



**SIA 74<sup>th</sup> BUSINESS MEETING  
FY2011-12 RESULTS  
9 MAY 2012**

**THE PARENT AIRLINE  
FY2011/12  
RESULTS**

## THE PARENT AIRLINE COMPANY RESULTS – FY2011/12

	4Q/11 \$million	Better/ (Worse) \$million	2011/12 \$million	Better/ (Worse) \$million
<b>Total Revenue</b>	<b>3,016</b>	<b>90</b>	<b>12,070</b>	<b>331</b>
<b>Total Expenditure</b>	<b>3,026</b>	<b>(193)</b>	<b>11,889</b>	<b>(1,001)</b>
- Fuel Cost	1,251	(175)	4,889	(1,133)
- Fuel Hedging Gain	(20)	(13)	(20)	70
- Ex-fuel Cost	1,795	(5)	7,020	62
<b>Operating (Loss)/Profit</b>	<b>(10)</b>	<b>(103)</b>	<b>181</b>	<b>(670)</b>
<b>Operating (Loss)/Profit Margin (%)</b>	<b>(0.3)</b>	<b>(3.5) pts</b>	<b>1.5</b>	<b>(5.8) pts</b>

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## THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2011/12

	4Q/11	% Change	2011/12	% Change
<b>Available Seat-KM (million)</b>	<b>28,583</b>	<b>+4.0</b>	<b>113,410</b>	<b>+5.0</b>
<b>Revenue Pax-KM (million)</b>	<b>22,182</b>	<b>+6.9</b>	<b>87,824</b>	<b>+3.6</b>
<b>Passenger Load Factor (%)</b>	<b>77.6</b>	<b>+2.1 pts</b>	<b>77.4</b>	<b>-1.1 pts</b>

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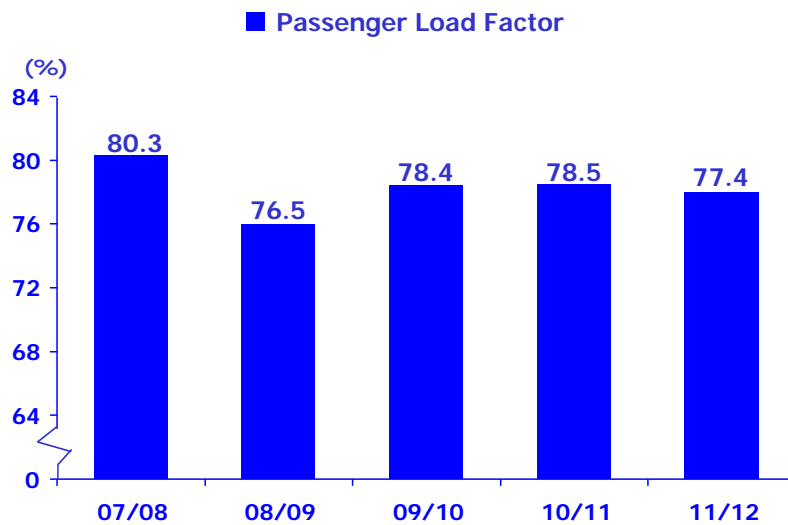
## THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2011/12

	4Q/11	% Change	2011/12	% Change
Passenger Yield (¢/pkm)	11.7	-3.3	11.8	-0.8
Passenger Unit Cost (¢/ask)	9.4	+3.3	9.2	+3.4
Passenger Unit Cost Excluding Fuel (¢/ask)	5.1	-3.8	4.9	-7.5
Passenger Breakeven Load Factor (%)	80.3	+5.1 pts	78.0	+3.2 pts
Passenger Load Factor (%)	77.6	+2.1 pts	77.4	-1.1 pts
Passenger Load Factor Spread (%)	-2.7	-3.0 pts	-0.6	-4.3 pts

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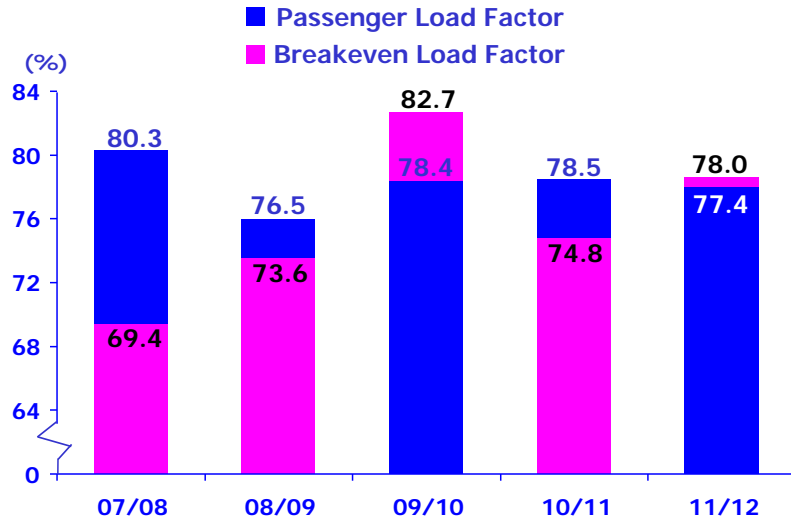
## THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE



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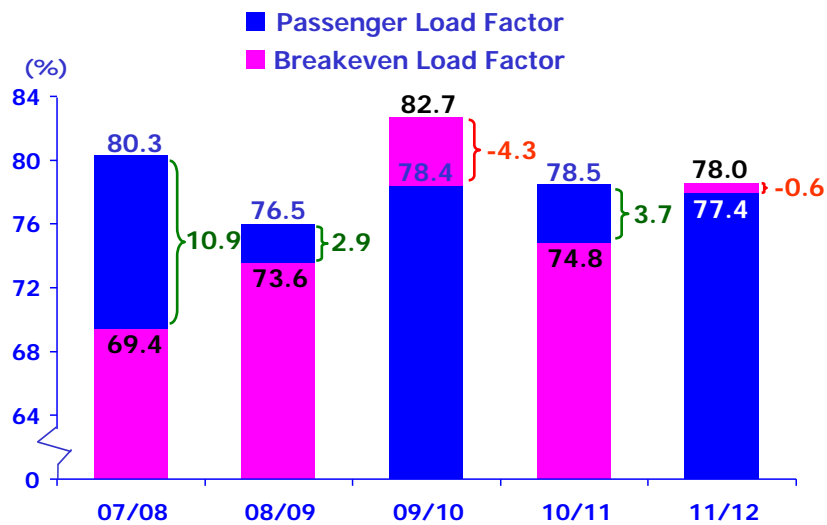
## THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE



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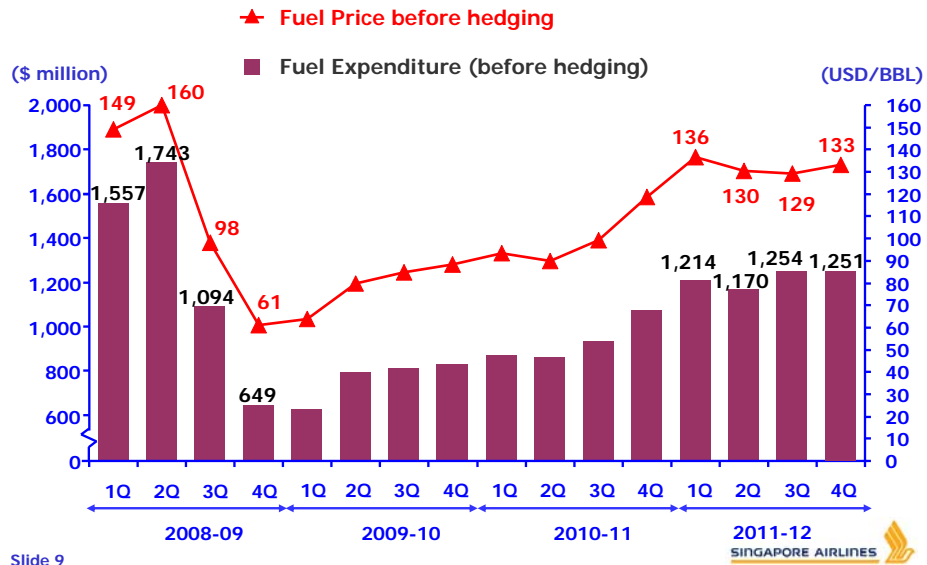
## THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE



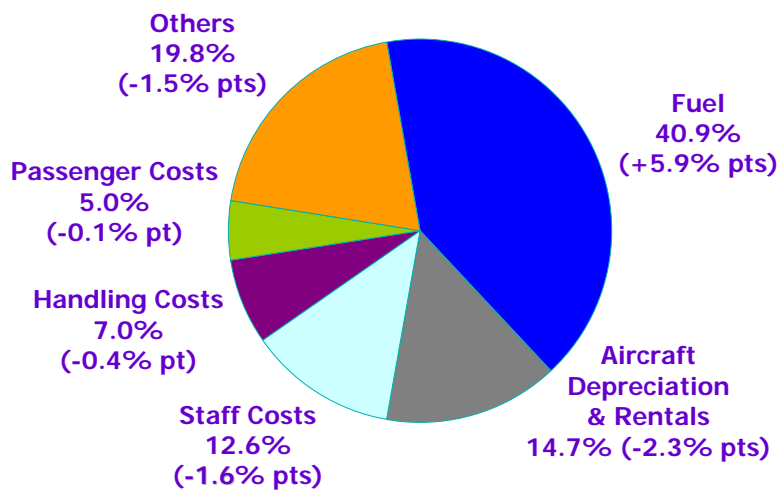
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## THE PARENT AIRLINE COMPANY FUEL PRICE AND EXPENDITURE - TREND

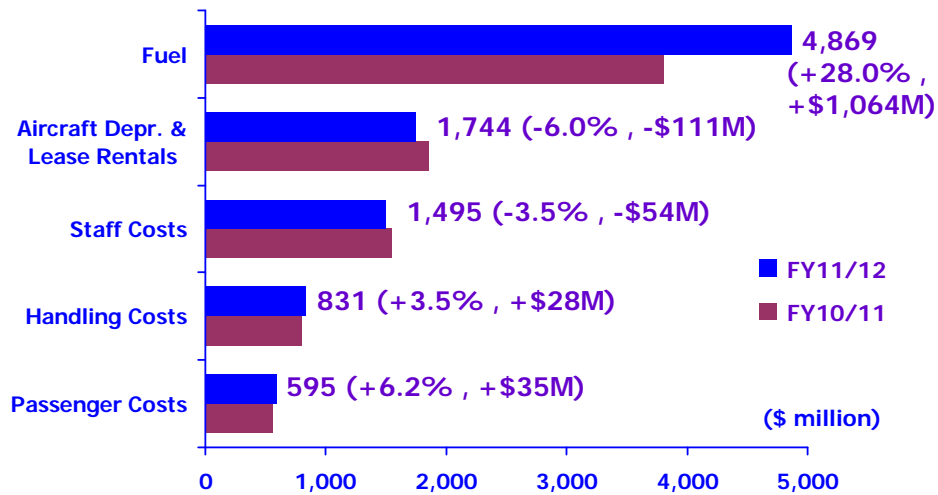


## THE PARENT AIRLINE COMPANY COST COMPOSITION – FY2011/12



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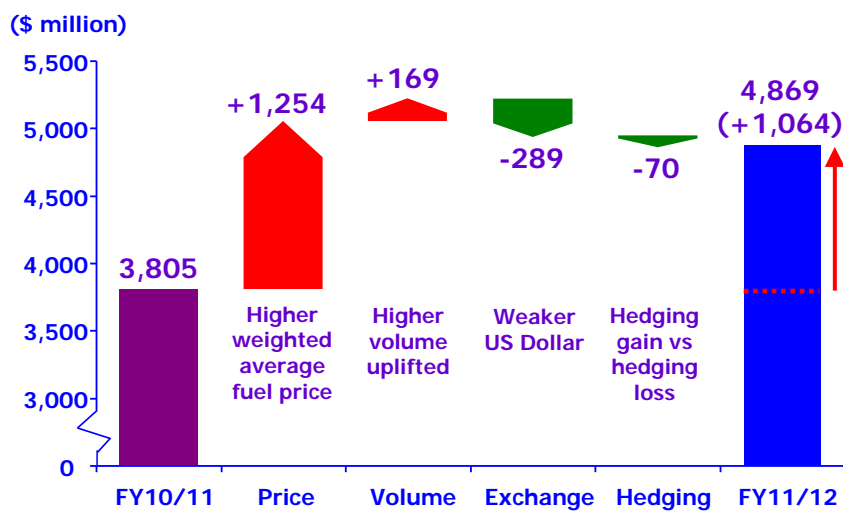
## THE PARENT AIRLINE COMPANY TOP 5 EXPENDITURE – FY2011/12



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## THE PARENT AIRLINE COMPANY FUEL EXPENDITURE – FY2011/12



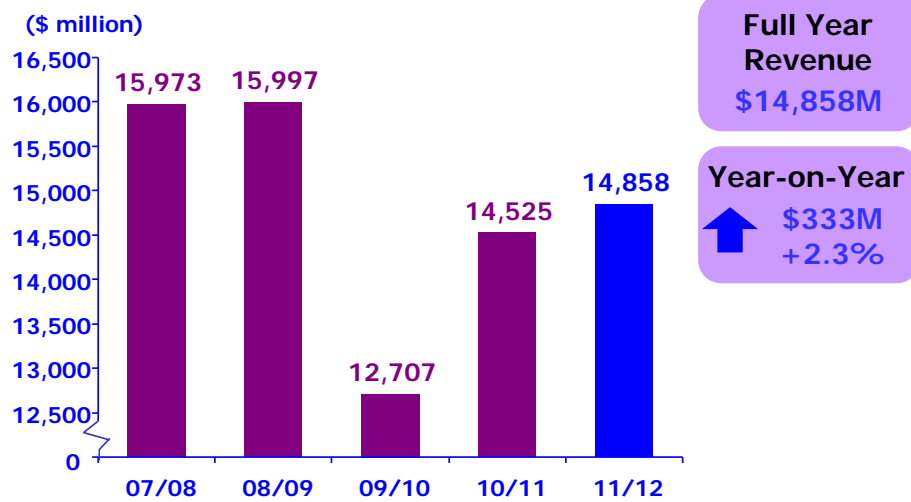
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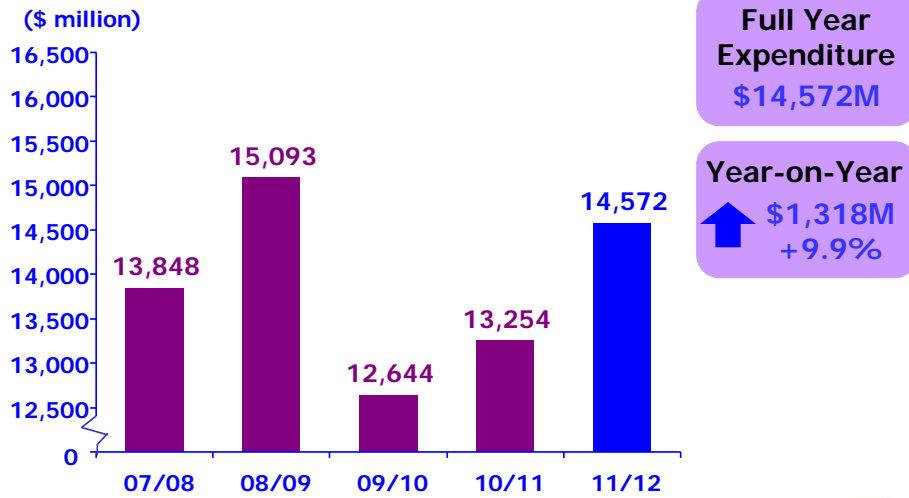
# THE GROUP FY2011/12 RESULTS



## GROUP REVENUE – FY2011/12



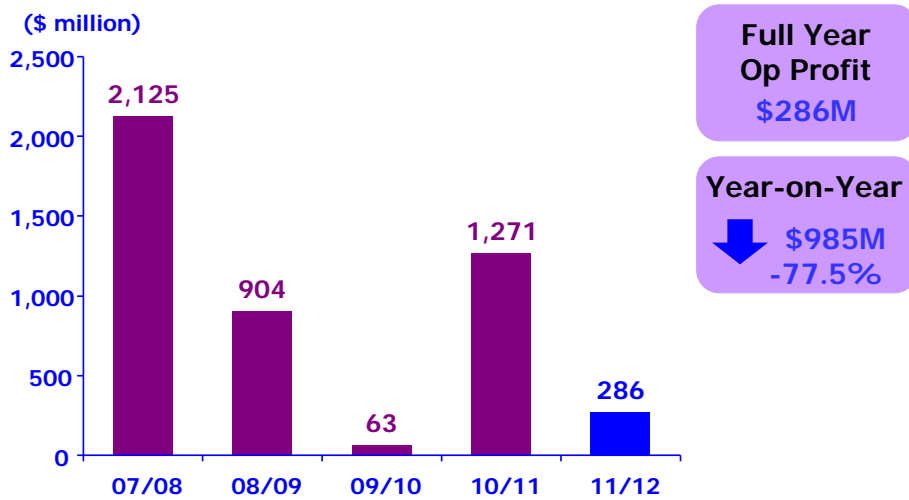
## GROUP EXPENDITURE – FY2011/12



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## GROUP OPERATING PROFIT – FY2011/12

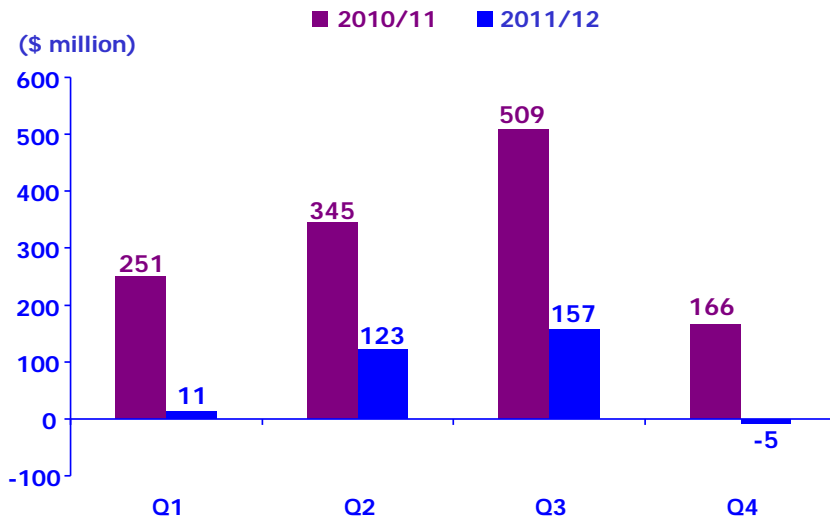


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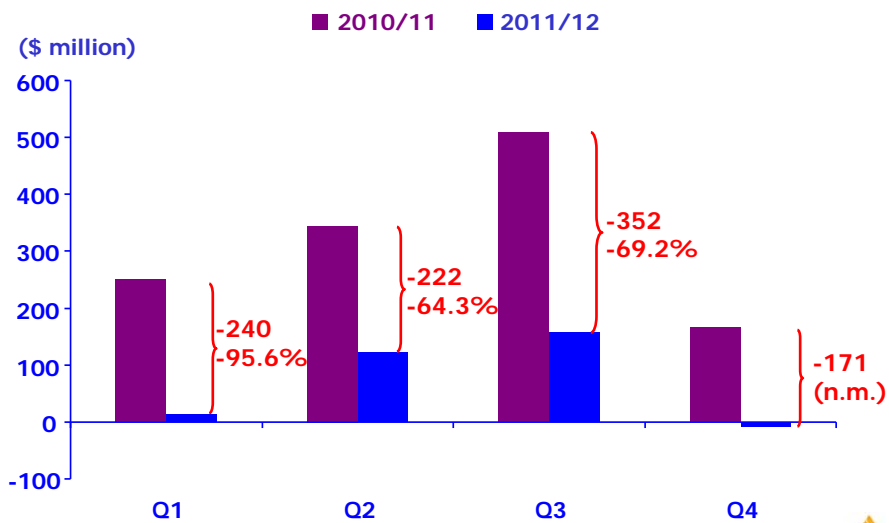
## GROUP OPERATING PROFIT – FY2011/12



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## GROUP OPERATING PROFIT – FY2011/12



n.m. not meaningful  
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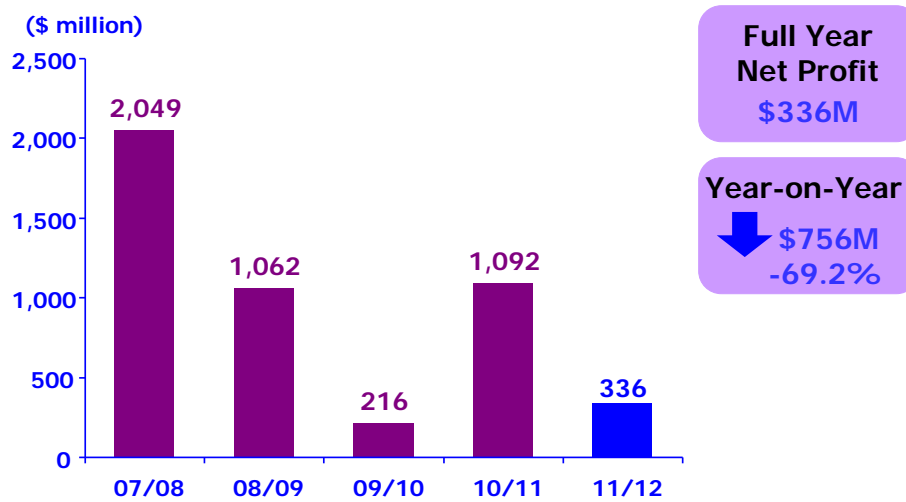
## CONTRIBUTION TO GROUP OPERATING PROFIT – FY2011/12 (\$ million)

	<u>2011/12</u>	<u>2010/11</u>	<u>Change</u>	<u>% Change</u>
Singapore Airlines	181	851	- 670	- 78.7
SIA Engineering	130	136	- 6	- 4.4
SilkAir	105	121	- 16	- 13.2
SIA Cargo	(119)	151	- 270	n.m.

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## GROUP NET PROFIT – FY2011/12



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## DIVIDENDS – FY2011/12

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	<u>2011/12</u>	<u>2010/11</u>
Earnings Per Share (¢)	28.3	91.4
Interim Dividend Per Share (¢)	10.0	20.0
Proposed Final Dividend Per Share (¢)	10.0	40.0
Total Ordinary Dividend Per Share (¢)	20.0	60.0

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## OUTLOOK FOR 2012/13

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## OUTLOOK

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- Fuel price volatility
- Global economic outlook
- Forward bookings

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