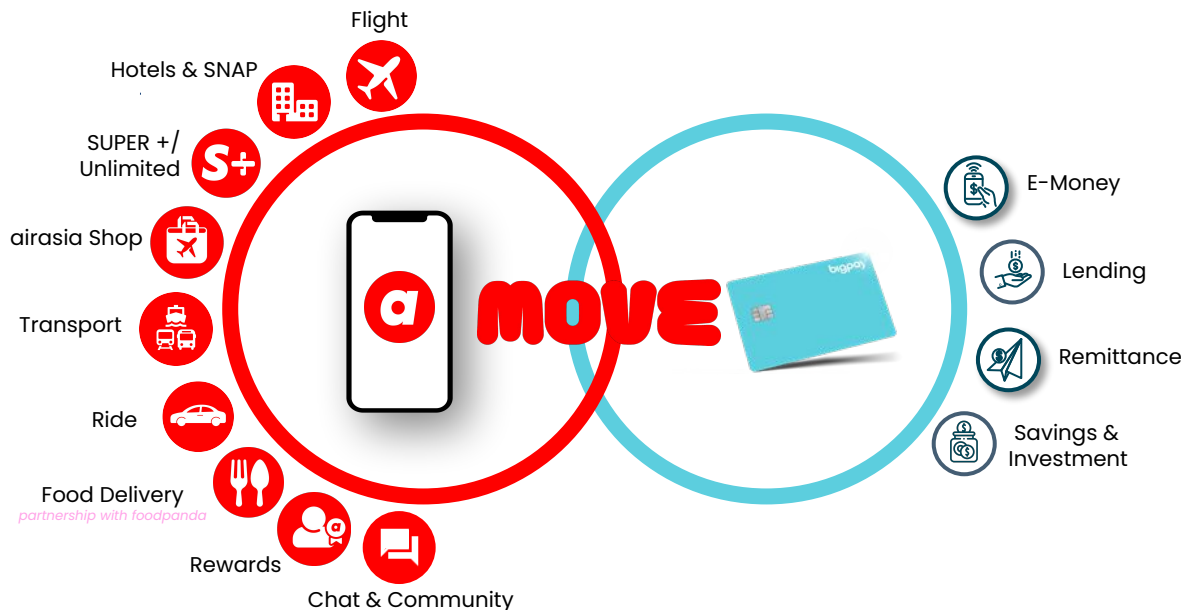
Operating airlines  
as of 1Q23



**In progress**  
**Five**

Operating airlines  
by 4Q23

**Asean Focus**



## airasia Superapp growth strategies and outlook:

- Travel vertical to continue boost in tandem with full recovery of travel demand.
- **Strengthen Flights and Hotels inventories through direct partnerships** to solidify Superapp's OTA positioning and improve in net margins.
- **Improve completion rates for Rides** by further growing fleet-base drivers, thereby increasing market share in both existing and newly expanded cities.
- **Establishing strategic collaboration with foodpanda** that involves cross promotion of food delivery and ride-hailing services. We will have the advantage of leveraging each other's strong consumer base and increase potential for business growth.

## BigPay growth strategies and outlook:

- Continue to focus on **cost containment** to reduce losses.
- **Closer collaboration** through the embedment of BigPay products and services in Superapp to grow revenue, namely BigPay users enjoy 5% discount on AirAsia flights booking made through airasia Superapp.
- Launched **DuitNow Cross-border QR Payment** allowing Malaysian users to conveniently pay in Singapore and Thailand without the need for cash or cards.
- **Boosting remittance** usage by leveraging the AirAsia database to identify and onboard users with remittance needs through data analytics.

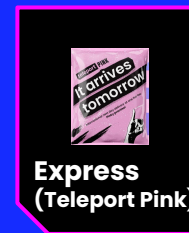
## Delivering value through diverse service portfolio:



Made to Deliver for Forwarders, Couriers, Charter Brokers and Integrators across Southeast Asia



offers one stop business-to-business delivery services. Be it from a hub, airport, or warehouse to another



offers next-day international delivery from Kuala Lumpur to Singapore (*with more destinations to come*)



**5 Countries** cargo and e-commerce network



**85+ Cities** delivered in days or less



**85K+ Teleporters** - registered drivers and riders on ground



**24 Hours** speed with high flight Frequencies & point-to-point lanes

## Growth strategies and outlook:

- Gradually launching of additional third-party cargo capacity and extend network coverage with 3 new A321F freighters; first delivery in mid-June 2023, another two in the pipeline.
- Enhance the cargo hub operations in key regions such as Southern China, Vietnam and India. These initiatives will allow us to capture opportunities and serve customers more effectively in the region.
- Our goals is to become the market leader in air based cross-border volumes in Southeast Asia.



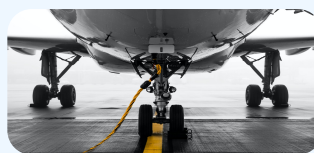
The **future MRO**, equipped with massive experience and the latest technology in airline engineering and maintenance service



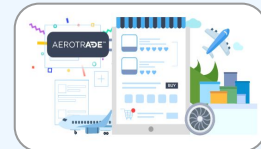
Engineering Maintenance  
Services



Component & Warehouse  
Services



Engineering Support  
Services



Digital & Innovation  
Services



AEROTRADE has amassed **inventory from 60 airlines and MROs worth USD120 mil** for both Airbus and Boeing aircraft, with encouraging transactions done by third-party in the platform.

**AirAsia fleet utilising ELEVADE**, an aircraft health monitoring apps since March 2023.



## Growth strategies and outlook:

- All 7 lines for base maintenance and other maintenance visit have been fully booked for entire year of 2023, and started receiving requests for 2024 slots up to June, demonstrating high demand for our services.
- Aim to commence operations in Indonesia, The Philippines and Thailand in 2023, and currently exploring the potential to expand our operations into two more countries.
- Starting from quarter 4, ADE will be entering into wide-body base maintenance market and actively exploring opportunities to expand our capabilities to service Boeing aircraft.
- Collaboration efforts with OEMs are underway to establish hard time component workshops, ensuring compliance with OEM standards and leveraging their technical knowledge and support to deliver maintenance services.

# Aviation Services: Going beyond mere wings

Aviation services provider of Capital A



A **Joint Venture company with SATs**, with the capability to service full service carrier and low-cost airline that support the safe and efficient operation of flights.

## Our services

- Guest services
- Baggage services
- Ramp services
- Cargo services
- Load control & flight operations

## Initiatives and Outlook

- Looking into automation technologies for ground handling processes include leveraging data analytics to enhance resource deployment and operational efficiency
- To increase self-service process by travellers through utilisation of technologies such as predictive data and AI systems
- To boost green initiatives at the airport and for ground handler through adopting EV airport vehicles and equipment.



The **inflight service provider** working on the long lasting meal technology that can lead to cost savings and a more sustainable operation.

## Our services

- Operations and management of Food & Beverage services outlet
- Preparation and sale ready-to-eat and frozen food
- Airline catering and in-flight duty free sourcing services

## Initiatives and Outlook

- To provide airline catering and inflight duty-free sourcing services to third-party airlines
- To set up own central kitchen enhance control over ingredients and quality alongside taking advantage of cost saving and operational efficiencies
- To explore the potential of developing long lasting meal technology that offers cost savings
- Continue to expand Ready-to-eat and frozen foods business, which primarily distribute to convenience stores for onward sales to customers



A consulting firm providing world-class aviation services to **launch, grow and transform** businesses.

## Our services

- Airline start-up and management services
- Consulting services
- Function outsourcing

## Initiatives and Outlook

- To onboard third-party airlines for Fuel Efficiency Programme and consulting services
- To support the launching of Fly Dhaka's new AOC
- In talk with potential clients on business plan development for a potential joint venture



**THANK YOU**