

# SIA GROUP FINANCIAL RESULTS

For 3<sup>rd</sup> Quarter and 9 Months  
Ended 31 December 2014

197200078R

## SIA GROUP Q3 & 9M FY2014-15

# SIA GROUP Q3 & 9M 2014-15

	<u>Group #</u> <u>Q3</u> <u>FY14/15</u>	<u>Group Ex- Tiger *</u> <u>Q3</u> <u>FY14/15</u>	<u>Group</u> <u>9M</u> <u>FY14/15</u>	<u>Group Ex- Tiger</u> <u>9M</u> <u>FY14/15</u>
Total Revenue	4,098.5	3,913.7	11,685.8	11,501.0
Total Expenditure	3,952.2	3,771.3	11,368.3	11,187.4
-- Fuel cost	1,266.7	1,201.5	4,080.3	4,015.1
-- Fuel hedging loss	226.2	216.1	214.7	204.6
-- Non-fuel expenditure	2,459.3	2,353.7	7,073.3	6,967.7
Operating Profit	146.3	142.4	317.5	313.6
Net Profit	202.6	201.0	328.3	326.7

# Tiger's results are consolidated with effect from Q3 FY14/15  
\* Group Ex-Tiger refers to Group results excluding Tiger's results

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# SIA GROUP- TIGER AIRWAYS Q3 2014-15

## Results

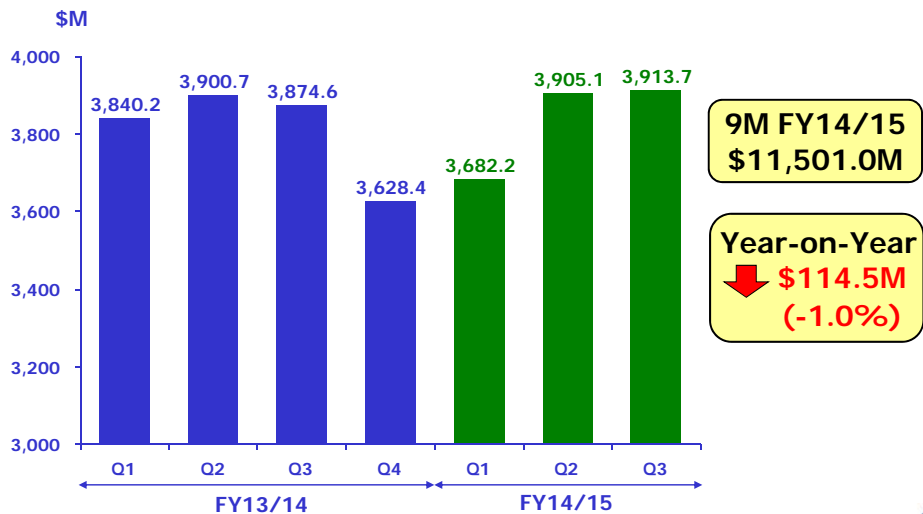
	<u>Q3</u> <u>FY14/15</u> <u>(\$M)</u>	<u>Q3</u> <u>FY13/14</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(\$M)</u>	<u>Better</u> <u>(Worse)</u> <u>(%)</u>
Total Revenue	182.3	172.1	10.2	5.9
Total Expenditure	178.2	180.9	2.7	1.5
-- Fuel cost	65.2	82.7	17.5	21.2
-- Fuel hedging loss/(gain)	10.1	(0.7)	(10.8)	n.m.
-- Non-fuel expenditure	102.9	98.9	(4.0)	(4.0)
Operating Profit	4.1	(8.8)	12.9	n.m.
Net Profit	1.6	(118.6)	120.2	n.m.

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## SIA GROUP EX-TIGER Q3 & 9M FY2014-15

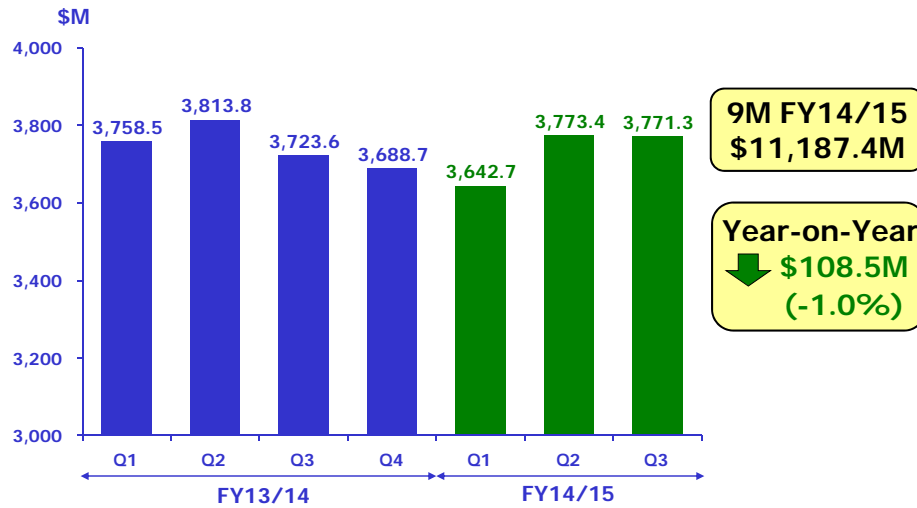
## SIA GROUP EX-TIGER Q3 & 9M 2014-15

### Group Revenue



# SIA GROUP EX-TIGER Q3 & 9M 2014-15

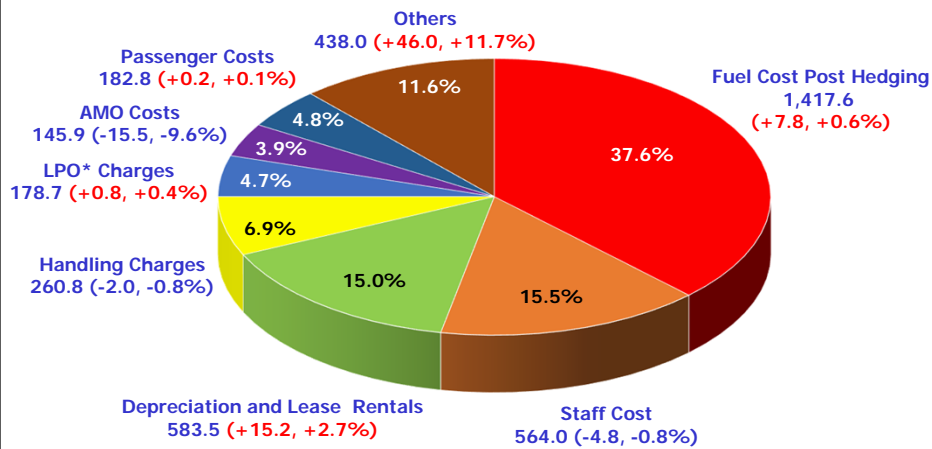
## Group Expenditure



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# SIA GROUP EX-TIGER Q3 2014-15

## Cost Composition (\$M)



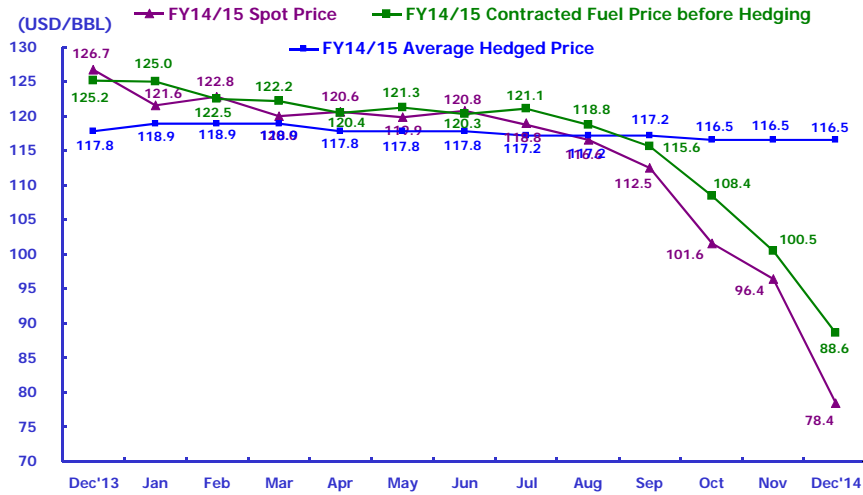
\*Landing, Parking and Overflying

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# SIA GROUP EX-TIGER Q3 & 9M 2014-15



## Fuel Prices



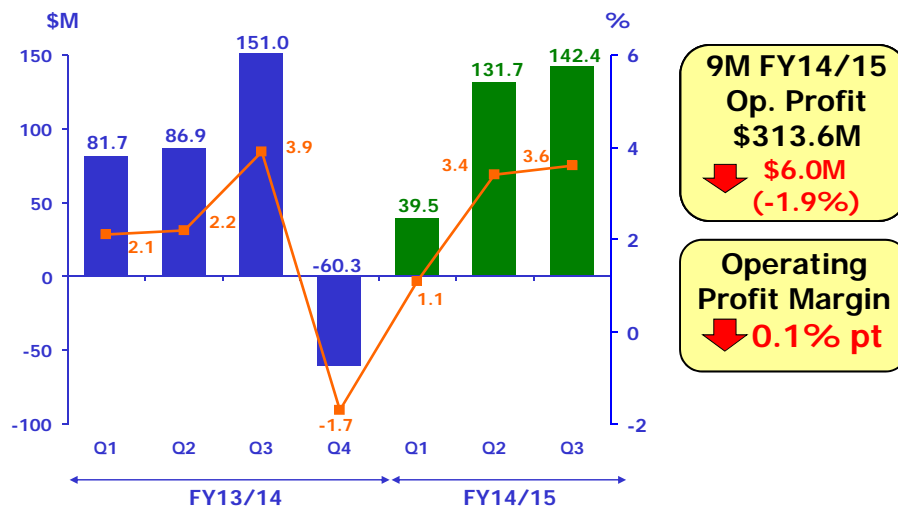
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# SIA GROUP EX-TIGER Q3 & 9M 2014-15



## Group Operating Profit



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# SIA GROUP EX-TIGER Q3 2014-15

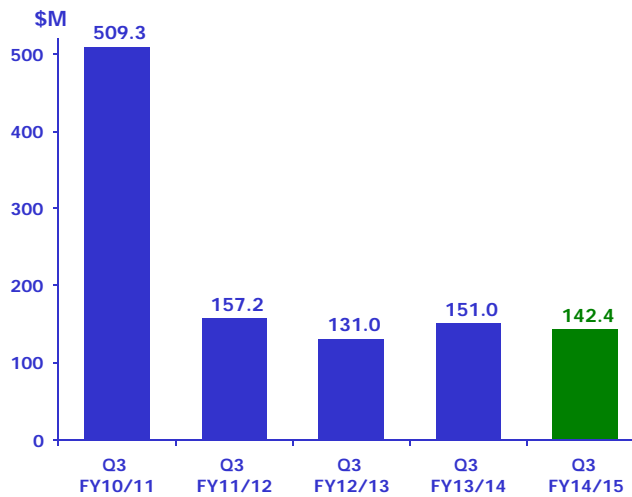
## Group Operating Profit

	<u>Q3</u> <u>FY14/15</u> <u>(\$ M)</u>	<u>Q3</u> <u>FY13/14</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
SIA	86.6	129.4	(42.8)	(33.1)
SIAEC	24.3	25.2	(0.9)	(3.6)
SIA Cargo	16.4	0.5	15.9	n.m.
SilkAir	17.4	5.7	11.7	n.m.

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# SIA GROUP EX-TIGER Q3 2014-15

## Group Operating Profit

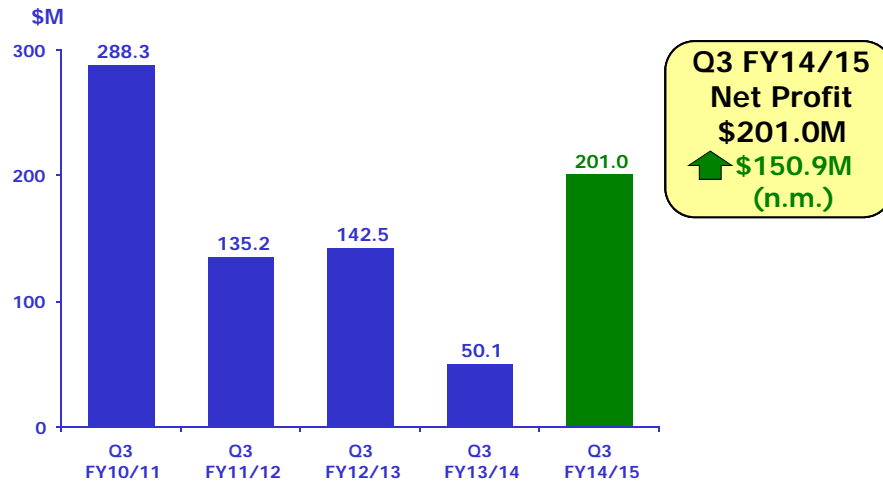


**Q3 FY14/15**  
**Op. Profit**  
**\$142.4M**  
**↓ \$8.6M**  
**(-5.7%)**

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# SIA GROUP EX-TIGER Q3 2014-15

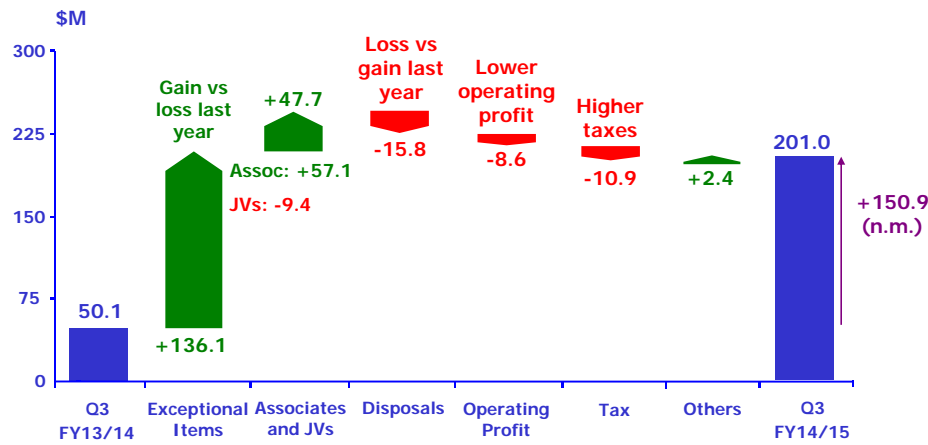
## Group Net Profit



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# SIA GROUP EX-TIGER Q3 2014-15

## Group Profit Attributable to Owners of the Parent



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## PARENT AIRLINE COMPANY Q3 & 9M FY2014-15

## PARENT AIRLINE COMPANY Q3 & 9M 2014-15

	<u>Q3</u> <u>FY14/15</u>	<u>Change</u> <u>%</u>	<u>9M</u> <u>FY14/15</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	30,084.9	-0.5	90,910.1	-0.3
Revenue Passenger-KM (M)	23,549.7	-1.9	72,065.3	-0.6
Passenger Load Factor (%)	78.3	<b>-1.1 pts</b>	79.3	<b>-0.2 pt</b>
Pax Yield – include fuel surcharge (¢/pkm)	11.5	+2.7	11.1	-
Passenger Unit Cost (¢/ask)	9.1	<b>+2.2</b>	8.9	-1.1
Passenger Unit Ex-fuel Cost (¢/ask)	5.2	<b>+4.0</b>	5.0	-
Passenger Breakeven Load Factor (%)	79.1	-0.4 pt	80.2	-0.9 pt



# PARENT AIRLINE COMPANY

## Q3 & 9M 2014-15



### Operating Result

	<u>Q3</u>	<u>Better/</u>	<u>Better/</u>	<u>9M</u>	<u>Better/</u>	<u>Better/</u>
	<u>FY14/15</u>	<u>(Worse)</u>	<u>(Worse)</u>	<u>FY14/15</u>	<u>(Worse)</u>	<u>(Worse)</u>
	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>
Total Revenue	3,185.1	35.0	1.1	9,416.3	(115.7)	(1.2)
Total Expenditure	3,098.5	(77.8)	(2.6)	9,146.5	69.9	0.8
-- Fuel cost	1,002.4	210.4	17.3	3,355.1	308.8	8.4
-- Fuel hedging loss	179.5	(218.3)	n.m.	169.9	(217.6)	n.m.
-- Non-fuel expenditure	1,916.6	(69.9)	(3.8)	5,621.5	(21.3)	0.4
Operating Profit	86.6	(42.8)	(33.1)	269.8	(45.8)	(14.5)
Operating Profit Margin (%)	2.7		(1.4) pts	2.9		(0.4) pt

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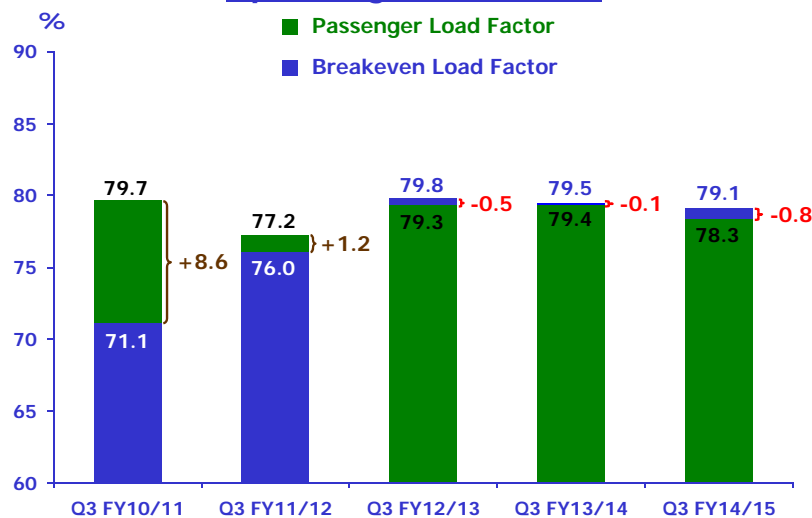


# PARENT AIRLINE COMPANY

## Q3 2014-15



### Operating Performance



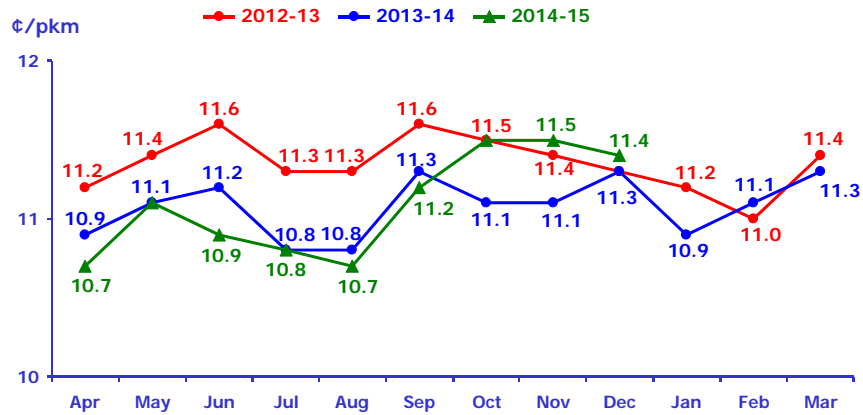
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# PARENT AIRLINE COMPANY Q3 & 9M 2013-14



## Monthly Pax Yields (Including Fuel Surcharge)



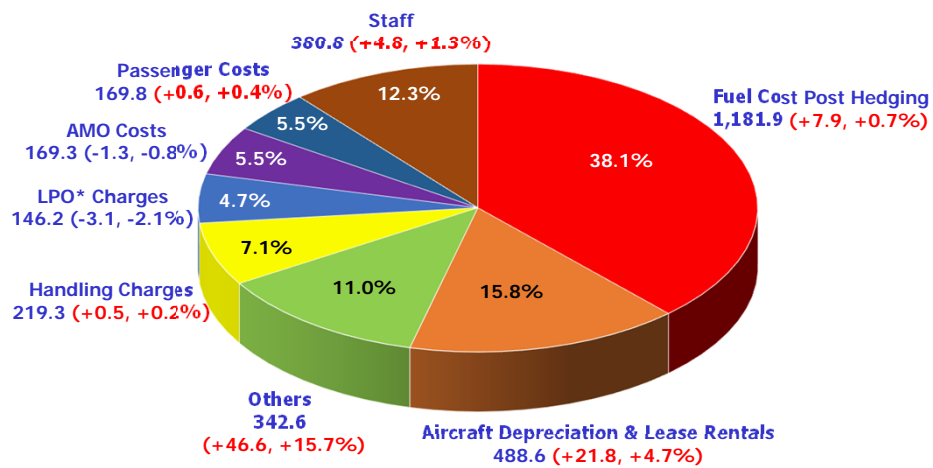
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# PARENT AIRLINE COMPANY Q3 2014-15



## Cost Composition (\$M)



\*Landing, Parking and Overflying

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## GROUP FUEL HEDGING POSITION

For FY2015-16	Jet Fuel	Brent
Percentage hedged (%)	19	18
Average hedged price (USD/BBL)	114	98

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# Thank You