

## **CAPITAL A THIRD QUARTER 2023 OPERATING RESULTS**

**Aviation: Passengers carried outpace capacity growth driven by surge in international demand**

**MOVE Digital: Record high 15.4M Monthly Active Users for airasia MOVE and 1.5M carded users for BigPay drive up transaction volumes and values**

**Teleport: Over 100% increase in Cargo tonnage handled and 2x parcel deliveries from FY22, on the return of international flights and healthy growth of eCommerce industry**

**Aviation Services: Strong growth in ADE, Santan and GTR, boosted by increased flight activities**

**KUALA LUMPUR, 25 October 2023** - Capital A Berhad ("Capital A" or the "Group") has announced operating statistics for its aviation, digital, logistics and aviation services segments for the Third Quarter of the Financial Year 2023 ("3Q2023").

### **AVIATION**

In 3Q2023, AirAsia Malaysia, AirAsia Thailand, AirAsia Indonesia and AirAsia Philippines (the "Consolidated Airlines"<sup>1</sup>) continued to post a strong load factor of 89%, carrying 14.7 million passengers on the back of 16.5 million seats capacity on 152 operating aircraft. Consistent high travel demand post-pandemic has resulted in solid Year-on-Year ("YoY") growth with a three percentage point improvement in load factor, achieving close to 50% growth in passengers carried while seat capacity grew close to 45%. Year-to-date, the Consolidated Airlines have now recovered 76% of passenger volume from 9M2019, surpassing overall capacity recovery of 73% for the same period.

All airlines posted notably high load factors, primarily driven by the growth in international seats sold. AirAsia Philippines took the lead with a remarkable 368% YoY increase in international passengers carried, flying over 354,000 passengers. This is followed by AirAsia Thailand carrying 1.8 million international passengers, up by 164% YoY. AirAsia Malaysia and AirAsia Indonesia both showed about 100% YoY growth to 3.1 million and 1.1 million international passengers respectively.

### **MOVE DIGITAL** (previously known as airasia Digital)

airasia MOVE, which was rebranded recently from airasia Superapp, achieved a new record of 15.4 million average Monthly Active Users, up by 61% YoY. This has led to another new high of 8.3 million transactions, up by 65% YoY.

Gross Booking Value ("GBV") also showcased substantial progress across all business segments, exhibiting a commendable 61% YoY growth.

- Travel: Achieved 62% GBV improvement driven by the upsurge in passengers carried and complemented by expanded offerings including hotels and flights.
- Ride-hailing: Over 100% increase in GBV contributed strongly by the incremental sign-up of drivers to deliver the service, particularly in the airport ride segment.

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<sup>1</sup> Consolidated Airlines refers to airlines whose financial and operational results are consolidated for financial reporting

## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

- airasia rewards and other businesses: Recorded 13% GBV growth, largely attributed to an increased appetite among travellers for a seamless experience to book their travel needs in one platform, coupled with the ability to earn and burn loyalty points across the airasia MOVE ecosystem.

BigPay continues to thrive, with carded users increasing by 14% YoY, now reaching 1.5 million users. Gross Transaction Value ("GTV") has also shown encouraging progress, rising by 24% YoY with broad-based growth across all products.

- Payment: All payment services continue to show an upward trend, on the back of stronger collaboration with airasia MOVE where closed loop payments within the ecosystem grew by 47% YoY.
- Remittance: Domestic transactions delivered the strongest growth, up 122% YoY. While international remittances GTV grew 11% YoY despite headwinds from a weakened Malaysian Ringgit.
- Lending: New loan disbursements reached a record high, growing 202% YoY, attributed to the enhanced credit scoring methodology to identify low-risk applicants during the quarter.
- Marketplace: GTV grew by 42% YoY, largely owing to strong take up in mobile prepaid top-ups launched earlier this year.

### LOGISTICS

Teleport continued to deliver strong quarterly performance in its core operational metrics.

- Cargo segment: Delivered 57,309 tonnes, a 115% increase YoY. This success is further underscored by a healthy belly utilisation rate of 15% (up from 12% YoY), an achievement made possible by the return of international flights, which significantly expanded usable belly capacity.
- Delivery segment: Continued to post impressive growth, delivering 7.4 million parcels during 3Q2023. To date, this segment has delivered 17.9 million parcels – already more than double the levels achieved in FY2022. This achievement was commendable despite some challenges in the overall e-commerce industry.

Teleport's first dedicated A321F aircraft, Awan, flew its first international flight to Hong Kong in August, marking a significant milestone in Teleport's regional expansion efforts. Teleport continues to build capacity through the return of AirAsia's entire fleet, the deployment of 3 A321F aircraft as well as close strategic third-party airline partnerships.

### AVIATION SERVICES

#### Asia Digital Engineering ("ADE")

The Maintenance, Repair and Overhaul ("MRO") service provider, ADE, demonstrated continued strong growth, as a direct reflection of increased flight activity and the subsequently heightened demand for maintenance checks across AirAsia and other airlines that ADE services.

- Base maintenance: 58% increase in the number of checks completed in 3Q2023 compared to the corresponding period in the previous year.
- Line maintenance: 44% YoY increase in line maintenance services in tandem with the surge in flight frequencies.

#### Santan

The Group's inflight service provider, Santan recorded five million units sold in 3Q2023, up by 86% YoY.

- Perishable and non-perishable food and beverages: Contributed 97% of total units sold, underscoring the appeal of Santan's inflight culinary offerings which continue to evolve based on demand.

## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

- Duty-free and merchandise products: Contributed to 3% of total units sold. The uplift in sales was a direct result of expanded capacity on international routes and more people flying.

In 2Q2023, Santan's frozen meals showed 92% QoQ reduction. This decline was the result of the strategic shift in collaboration with a new retailer, which has shown promising sales of over 5,000 frozen meals a day during its first month of operations after launching in October. Meanwhile, the restaurant and cafe segment has marked a 49% QoQ growth in units sold, with healthy improvements observed across all outlets. This uptick was driven primarily by increased foot traffic and heightened demand for dine-in options.

### **Ground Team Red (GTR) - Associate Company**

The Group's affiliated ground handling services company, GTR demonstrated continuous growth:

- Flight handling: Serviced over 38,000 flights, a 37% YoY increase, mostly driven by a substantial surge in activities with third party airlines.
- Passenger handling: Managed 5.8 million passengers, a 47% YoY increase, fueled by the rise in passengers carried
- Cargo handling: Managed nearly 24,000 tonnes of cargo, a 78% YoY increase, largely attributed to expanded flight frequencies.

## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

### Capital A Berhad Consolidated Airlines - Malaysia, Thailand, Indonesia & Philippines

#### 3rd Quarter 2023 Operating Statistics

Capital A Berhad AOCs (MAA, IAA PAA & TAA)	Jul-Sep 2023	Jul-Sep 2022	Change
Passengers Carried <sup>1</sup>	14,705,446	9,883,194	49%
Capacity <sup>2</sup>	16,487,059	11,441,453	44%
Load Factor (%) <sup>3</sup>	89	86	3ppt
ASK (mil) <sup>4</sup>	19,973	11,417	75%
RPK (mil) <sup>5</sup>	17,550	9,800	79%
Number of stages <sup>6</sup>	90,315	62,145	45%
Average stage length (km)	1,206	1,022	18%
Size of fleet at quarter end (aircraft) <sup>7</sup>	211	211	0
Operating aircraft at quarter end (aircraft)	152	103	49

Note : Inclusion of AirAsia Thailand (TAA) has been made to provide better comparability with the previous quarter

#### Malaysia

AirAsia Malaysia	Jul-Sep 2023	Jul-Sep 2022	Change
Passengers Carried <sup>1</sup>	6,734,950	4,840,319	39%
Capacity <sup>2</sup>	7,627,949	5,601,821	36%
Load Factor (%) <sup>3</sup>	88	86	2ppt
ASK (mil) <sup>4</sup>	9,445	5,928	59%
RPK (mil) <sup>5</sup>	8,244	5,102	62%
Number of stages <sup>6</sup>	41,440	29,962	38%
Average stage length (km)	1,231	1,043	18%
Size of fleet at quarter end (aircraft) <sup>7</sup>	102	105	-3
Operating aircraft at quarter end (aircraft)	69	47	22

Note : The fleet count excludes two (2) A320 aircraft leased to a third party airline

#### Thailand

AirAsia Thailand	Jul-Sep 2023	Jul-Sep 2022	Change
Passengers Carried <sup>1</sup>	4,555,306	2,754,920	65%
Capacity <sup>2</sup>	5,077,838	3,155,112	61%
Load Factor (%) <sup>3</sup>	90	87	2ppt
ASK (mil) <sup>4</sup>	5,921	2,863	107%
RPK (mil) <sup>5</sup>	5,219	2,478	111%
Number of stages <sup>6</sup>	27,868	17,269	61%
Average stage length (km)	1,161	906	28%
Size of fleet at quarter end (aircraft) <sup>7</sup>	54	58	-4
Operating aircraft at quarter end (aircraft)	46	35	11

## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

### Indonesia

AirAsia Indonesia	Jul-Sep 2023	Jul-Sep 2022	Change
Passengers Carried <sup>1</sup>	1,774,083	1,068,900	66%
Capacity <sup>2</sup>	1,999,260	1,308,060	53%
Load Factor (%) <sup>3</sup>	89	82	7ppt
ASK (mil) <sup>4</sup>	2,875	1,621	77%
RPK (mil) <sup>5</sup>	2,547	1,347	89%
Number of stages <sup>6</sup>	11,107	7,267	53%
Average stage length (km)	1,438	1,239	16%
Size of fleet at quarter end (aircraft) <sup>7</sup>	30	24	6
Operating aircraft at quarter end (aircraft)	22	12	10

### Philippines

AirAsia Philippines	Jul-Sep 2023	Jul-Sep 2022	Change
Passengers Carried <sup>1</sup>	1,641,107	1,219,055	35%
Capacity <sup>2</sup>	1,782,012	1,376,460	29%
Load Factor (%) <sup>3</sup>	92	89	4ppt
ASK (mil) <sup>4</sup>	1,732	1,005	72%
RPK (mil) <sup>5</sup>	1,540	873	76%
Number of stages <sup>6</sup>	9,900	7,647	29%
Average stage length (km)	972	730	33%
Size of fleet at quarter end (aircraft) <sup>7</sup>	25	24	1
Operating aircraft at quarter end (aircraft)	15	9	6

### Airlines

- 1) Number of earned seats flown. Earned seats comprise seats sold to passengers (including no-shows)
- 2) Number of seats flown
- 3) Number of Passengers Carried as a percentage of Capacity
- 4) Available Seat Kilometres (ASK) measures an airline's passenger capacity. Total seats flown multiplied by the number of kilometres flown
- 5) Revenue Passenger Kilometres (RPK) is a measure of the volume of passengers carried by the airline. Number of passengers multiplied by the number of kilometres these passengers have flown
- 6) Number of flights flown
- 7) Number of total aircraft at quarter end

## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

### Capital A Berhad's Move businesses 3rd Quarter 2023 Operating Statistics

airasia MOVE & BigPay	July-Sept 2023	July-Sept 2022	Change
<b>Airasia MOVE</b>			
Monthly Active Users (MAU)('000) <sup>8</sup>	15,424	9,607	61%
No. of Transactions ('000)	8,304	5,045	65%
Gross Booking Value (RM) ('000)	3,431,083	2,127,083	61%
<b>BigPay</b>			
Carded Users (cumulative) <sup>9</sup>	1,460,797	1,262,523	16%

### Capital A Berhad's Logistics business 3rd Quarter 2023 Operating Statistics

Teleport	July-Sept 2023	July-Sept 2022	Change
Tonnage (tonnes) <sup>10</sup>	57,309	26,667	115%
No. of Delivery ('000) <sup>11</sup>	7,356	2,717	171%
Size of fleet at quarter end (freighter)	1	0	1

Note : Arrival of first freighter is in June 2023, commenced operation start in mid-July 2023

### Capital A Berhad's Aviation Services business 3rd Quarter 2023 Operating Statistics

Engineering	July-Sept 2023	July-Sept 2022	Change
No. of hangar line	7	3	4
No. of base maintenance check	19	12	7
No. of line maintenance services	2,781	1,918	45%

Santan	July-Sept 2023	July-Sept 2022	Change
Inflight products <sup>12</sup>	5,011,405	2,687,912	86%
	July-Sept 2023	Apr-Jun 2023	Change
Frozen food <sup>13</sup>	770	9,089	-92%
Restaurant and cafe <sup>14</sup>	295,582	198,169	49%

Ground Team Red	July-Sept 2023	July-Sept 2022	Change
Flights handled <sup>15</sup>	38,345	27,910	37%
Cargo handled (tonnes) <sup>16</sup>	23,988	13,442	78%

# Press release



## Preliminary Operating Statistics

For the 3<sup>rd</sup> Quarter of 2023

### Move

- <sup>8)</sup> Number of unique users who visit a site within the month
- <sup>9)</sup> Number of users with an active card

### Logistics

- <sup>10)</sup> Cargo capacity sold and utilised
- <sup>11)</sup> Number of parcels sold and delivered

### Aviation Services

- <sup>12)</sup> Number of units sold for perishable and non-perishable food and beverages, duty free and merchandise products
- <sup>13)</sup> Number of units sold for frozen food
- <sup>14)</sup> Number of units sold for food and beverages
- <sup>15)</sup> Number of flights handled
- <sup>16)</sup> Cargo handling in tonnes

### **For further information please contact:**

#### **Investor Relations:**

**Joanna Ibrahim**

Email: [joannaibrahim@airasia.com](mailto:joannaibrahim@airasia.com)

#### **Communications:**

**Maryanna Kim**

Email: [maryannakim@airasia.com](mailto:maryannakim@airasia.com)

For further information on Capital A, please visit the Company's website: [capitala.com](http://capitala.com)

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