AIRASIA BERHAD

23rd ANNUAL GENERAL MEETING
CEO’s PRESENTATION

30 MAY 2016
Key Milestones
• Voted The World’s Best Low-Cost Airline for the seventh consecutive year (Skytrax World Airline Awards)
• Voted Asia’s Leading Cabin Crew (World Travel Awards)
• Largest LCC in Asia – 50.7 million guests carried in 2015

171 Airbus A320
313 million Guests flown
14,584 Allstars comprising 44 nationalities
85% load factor

112 Destinations
20 Countries

Network
• 221 routes
• 20 hubs
• 79 uniques routes
• 39 new routes introduced in 2015
1Q16 KEY HIGHLIGHTS

MALAYSIA – STRONG SHOWING

- **Passengers carried at 6.48 million**, rose by 17% from prior year, exceeding capacity growth of 3%

- **Recorded a high load factor of 85% (+10ppts YoY)**

- **Average fare** increased 11% YoY to RM166

- **Ancillary income per pax** up 5% YoY to RM50 – target achieved!

- **Improved showing** by all associates with IAA and PAA contributing to the bottom-line net profit

- **Lower airport tax – Victory!**
  Enabled the launch of Langkawi to Guangzhou

2Q16 Outlook

- Strong demands with average load factor forecast at 88%
- Favourable fuel price and foreign exchange
1Q16 KEY HIGHLIGHTS

- Revenue RM1.70 bil (+31% YoY)
- Net Operating profit RM409.80mil (+230% YoY)
- Net Income RM876.94mil (+487% YoY)
- EBIT Margin 31% (+13 ppts)
- EBITDAR margin 48% (+11 ppts)
- RASK 16.88 (+17% YoY)
- CASK 11.70sen (-1% YoY)
1Q16 KEY HIGHLIGHTS

- A record high of load factor at 88% (+5 ppts YoY)
- Passengers at 4.4 million, rose by 18% from prior year, beating 11% capacity growth YoY
- 47 Airbus A320 with utilization of 11.9 hours/day

1Q16:
- Revenue: +16% YoY
- Net Operating profit: +76% YoY
- Net Income: +99% YoY
- Malaysia equity accounted: RM94.9 million

2Q16 load factor forecast at 83% with estimated capacity growth of approximately 11%

To focus on marketing activities on domestic, China and India routes
1Q16 KEY HIGHLIGHTS

- Passengers carried decreased 25% YoY in-line with capacity reduction of 34% YoY
- Seat load factor increased 10 ppts to 80%

1Q16:
- Guests carried: 1.2 million
- Revenue: -24% YoY
- Net Operating loss: -76% YoY
- Net Income: +104% YoY
- Malaysia equity accounted: RM122.6 million

2Q16 load factor forecast at 82%

To focus on promoting international routes
1Q16 KEY HIGHLIGHTS

- Passengers carried increased 15% YoY, ahead of capacity increase of 2% YoY
- Strong seat load factor of 87%, an increase of 10 ppts YoY

1Q16:
- Guests carried: 0.97 million (+15% YoY)
- Revenue: +23%
- Net Income: +110%
- Malaysia equity accounted: RM6.5 million

2Q16 load factor forecast at 91%

On track with its turnaround plan to rationalise its fleet composition to further reduce its cost structure in the remaining quarters in 2016
1Q16 KEY HIGHLIGHTS

- Passengers carried increased 127% YoY, ahead of capacity increase of 110% YoY
- Stronger seat load factor at 86%, an increase of 7 ppts YoY
- 1Q16:
  - Guests carried: 0.54 million (+127% YoY)
  - Revenue: +179% YoY
- 2Q16 load factor forecast at 82%
- Focused on building a footprint in the Indian domestic market with introduction of new routes and frequency increases
1Q16 ANCILLARY REVENUE +22%
RM50 per pax achieved!

- Total ancillary revenue increased 22% YoY, pushing ancillary income per pax up by 5% to RM50
- Biggest contributors:
  - Baggage (45% of total ancillary revenue) and
  - Cargo (9% of total ancillary revenue)
- Highest growth:
  - AA Courier (+>1000%),
  - Inflight Merchandise (+274%),
  - Inflight Duty Free (+147%)
  - Connecting fees / Flythru (+74%)
MONETISING FROM GROWTH IN ADJACENCY BUSINESS

Asian Aviation Centre of Excellence Sdn Bhd

Tune Money Sdn Bhd

AAE Travel Pte. Ltd.

Tune Ins Holdings Berhad

Think Big Digital Sdn Bhd

Asia Aviation Capital Limited
THANK YOU