

# SIA GROUP FINANCIAL RESULTS

For Q1 FY2016-17  
Ended 30 June 2016

197200078R

## SIA GROUP Q1 FY2016-17

# SIA GROUP Q1 FY2016-17

## Operating Result

	<u>Q1</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Q1</u> <u>FY15/16</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
Total Revenue	3,654.4	3,733.3	(78.9)	(2.1)
Total Expenditure	3,461.2	3,621.9	160.7	4.4
-- Net fuel cost	895.3	1,252.5	357.2	28.5
<i>Fuel cost</i>	754.4	989.4	235.0	23.8
<i>Fuel hedging loss</i>	140.9	263.1	122.2	46.4
-- Non-fuel expenditure	2,565.9	2,369.4	(196.5)	(8.3)
Operating Profit	193.2	111.4	81.8	73.4
Operating Profit Margin (%)	5.3	3.0		2.3 pts

Slide 3

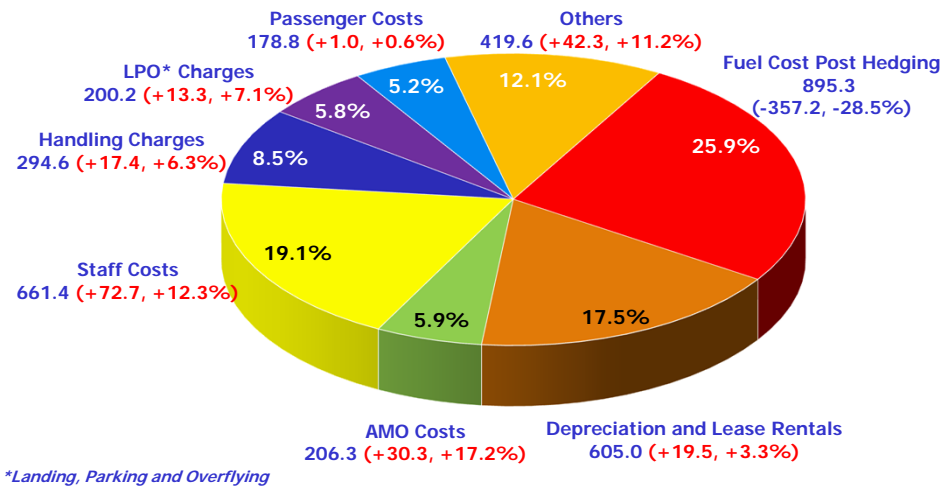
# SIA GROUP Q1 FY2016-17

## Breakdown of Change in Yield and Load

	<u>Yields against</u> <u>last year</u>	<u>Carriage/Load</u> <u>against last year</u>
SIA	- 3.7 %	- 1.7 %
SilkAir	- 8.2 %	+ 12.4 %
Scoot	- 3.8 %	+ 54.7 %
Tiger Airways	-	- 0.7 %
SIA Cargo	- 17.4 %	+ 6.4 %

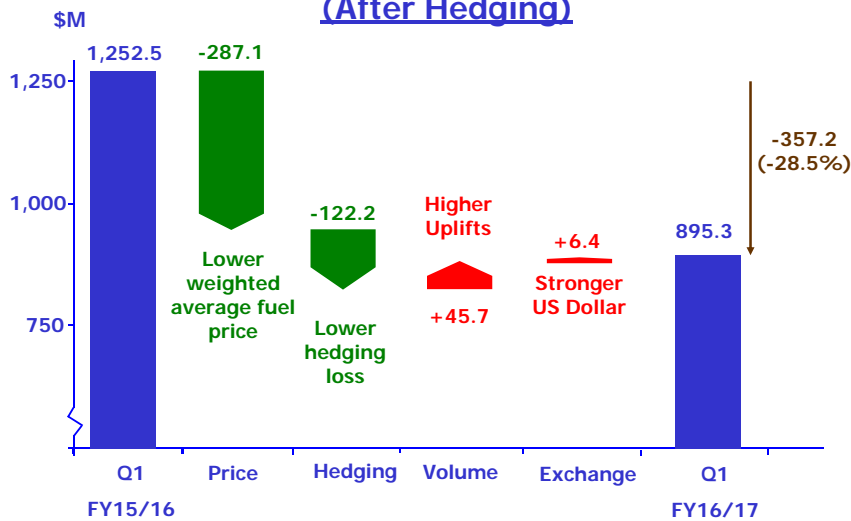
Slide 4

Cost Composition (\$M)



Slide 5

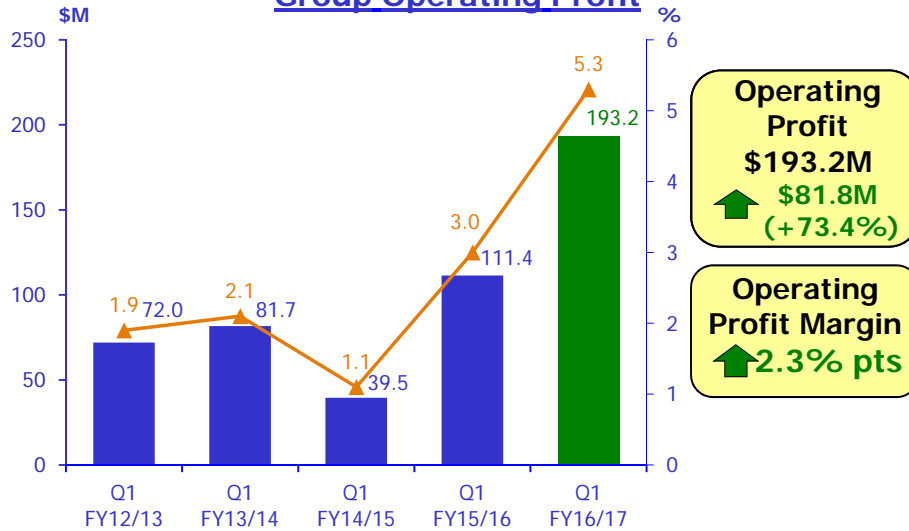
Composition of Reduction in Fuel Cost  
(After Hedging)



Slide 6

# SIA GROUP Q1 FY2016-17

## Group Operating Profit



Slide 7

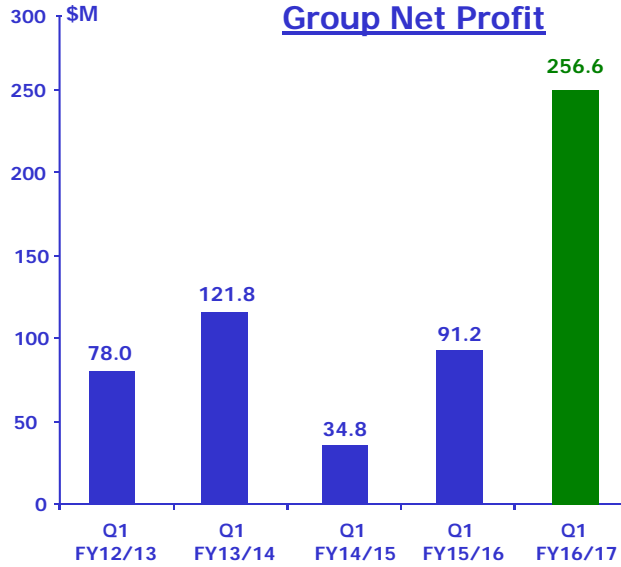
# SIA GROUP Q1 FY2016-17


## Group Operating Profit

	<u>Q1</u> <u>FY16/17</u> <u>(\$ M)</u>	<u>Q1</u> <u>FY15/16</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(\$ M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
SIA	196.8	107.8	89.0	82.6
SIAEC	(1.6)	20.5	(22.1)	n.m.
SIA Cargo	(33.9)	(8.5)	(25.4)	n.m.
SilkAir	27.4	4.8	22.6	n.m.
Scoot	0.9	(19.7)	20.6	n.m.
Tiger Airways	8.1	0.4	7.7	n.m.
Others	(4.5)	6.1	(10.6)	n.m.
<b>Group Total</b>	<b>193.2</b>	<b>111.4</b>	<b>81.8</b>	<b>73.4</b>

Slide 8

# SIA GROUP Q1 FY2016-17

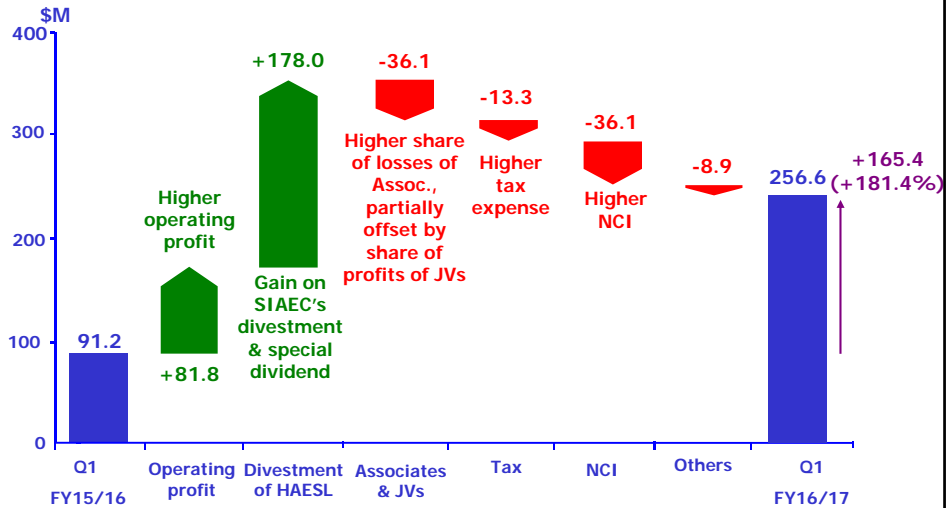


**Q1 FY16/17  
Net Profit  
\$256.6M**  
 **\$165.4M  
(+181.4%)**

Slide 9

# SIA GROUP Q1 FY2016-17

## Group Profit Attributable to Owners of the Parent



Slide 10



## PARENT AIRLINE COMPANY Q1 FY2016-17



## PARENT AIRLINE COMPANY Q1 FY2016-17



	<u>Q1</u> <u>FY16/17</u>	<u>Q1</u> <u>FY15/16</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	29,187.9	29,520.8	-1.1
Revenue Passenger-KM (M)	22,136.9	22,513.6	-1.7
Passenger Load Factor (%)	75.8	76.3	-0.5 pts
Pax Yield – include fuel surcharge (¢/pkm)	10.3	10.7	-3.7
Passenger Unit Cost (¢/ask)	8.0	8.5	-5.9
Passenger Unit Ex-fuel Cost (¢/ask)	5.6	5.1	+9.8
Passenger Breakeven Load Factor (%)	77.7	79.4	-1.7 pts



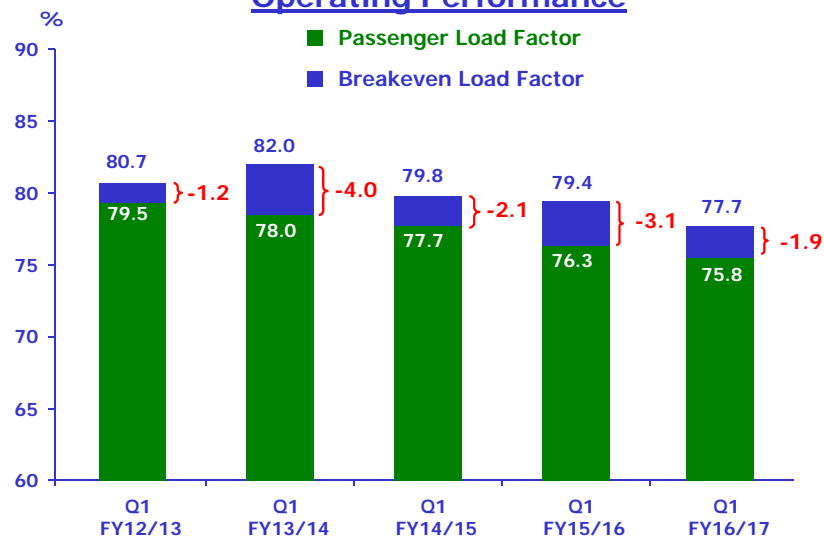
# PARENT AIRLINE COMPANY Q1 FY2016-17

	<u>Q1</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Q1</u> <u>FY15/16</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(\$M)</u>	<u>Better/ (Worse)</u> <u>(%)</u>
Total Revenue	2,797.2	2,909.4	(112.2)	(3.9)
Total Expenditure	2,600.4	2,801.6	201.2	7.2
-- Net fuel cost	698.2	994.3	296.1	29.8
<i>Fuel cost</i>	585.9	782.6	196.7	25.1
<i>Fuel hedging loss</i>	112.3	211.7	99.4	47.0
-- Non-fuel expenditure	1,902.2	1,807.3	(94.9)	(5.3)
Operating Profit	196.8	107.8	89.0	82.6
Operating Profit Margin (%)	7.0	3.7		3.3 pts

Slide 13

# PARENT AIRLINE COMPANY Q1 FY2016-17

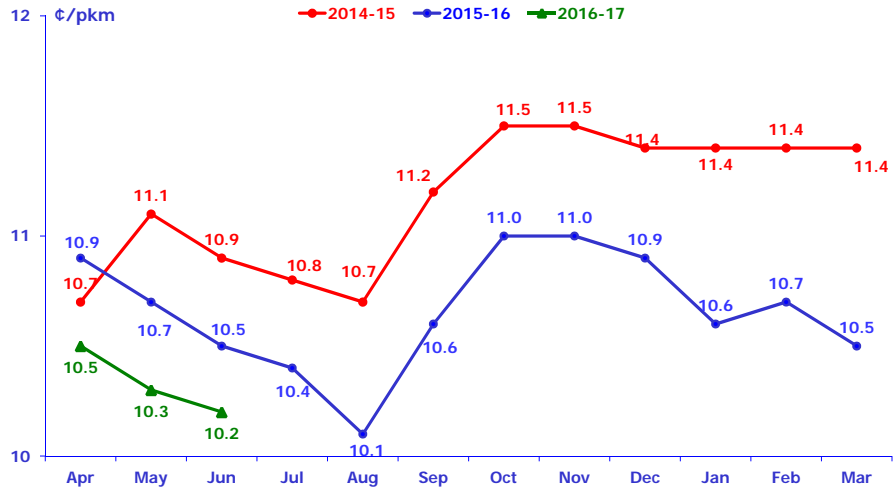
## Operating Performance



Slide 14

# PARENT AIRLINE COMPANY Q1 FY2016-17

## Monthly Pax Yields (Including Fuel Surcharge)



Slide 15

## UPDATES & DEVELOPMENTS



## Group Fuel Hedging Position

	Q2 FY16/17
	Jet Fuel
Percentage hedged (%)	37.5
Average hedged price (USD/BBL)	81

Slide 17

### SIA

- Growth of European and US footprint
- New destinations:
  - Dusseldorf (Jul'16)
  - Canberra & Wellington (Sep'16)
- Non-stop to San Francisco (Oct'16)
- Non-stop to Manchester via Singapore-Manchester-Houston (Oct'16)  
(Delink Manchester from Munich; delink Houston from Moscow)



### SilkAir

- New destinations:
  - Vientiane & Luang Prabang (via circular routing) (Oct'16)
  - Fuzhou (Nov'16)

### Scoot

- New destinations:
  - Sapporo (via Taipei) (Oct'16)
  - Jaipur (Oct'16)
  - Dalian (Oct'16)

Slide 18

Thank You