

SIA GROUP FINANCIAL RESULTS

**For 3rd Quarter
Ended 31 December 2013**

197200078R

STAFF COMMUNICATION SESSION

**PARENT AIRLINE COMPANY
Q3 FY2013-2014
Results**

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PARENT AIRLINE COMPANY Q3 & 9M 2013-14

	<u>Q3</u> <u>2013-14</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(%)</u>	<u>9M</u> <u>2013-14</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(%)</u>
Total Revenue	3,150.1	6.8	0.2	9,532.0	143.6	1.5
Total Expenditure	3,020.7	35.8	1.2	9,216.4	(84.1)	(0.9)
-- Fuel cost	1,212.8	49.0	3.9	3,663.9	82.2	2.2
-- Fuel hedging gain	(38.8)	21.2	120.5	(47.7)	40.6	n.m.
-- Non-fuel expenditure	1,846.7	(34.4)	(1.9)	5,600.2	(206.9)	(3.8)
Operating Profit	129.4	42.6	49.1	315.6	59.5	23.2
Operating Profit Margin (%)	4.1		1.3 pts	3.3		0.6 pt

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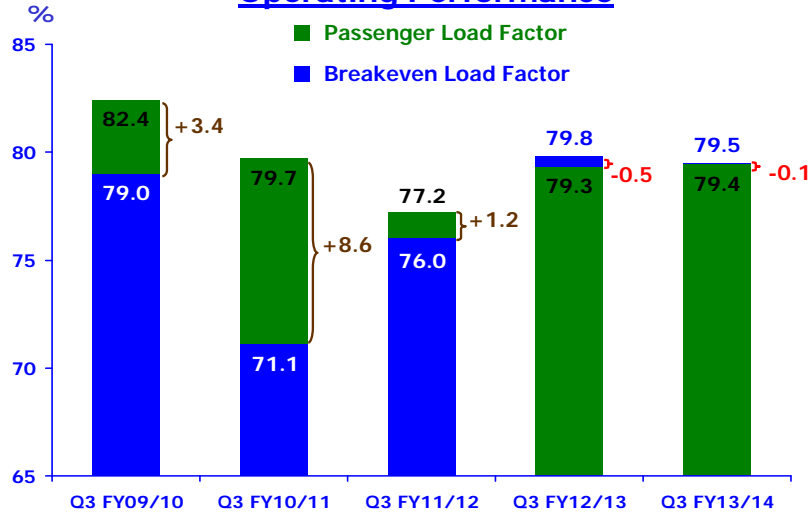
PARENT AIRLINE COMPANY Q3 & 9M 2013-14

	<u>Q3</u> <u>2013-14</u>	<u>Change</u> <u>%</u>	<u>9M</u> <u>2013-14</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	30,228.3	+0.5	91,146.7	+2.4
Revenue Passenger-KM (M)	24,003.9	+0.7	72,465.9	+2.4
Passenger Load Factor (%)	79.4	+0.1 pt	79.5	-
Pax Yield – include fuel surcharge (¢/pkm)	11.2	-1.8	11.1	-2.6
Passenger Unit Cost (¢/ask)	8.9	-2.2	9.0	-1.1
Passenger Breakeven Load Factor (%)	79.5	-0.3 pt	81.1	+1.3 pts

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PARENT AIRLINE COMPANY Q3 2013-14

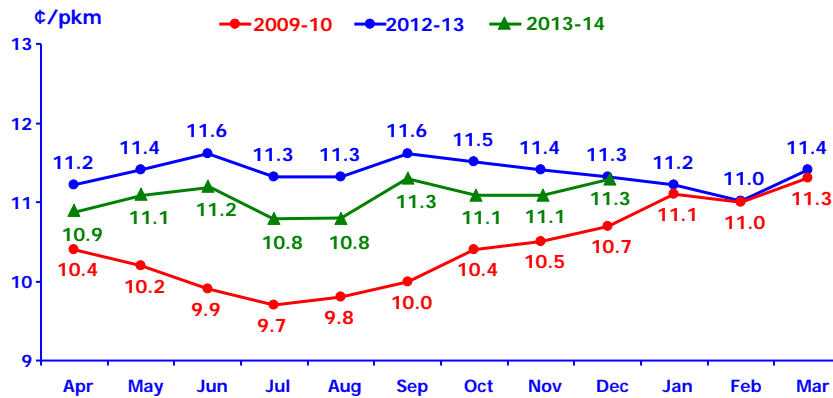
Operating Performance



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PARENT AIRLINE COMPANY 9M 2013-14

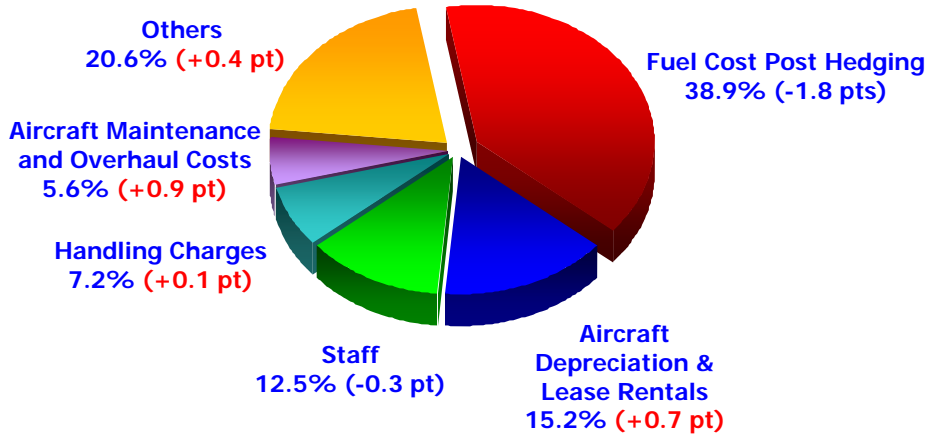
Monthly Pax Yields (Including Fuel Surcharge)



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PARENT AIRLINE COMPANY Q3 2013-14

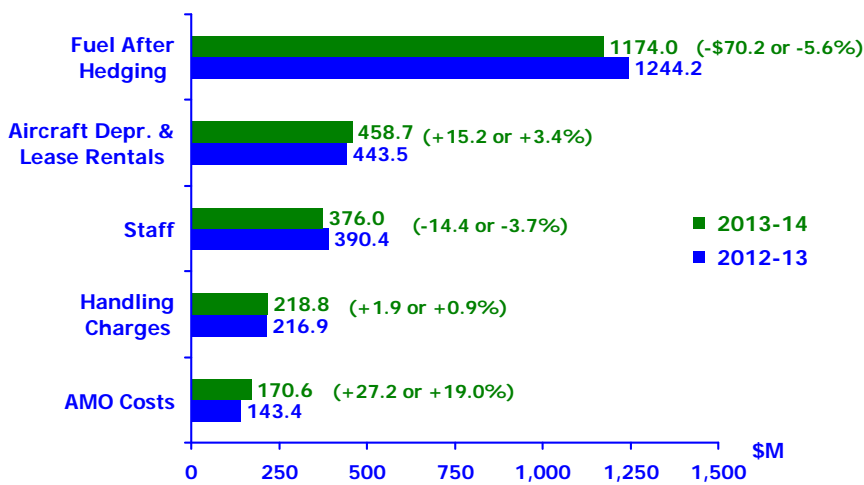
Cost Composition



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PARENT AIRLINE COMPANY Q3 2013-14

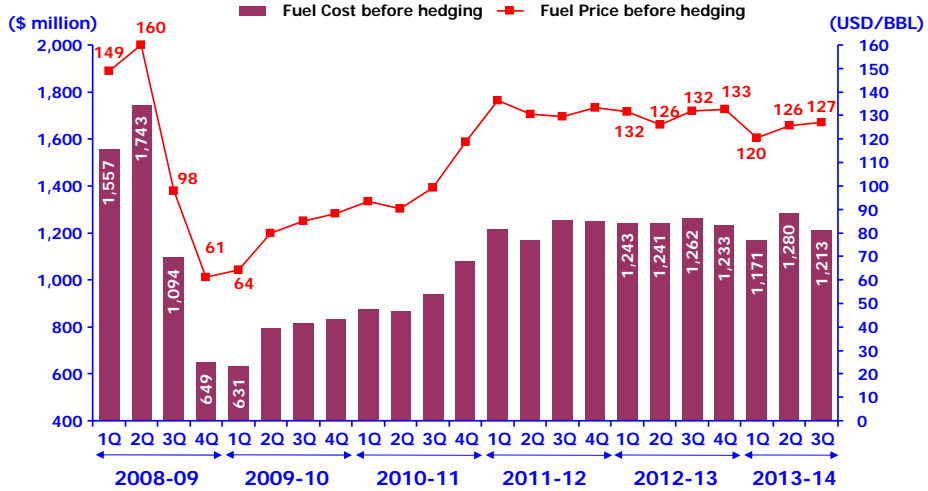
Top 5 Expenditure Breakdown



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PARENT AIRLINE COMPANY 9M 2013-14

Fuel Price Before Hedging



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PARENT AIRLINE COMPANY Q3 2013-14

Composition of Decrease in Fuel Cost (After Hedging)

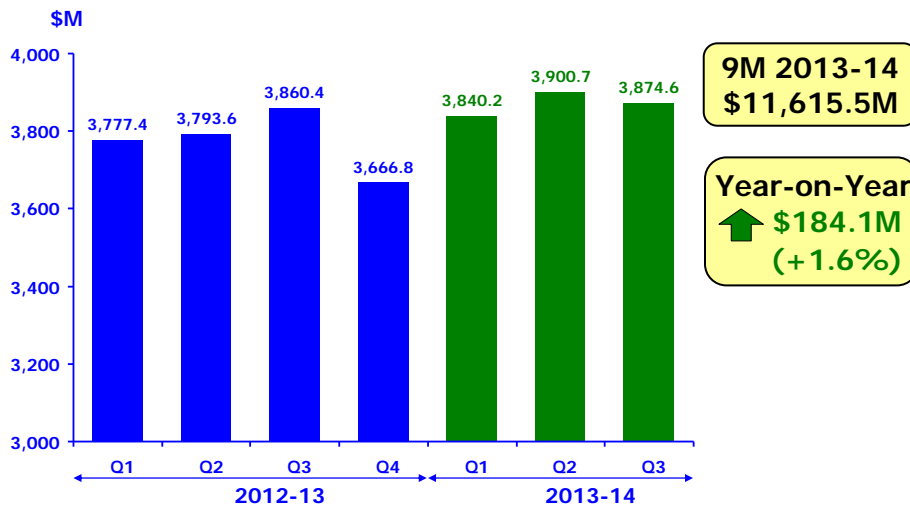


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THE GROUP
Q3 FY2013-2014
Results

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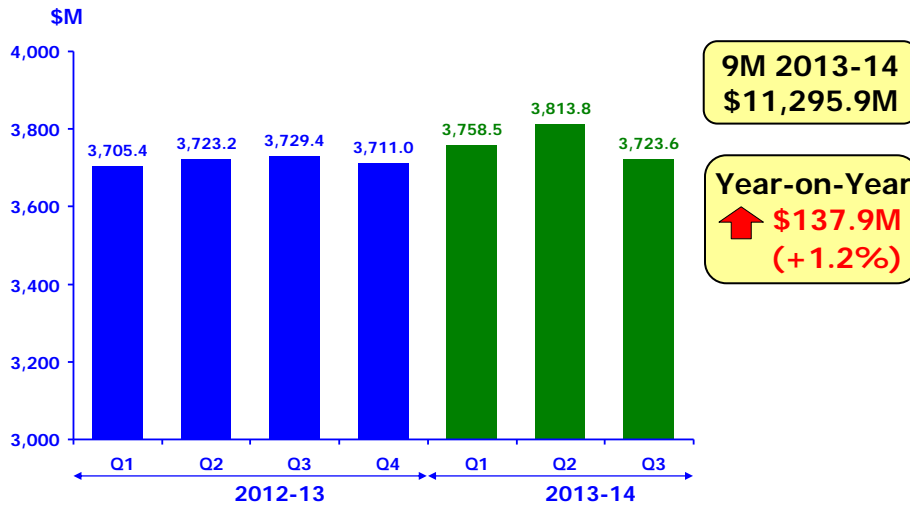
Group Revenue



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SIA GROUP Q3 & 9M 2013-14

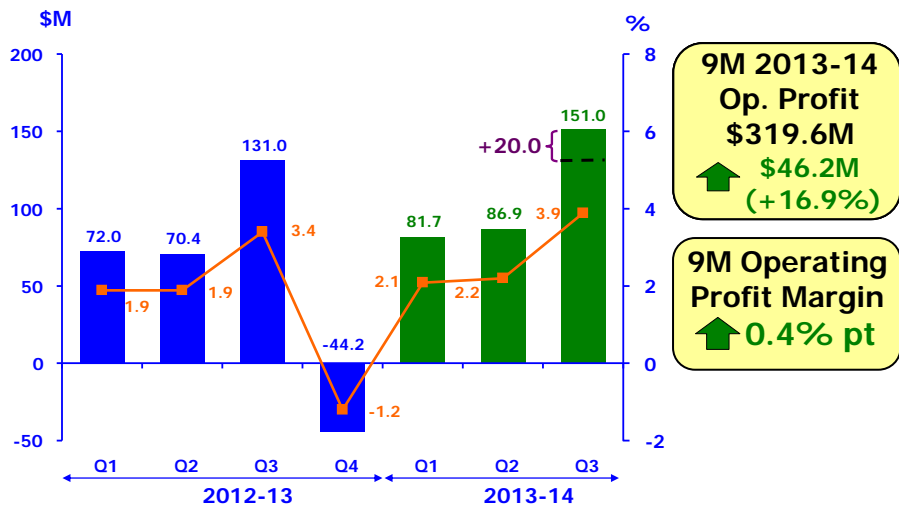
Group Expenditure



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SIA GROUP Q3 & 9M 2013-14

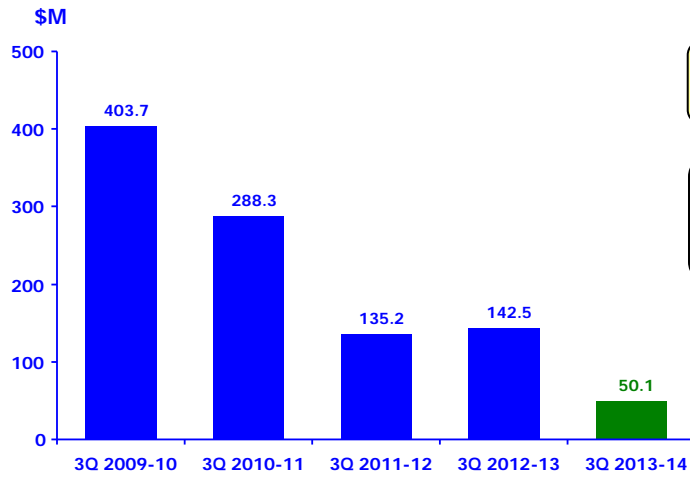
Group Operating Profit



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SIA GROUP Q3 & 9M 2013-14

Group Net Profit



Q3 2013-14
\$50.1M

Year-on-Year
↓ \$92.4M
(-64.8%)

SIA GROUP Q3 & 9M 2013-14

Group Operating Profit

	<u>Q3</u> <u>2013-14</u> <u>(\$ M)</u>	<u>Q3</u> <u>2012-13</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
SIA	129.4	86.8	42.6	49.1
SIAEC	25.2	31.2	(6.0)	(19.2)
SIA Cargo	0.5	(29.7)	30.2	n.m.
SilkAir	5.7	33.7	(28.0)	(83.1)

SIA GROUP Q3 & 9M 2013-14

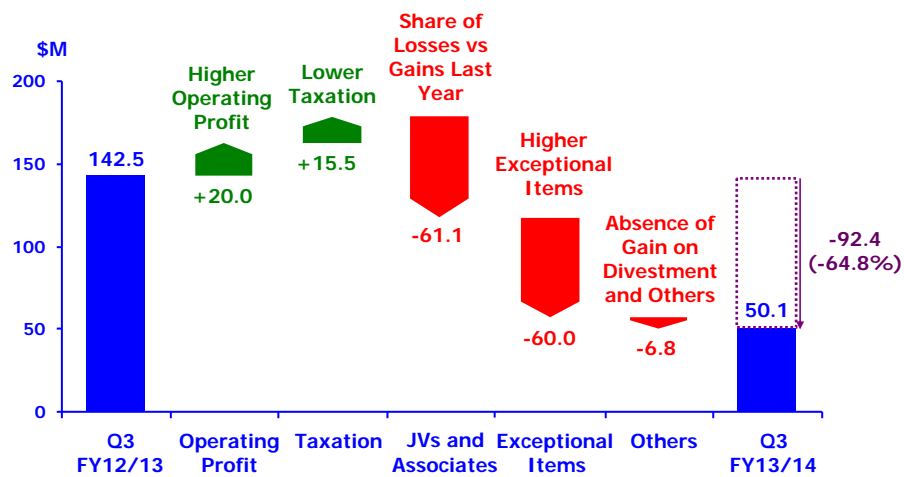
Group Operating Profit

	<u>9M</u> <u>2013-14</u> <u>(\$ M)</u>	<u>9M</u> <u>2012-13</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
SIA	315.6	256.1	59.5	23.2
SIAEC	81.4	97.2	(15.8)	(16.3)
SIA Cargo	(70.5)	(128.3)	57.8	45.1
SilkAir	27.5	70.9	(43.4)	(61.2)

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SIA GROUP Q3 2013-14

Group Profit Attributable to Owners of the Parent



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Thank You