





SIA Group Analyst / Media Briefing

1H FY22/23 Results
(Ended 30 September 2022)
7 November 2022

PRESENTATION BY:





Record-breaking 1H and Q2 FY22/23 for the SIA Group

Strong travel rebound and the Group's proactive initiatives culminated in five record highs

1 Record half-yearly Group operating profit: \$1,234 million

Record quarterly Group operating profit: \$678 million

Record quarterly Group PLF: 86.6%

4 Record quarterly Group RASK: 10.3 cents/ask

Record quarterly Group revenue: \$4,488 million

Group Financial Results

Key Takeaways – 1H and Q2 FY22/23 Results

1H FY22/23: Record operating profit of \$1,234 million, a reversal of \$1,854 million from last year

- Passenger revenue rose \$5.2 billion on the back of an 11-fold growth in traffic year-on-year
- Cargo flown revenue grew \$224 million as elevated yields compensated for the decline in loads
- Fuel prices up 93%, inflationary pressures impact expenditures

1H FY22/23: Net profit of \$927 million, a reversal of \$1,764 million from last year

Better operating performance was partially offset by a tax expense versus a tax credit last year (-\$267 million)

Q2 FY22/23: Record operating profit of \$678 million, an improvement of \$122 million quarter-on-quarter

- Passenger revenue growth accelerated into the summer peak travel season
- Cargo revenue dipped amid the summer lull period, but remained elevated compared to pre-Covid

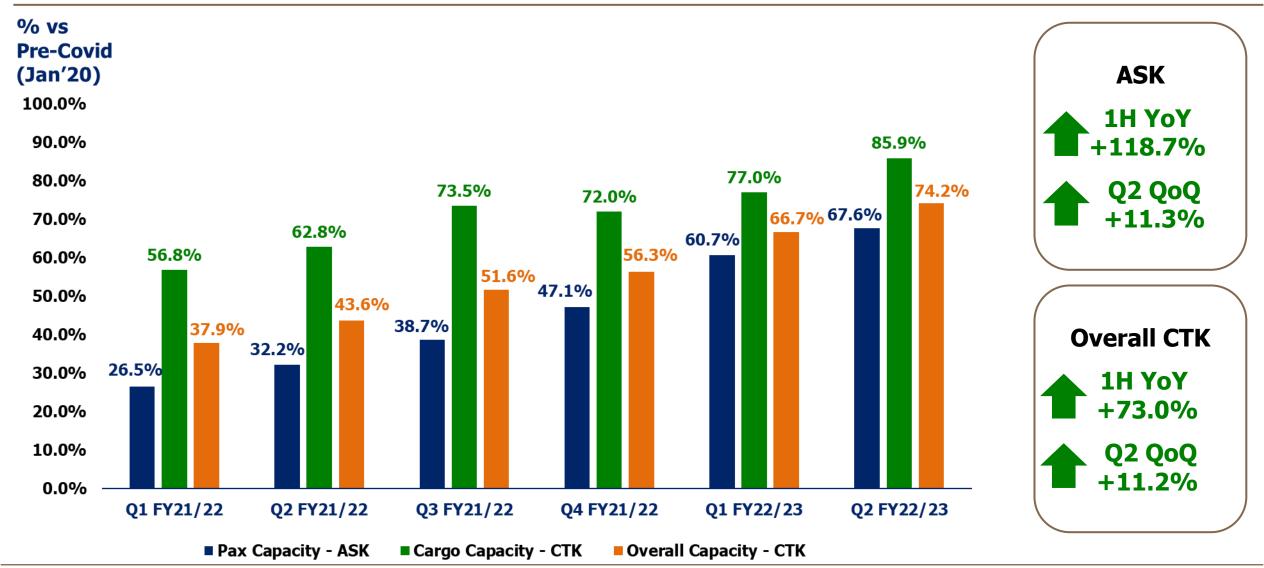
Robust near-term forward passenger sales across all cabin classes into the year-end travel peak

Dividend payments reinstated – Interim dividend of 10 cents per share



Group Operating Statistics

Calibrated capacity recovery continued, riding on strong recovery momentum





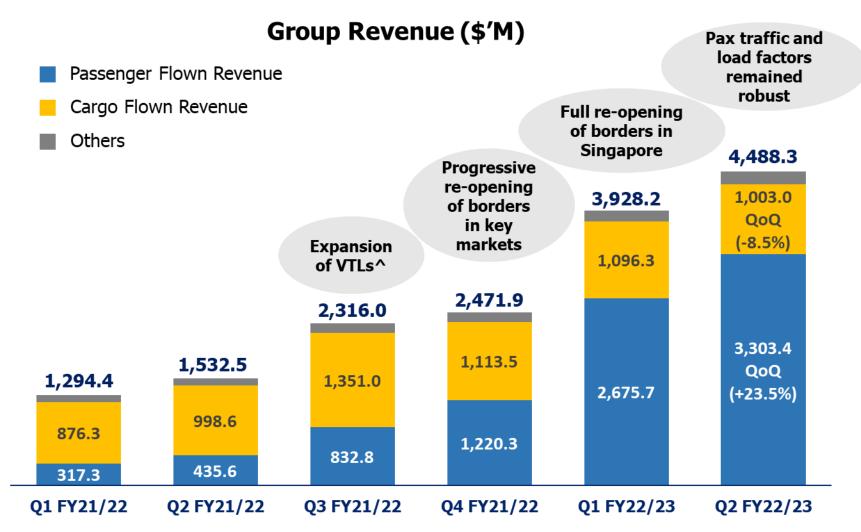
Group Financial Results

	1H FY22/23 (\$'M)	1H FY21/22 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)	Q2 FY22/23 (\$'M)	Q1 FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)
Total Revenue	8,416.5	2,826.9	5,589.6	197.7	4,488.3	3,928.2	560.1	14.3
Total Expenditure	7,182.1	3,446.3	(3,735.8)	(108.4)	3,810.3	3,371.8	(438.5)	(13.0)
Net fuel cost Fuel cost (before hedging) Fuel hedging gain	2,695.9 3,113.2 (417.3)	810.2 <i>862.0</i> <i>(51.8)</i>	(1,885.7) (2,251.2) 365.5	(232.7) (261.2) 705.6	1,423.2 <i>1,638.3</i> <i>(215.1)</i>	1,272.7 <i>1,474.9</i> <i>(202.2)</i>	(150.5) <i>(163.4)</i> <i>12.9</i>	(11.8) <i>(11.1)</i> <i>6.4</i>
Fair value gain on fuel derivatives	(0.5)	(78.8)	(78.3)	(99.4)	-	(0.5)	(0.5)	(100.0)
Non-fuel expenditure	4,486.7	2,714.9	(1,771.8)	(65.3)	2,387.1	2,099.6	(287.5)	(13.7)
Operating Profit/(Loss)	1,234.4	(619.4)	1,853.8	n.m.	678.0	556.4	121.6	21.9
Net Profit/(Loss)	926.9	(836.8)	1,763.7	n.m.	556.5	370.4	186.1	50.2



Group Revenue

Record quarterly revenue in Q2 led by strong improvement in passenger flown revenue



1H FY22/23 \$8,416.5M YoY \$5,589.6M (+197.7%)

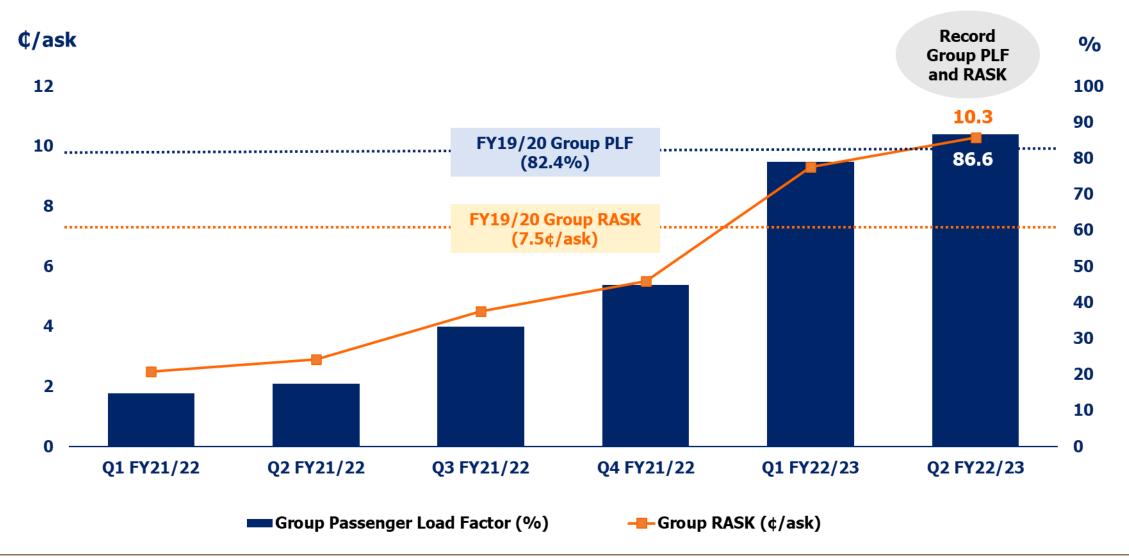
QoQ \$560.1M (+14.3%)



[^] VTLs refers to Vaccinated Travel Lanes. Singapore launched its first VTL arrangement in September 2021.

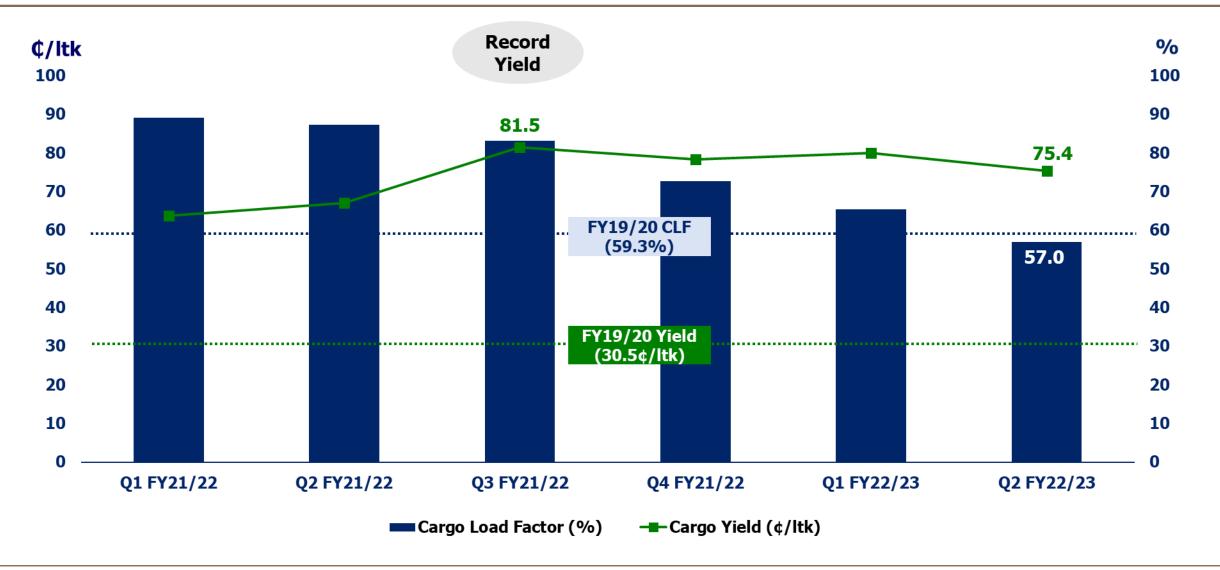
Group Operating Statistics - Passenger

Strong travel demand across all route regions except East Asia where restrictions remained for some key markets



Group Operating Statistics - Cargo

Lower loads and yields in Q2 QoQ as air freight demand began to soften and competition intensified



Group Expenditure

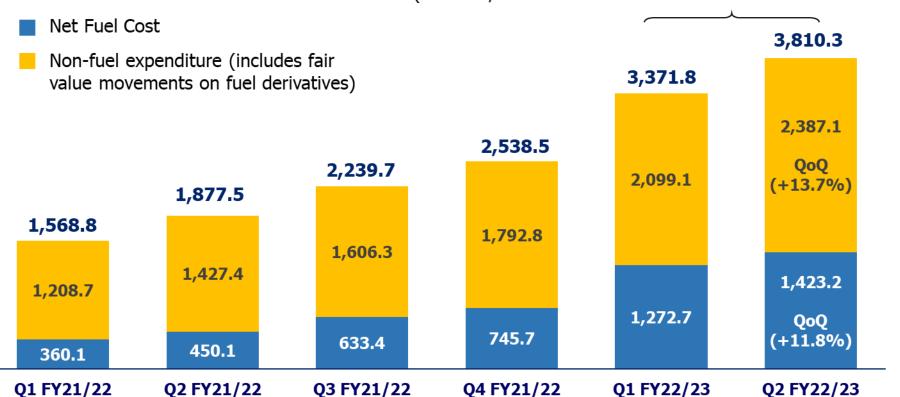
Group expenditure increased on expansion of operations

Group Expenditure (\$'M)

Net fuel cost: \$2,695.9M (+232.7% YoY)

Non-fuel expenditure: \$4,486.2M (+70.2% YoY)

(+65.3%, excludes fair value movements on fuel derivatives)



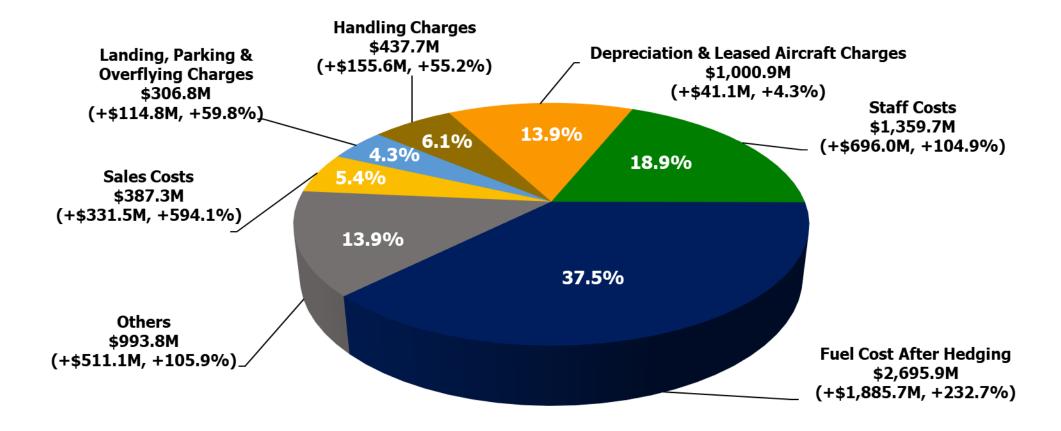
1H FY22/23 \$7,182.1M YoY \$3,735.8M (+108.4%)





Group Expenditure

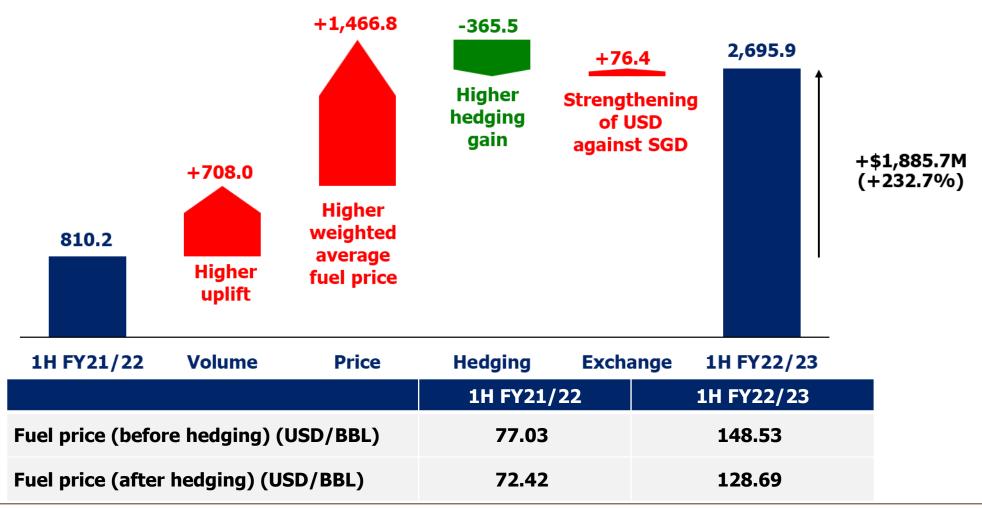
1H Group expenditure increased 108% YoY on expansion of operations



Net Fuel Cost

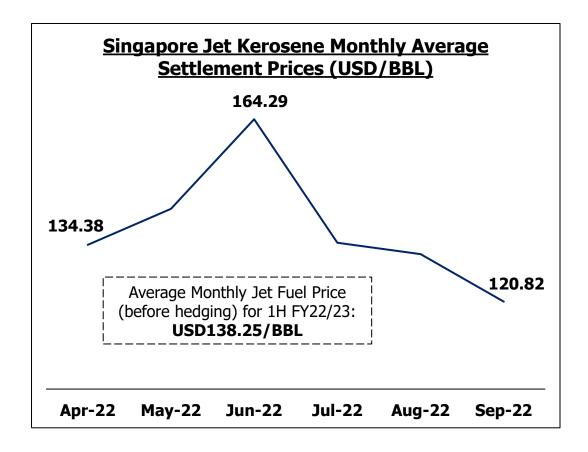
YoY increase driven by a 93% increase in fuel prices and higher uplift, partially offset by higher hedging gains

Group Fuel Cost Analysis (\$'M)



Fuel Hedging

Group has hedges in place up to end of FY23/24, with additional gains locked in from closed-out trades



Fuel Hedging Position (as at 31 Oct 2022)	Percentage Hedged (%)	Average Hedged Price for Brent (USD/BBL)
Q3 FY22/23 - Q1 FY23/24	40	60
Q2 FY23/24 - Q4 FY23/24	Up to 10% on declining wedge profile	80

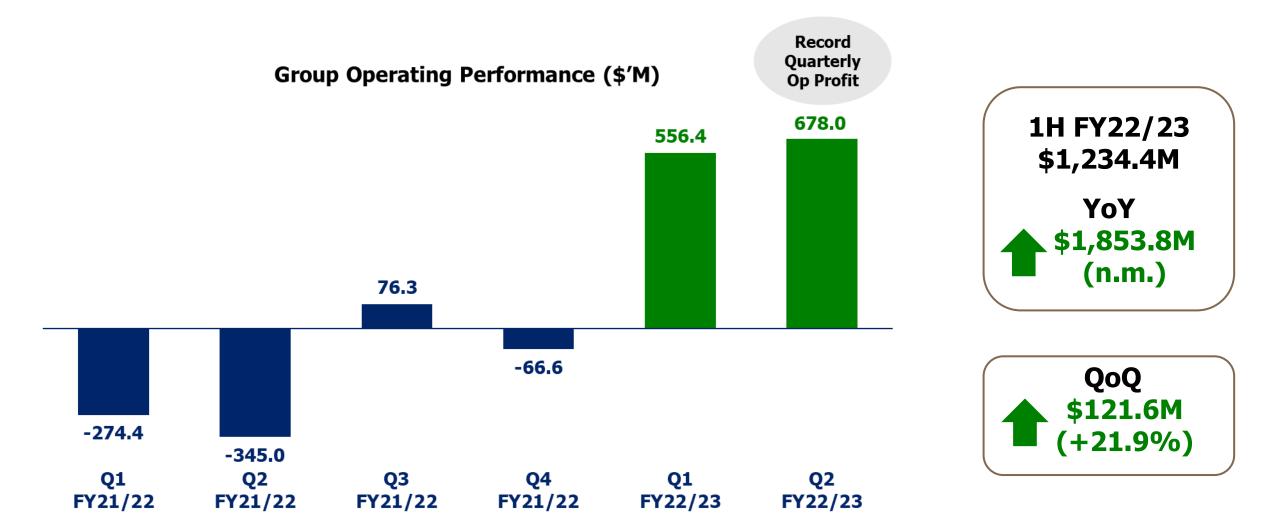
	Gains from Closed-out Trades* (USD'M)
2H FY22/23	34
FY23/24 - FY24/25	110

^{*} Gains are both on accounting and cash settled basis



Group Operating Performance

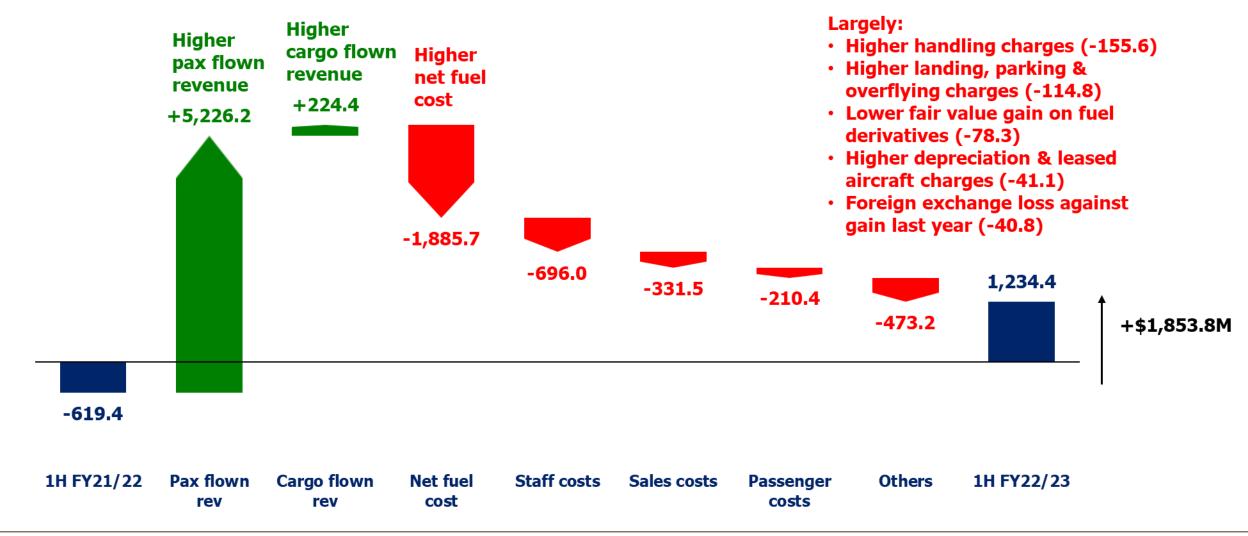
Strong operating performance in Q1 accelerated into Q2; record half year and quarterly operating profit





Group Operating Performance (YoY Progression)

Reversal from operating loss to operating profit driven by strong improvement in revenue

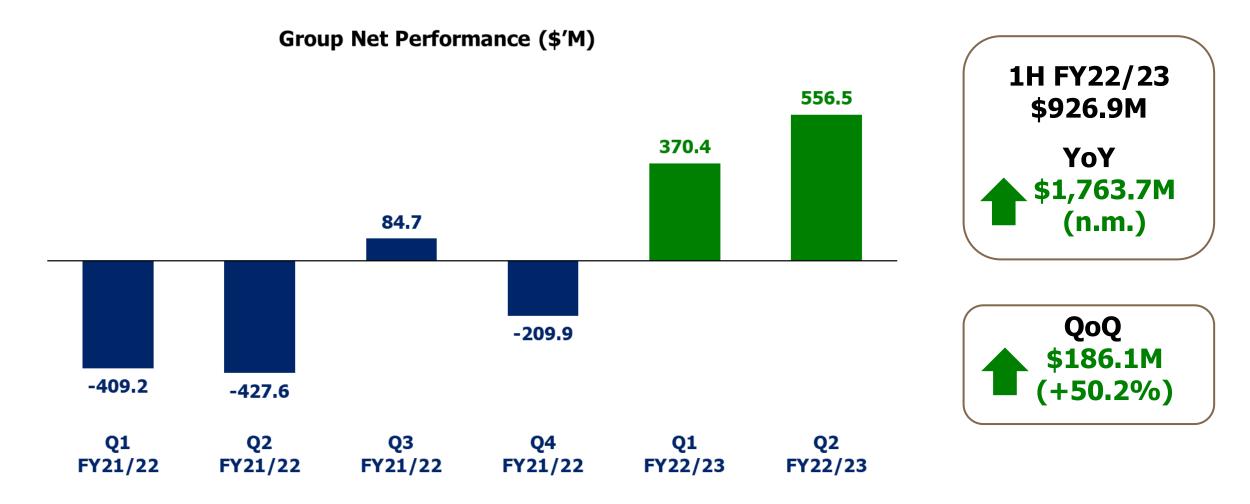


Operating Results for the Main Companies of the Group

	1H FY22/23 (\$'M)	1H FY21/22 (\$'M)	Better/ (Worse) \$M	Better/ (Worse) (%)	Q2 FY22/23 (\$'M)	Q1 FY22/23 (\$'M)	Better/ (Worse) \$M	Better/ (Worse) (%)
Full-service carrier	1,308.4	(386.5)	1,694.9	n.m.	684.1	624.3	59.8	9.6
scoot Low-cost carrier	(40.2)	(217.0)	176.8	81.5	11.7	(51.9)	63.6	n.m.
SIAEC Group SIAEC Group	(10.8)	(6.7)	(4.1)	(61.2)	(6.8)	(4.0)	(2.8)	(70.0)

Group Net Performance

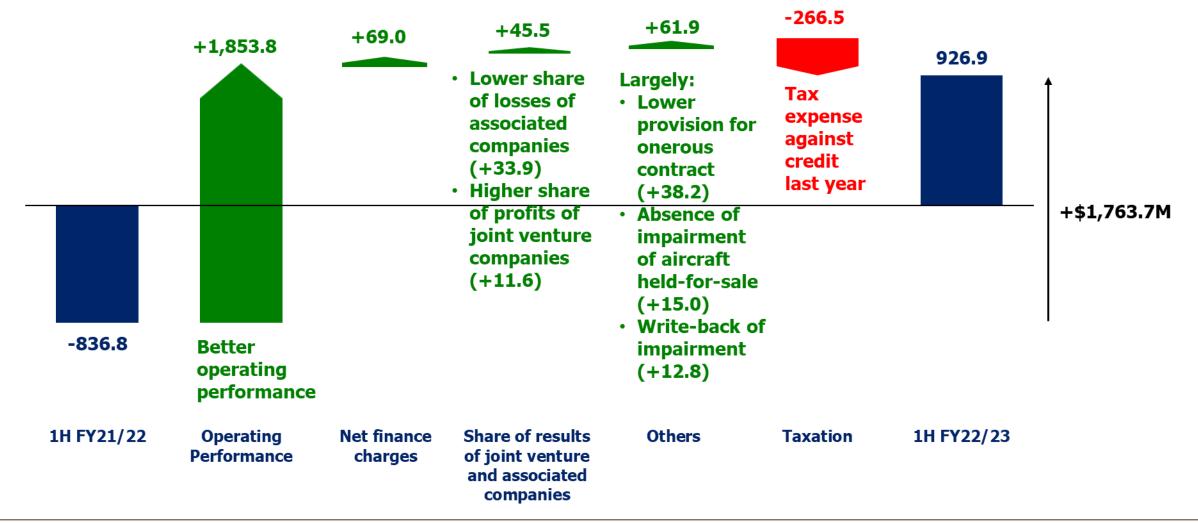
QoQ increase driven by better operating performance, lower net finance charges and improvement in share of results from joint ventures and associated companies, partially offset by higher tax expense





Group Net Performance (YoY Progression)

Reversal from net loss to net profit YoY largely driven by better operating performance, partially offset by tax expense vs tax credit last year





Group Financial Results

Dividend payments reinstated with interim dividend of 10 cents per share

	1H FY22/23	1H FY21/22
Earnings / (Loss) per share (cents)		
- Basic R1	14.4	(15.4)
- Adjusted Basic R2	31.2	(28.2)
- Diluted ^{R3}	14.2	(15.4)
EBITDA (\$ million) R4	2,315.9	236.5
EBITDA margin (%) R5	27.5	8.4
Interim Dividend Per Share (cents)	10 cents	-

R1 Earnings/(Loss) per share (basic) is computed by dividing profit/(loss) attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, assuming the conversion of all mandatory convertible bonds in accordance with IAS 33 Earnings Per Share.

R2 Earnings/(Loss) per share (adjusted basic) is computed by dividing profit/(loss) attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, assuming the redemption of all mandatory convertible bonds.



R3 Earnings/(Loss) per share (diluted) is computed by dividing profit/(loss) attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, adjusted for the dilutive effect of the vesting of all outstanding share-based incentive awards granted, in accordance with IAS 33.

^{R4} EBITDA denotes earnings before interest, taxes, depreciation, and amortisation.

R5 EBITDA margin is computed by dividing EBITDA by the total revenue.

Group Financial Position

	As at 30 September 2022	As at 31 March 2022
Total assets (\$'M)	51,494.8	48,671.0
Total debt (\$'M)	15,776.9	15,694.8
Total cash and bank balances (\$'M)	17,450.4	13,762.7
Total liabilities (\$'M)	27,902.7	25,870.6
Equity attributable to Owners of the Company (\$'M)	23,186.8	22,411.9
Debt : Equity ratio (times) ^{R6}	0.68	0.70
Net Asset Value Per Share (\$)R7	7.81	7.55
Adjusted Net Asset Value Per Share (\$)R8	3.51	3.40

R6 Debt: equity ratio is total debt divided by equity attributable to owners of the Company.

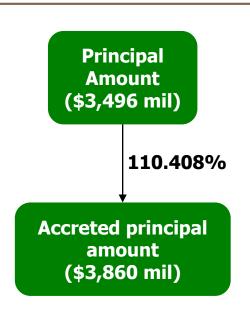
R8 Adjusted net asset value per share is computed by dividing equity attributable to owners of the Company by the number of ordinary shares in issue less treasury shares, assuming the conversion of all mandatory convertible bonds and convertible bonds.



R7 Net asset value per share is computed by dividing equity attributable to owners of the Company by the number of ordinary shares in issue less treasury shares.

Redemption of Mandatory Convertible Bonds (MCBs)

Full redemption of MCBs issued in 2020 at the next semi-annual date of 8 December 2022



- Significant step to **recalibrate liquidity levels** after taking into
 account the recovery trajectory
 and other macroeconomic
 considerations
- Funded by existing cash reserves which have risen in line with the strong recovery in the demand for passenger air travel

	1H FY22/23	1H FY22/23 Proforma After Redemption
Earnings per share (cents)		
- Basic R1	14.4	18.0
- Adjusted Basic R2	31.2	no change
- Diluted ^{R3}	14.2	17.7
EBITDA (\$ million) R4	2,315.9	no change
EBITDA margin (%) R5	27.5	no change
	As at 30 September 2022	As at 30 September 2022 Proforma After Redemption
Total assets (\$'M)	51,494.8	47,634.8
Total debt (\$'M)	15,776.9	no change
Total cash and bank balances (\$'M)	17,450.4	13,590.4
Total liabilities (\$'M)	27,902.7	no change
Equity attributable to Owners of the Company (\$'M)	23,186.8	19,326.8
Debt : Equity ratio (times) ^{R6}	0.68	0.82
Net Asset Value Per Share (\$)R7	7.81	6.51
Adjusted Net Asset Value Per Share (\$)R8	3.51	3.65

Note: Please refer to prior slides for footnotes R1 to R8

Group Fleet Development

Net increase of two aircraft in the Group operating fleet by the end of FY22/23

	Operating Fleet	As at 30 September 2022	In	As at 31 March 2023
SIA	777-300ER	23		23
	A380-800	12		12
	A350-900	61		61 ^{R1}
	787-10	15	+1 ^{R2}	16
	737-800	7		7
	737-8	13	+3 ^{R3}	16
	747-400F	7		7
	Total	138	+4	142
Scoot	787-8	10		10
	787-9	10		10
	A320ceo	20	-2 ^{R4}	18
	A320neo	6		6
	A321neo	9		9
	Total	55	-2	53
GROUP TO	OTAL	193	+2	195

R1 SIA expects to take delivery of one A350 towards the end of FY22/23 with the aircraft joining the operating fleet in the next financial year.

R2 SIA expects to take delivery of two 787-10s in 2H FY22/23 with one aircraft joining the operating fleet within this financial year and the second in FY23/24. Scoot is not expected to take delivery of any 787 in FY22/23.

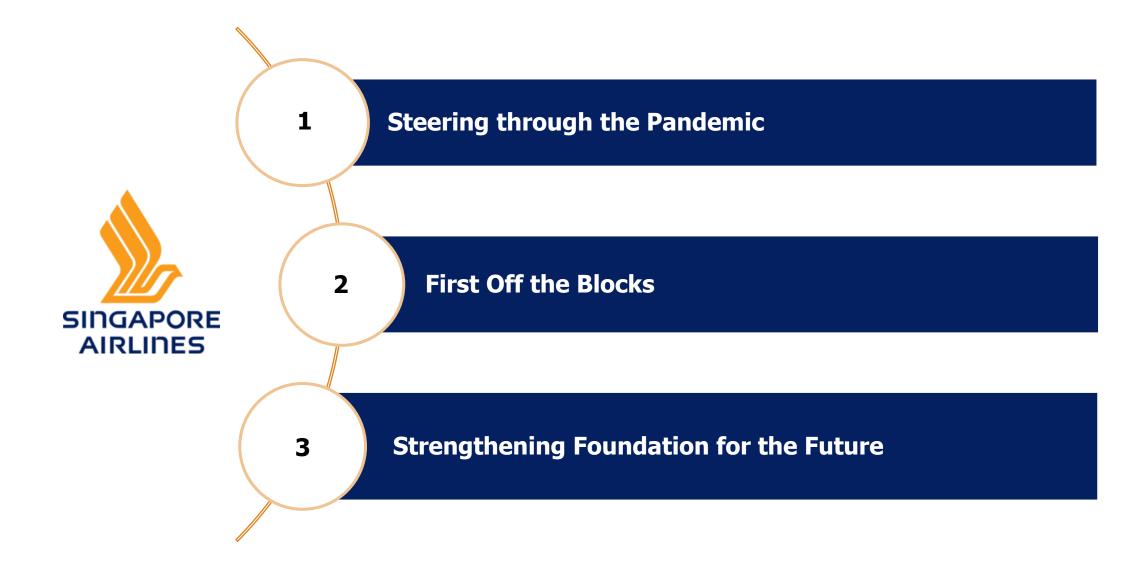
R3 SIA expects three 737-8 to join the operating fleet in 2H FY22/23. This comprises two aircraft that have already been delivered to SIA and another that is to be delivered in the later part of this financial year.

R4 Scoot will return two leased A320ceos in 2H FY22/23.

PRESENTATION BY:











We were quick to build a strong financial position

Total: S\$22.4B 26 Mar 2020: Announced Rights issue to raise up to S\$15B in liquidity, underwritten by Temasek May 2020 Nov 2020 New committed LOCs Private notes placement Raised: \$1.3B and unsecured loan Raised: \$0.5B Jan 2021 First USD bond issue Jun 2020 Raised: \$0.7B Rights Issue of Shares and MCBs (1st tranche) **Apr 2021** Raised: \$8.8B Aircraft Sale & Leaseback Raised: \$2.0B Jun20-Jan 2021 Series of aircraft **Jun 2021** Jan 2022 secured financing Rights Issue of MCBs Second USD Raised: \$2.1B (2nd tranche) bond issue Raised: \$6.2B Raised: \$0.8B

Immediate actions to reduce cash outflow and continued to engage customers in innovative ways

Managing costs



Reduced expenditure

- Cut all discretionary expenditure from Mar20
- Renegotiated contracts with suppliers and service providers



Renegotiated aircraft contracts

- Agreements with Airbus and Boeing to revise aircraft deliveries, deferring more than \$4B of near-term capex
- Revised aircraft orders, including swapping of aircraft types, to better meet future growth requirements



Implemented staff measures

- Hiring freeze, compulsory no-pay leave, pay cuts and working under the Ambassador Programme
- Retrenchment as a last resort 20% of positions cut
- Allowed crew to take up supplementary employment,
 Employee Support Portal set up to help them

Discover your SIA Initiatives



15 sold-out Restaurant A380 sessions with more than 3,700 participants

More than 2,000 participants embarked on **Inside Singapore Airlines tours.** Over 700 staff volunteers were involved

More than 3,400 **SIA@Home packages** sold

Contributing to the fight against Covid



Over 2,000 crew took up positions in key community sectors such as healthcare and transport under the Ambassador Programme



Utilised our cargo network and capabilities to **deliver vaccines and essential supplies** to Singapore and other countries within the region when borders were shut



We commenced on our 2nd Transformation Journey

Lead the New World

Financial Sustainability



>250 initiatives

to achieve a competitive cost base and stronger revenue generating capabilities

Agile and flexible to rebuild our network

73% of pre-Covid destinations

• 67% of pre-Covid capacity

restored as of Sep 2022, optimised with the right vehicles deployed for the right markets

Build a dynamic & resilient workforce



+39%

increase in total training hours vs. Q2 FY2122



82%

of staff have completed the UPLIFT¹ programme

Digital Transformation





the monthly average number of automated production deployments ↑ Quality



improvement in the ratio of released software features/enhancements to number of defects

Improve productivity and organisational agility



>800,000 staff hours

saved from Business Process Reviews & digital initiatives since FY20/21



feel engaged²



are proud² to work for the organisation

¹ comprises modules on change management and digital innovation ² based on the 2022 Organisational Climate Survey





We continued to innovate and proactively gear up for recovery



Capturing cargo demand

- Operated cargo-only pax flights to supplement fall in belly hold capacity
- Removed passenger seats from aircraft to create **modified freighters**
- The SIA Group operated >1,550 cargo charters since the onset of the pandemic



Sales and Marketing initiatives

- Expand reach through capturing market segments, including new origin-destination city pairs
- Pivoting to premium leisure/VFR to fill business class with fit-for-purpose fare offers
- Stimulating travel with digital travel fairs when large-scale physical events were not yet possible



Promise of Care

- Providing seamless journey and health safety assurance for our customers
- Calibrated our **health safety measures** to stay relevant with evolving landscape and customer value drivers
- Efforts focused on cleaning, disinfection, and providing relevant amenities related to personal hygiene



Revamped lounge facilities

- ~S\$50M invested to upgrade our flagship T3 SilverKris Lounges and increased its capacity by 30% with thoughtfully designed spaces and carefully curated products
- T2 SilverKris lounge re-opened in Oct22, providing convenience to our customers travelling from T2



Currency training for crew

- Enabling our cabin crew to clock their recency through online tests at the height of the pandemic
- Pilots undergo **routine simulator training** to retain their skills even when crewing requirement was low

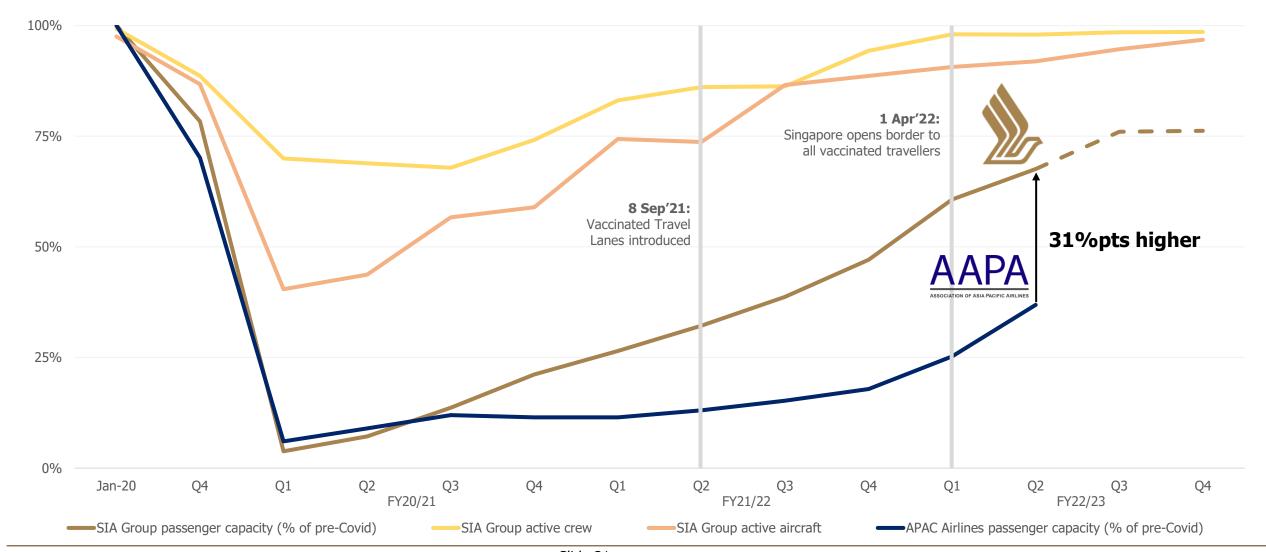


Bolstering Crew resources

- Resumed hiring cabin crew to support ramp up of network
- SIA and Scoot on track to hiring about 3000 cabin crew before the end of the financial year
- Overseas recruitment in places such as Malaysia, South Korea, Taiwan, and Thailand
- Cadet pilot recruitment also resumed in Q2



We kept our resources operationally-ready and injected capacity ahead of demand





We were able to capture pent-up demand when borders reopened

Highest quarterly Group pax load factor

86.6% achieved in Q2 FY22/23 surpassed the previous high of 85.7% achieved in **Q2 FY19/20**

Highest quarterly Group RASK

10.3cts/ASK achieved in Q2 FY22/23 surpassed the previous high of 10.1cts/pkm achieved in Q3 FY07/08, Q2 and Q3 FY08/09

We continue to achieve new highs in SIA history

Highest quarterly Group revenue

\$4,488.3M achieved in Q2 FY22/23 surpassed the previous high of \$4,470.6M achieved in **Q3 FY19/20**

Highest quarterly Group operating profit

\$678.0M achieved in Q2 FY22/23 surpassed the previous high of \$674.6M achieved in **Q3 FY07/08**



We are emerging stronger

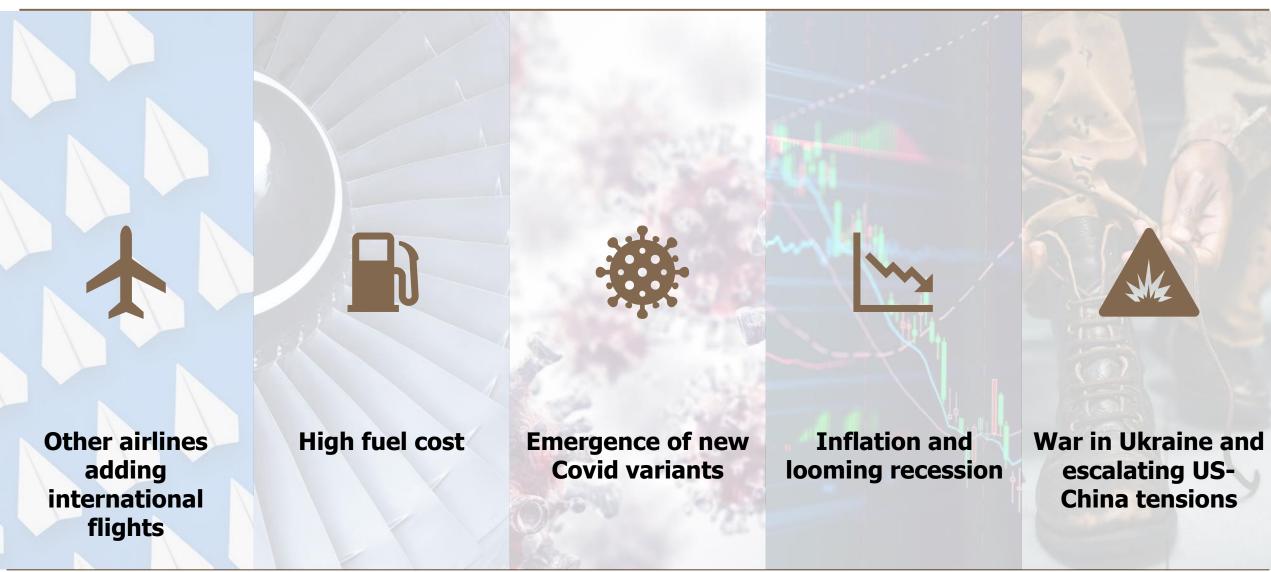








There are challenges ahead





Delivering seamless and personalised customer experience

Industry Leading Products



All operating A380s are fitted with latest cabin products, including the **award-winning Suites**

All operating 737-8 are fitted with new narrowbody product equipped with a **full lie-flat** bed on Business class, and **seatback IFE monitors** across all classes

Continue the development of **industry-leading products** on our 777-9

New Freighter Orders



Firm order of **7 A350F aircraft** will replace the current 744F fleet, providing **greater flexibility in freighter deployment** with their **improved range**, and burning up to **40% less fuel***

SIA is expected to be the **launch customer** with deliveries beginning in 2025

Delivering greater end-to-end Customer Experience and Personalization



Customer Insights Portal

- Leverages in-house machine-learning & sentiment analysis capabilities
- To discover customers' pain points and negative experiences to understand what customers are looking for



Customer Experience Management

- Tracks customer' experiences at various touchpoints including their
 Voice of Customer data
- Enables enhancement of their SIA end-to-end journey
- Has information of more than 70M customers which facilitate insightful data analytics for personalized servicing and marketing
- More than 4,000 users in SIA and key service partner companies use these systems to design and deliver seamless and personalized experience for our customers



Enabling seamless travel

 The use of customised travel advisory, self-service initiatives, and 1-Point also help to deliver a seamless journey for all customers

*on similar missions, compared to the aircraft it replaces

Extending network reach through partnerships, and continue to invest in multi-hub and portfolio strategies

Commercial partnerships

Codesharing with **33 partner airlines**, connecting to **over 200** additional destinations

Lufthansa Group,
Scandinavian Airlines

All Nippon Airways

pned in Oct21,

with UA expanded

Nov21 to 22 points.

With MOU signed in Oct21, **codeshare with UA** expanded via each other's hubs to a total of 19 destinations

MOU signed with GA in Dec21, establishing foundation for wideranging commercial partnership

with MH. Expanded codeshare from

Vistara

Virgin Australia, Air New Zealand

Multi-hub Strategy

Investment in **Vistara** allows us to participate in the fast-growing India travel market that complements our strong Singapore hub





Portfolio Strategy

Facilitate **cross-selling and connectivity** between SIA and Scoot networks

Flexibility to offer the right products to match demand





Expand KrisFlyer base and pursue new revenue streams



- 5.7M KF members reached in Q2 (16.5% YoY growth). Larger than the population of Singapore!
- **New KF Experiences** are rolled out regularly. Recent experiences include the Sunset Cinema at Tanjong Beach and curated dining experiences at NOBU and Osteria BBR.
- Langkawi Getaway KF Experience in Nov22 will include a SIA chartered flight and hotel package
- More than 900 Kris+ partners with over 4,700 **outlets** across SIA's global network
- 1.2M downloads with over 200K monthly active users
- Recently integrated KrisShop and Pelago within the app









- Support the **fast-growing e-commerce segment** and reinforce Singapore's position as a key air cargo and e-commerce logistics hub
- **Two** DHLE/SQC **B777F** are currently in operation



- Expanded to 16 countries with over 1,900 experiences
- **35X increase** in bookings from Jan22 to Oct22
- **1M quality visits** to the Pelago platform in Q2



- **Expand cargo services** going beyond airport-to-airport transportation to tap on fast growing e-Commerce segment
- **187 tonnes** of parcel moved to date



- 2 years ago, **pivoted online** during the pandemic travel disruption
- 2 years on, KrisShop aims to re-capture travel retail businesses while mitigating disruption to online business with the reopening of borders



- Since Nov20, trained more than 2,000 course participants in over 100 sessions, achieving 94% satisfaction score
- Plans to expand in SG and key overseas markets



Investments in Digital capabilities



STA GROUP

INNOVATION

THROUGH

DIGITAL

Since Launch in 2018 ...



1,786Digital ideas initiated by staff



2,201Start-up
teams engaged



337 *Prototypes completed*



35 *POCs completed*



14
Implemented







Launched in **January 2022**

CORPORATE LAB AT NUS

5-year R&D collaboration with NUS leveraging on their **research expertise** to co-create commercialise digital solutions to **accelerate digital transformation**

Involving more than 100 NUS researchers and SIA staff

4 Work Packages

- **WP1 Revenue Management and Dynamic Pricing**
- WP2 Transforming Pilot Competency and Skill Development (VITAL Cave)
- **WP3 Improving Crew wellness**
- WP4 Passenger comfort, sleep and cabin service (cabin simulator)



STARTUP: Grand Finale 14 Nov

14 Challenge Statements + 3 Wild Cards

484 55 ~12 Participations Countries Start-up Finalists

STUDENT: Finale 28 Aug

4 Challenge Statements + 3 Wild Cards

116 15 11

Participations Countries Student Finalists



Care for the Environment and the Community

Sustainability

New technology aircraft are up to 30% more fuel efficient

6yrs 5mths

(SIA Group fleet age*)

15yrs 7mths

(Global fleet age*)

Advancing SAF deployment



- Pilot programme with CAAS, Temasek, and ExxonMobil conducted to trial the manufacture and deployment of Sustainable Aviation Fuel at Changi Airport
- SAF credits were generated which Corporates could purchase to reduce carbon emissions
- We continue to engage our corporates and partners to raise awareness on SAF, and how they can use the SAF credits
- Begun the development on a block-chain enabled ledger POC to provide a solution for transparent and scalable SAF credit transactions

Spill-free bento boxes



- Launched in Dec20 for better heat retention and meal variety
- Reduces weight by up to 60% and eliminates almost all single-use plastics
- Leftover waste is sent to an **eco-digester** to be converted into fuel pellets as an alternative energy source

Community

CSR Day introduced in Jan 2022 as part of our continued efforts to promote a community engagement spirit within the Company





Volunteering at THKMC Meals on Wheels

Under the **revamped Onboarding Programme** from Apr 2022, new joiners will participate in a community engagement activity to inculcate our **core value of Care**





New joiners at Willing Heart



^{*}as at Nov22

Our People are our greatest asset



3 **Long Service Award** ceremonies held in July and August



Hybrid **Chill Out** sessions with local and overseas colleagues



600 attendees turned up at Bedok Reservoir to keep fit and **Run with Choon Phong**

Investing in our People

Supporting our Businesses & People

- Leading Service As One' grooming future service leaders
- Secured CAAS approval for New Competency Based DGR Training Model
- Over 30% increase in continuing education sponsorships



Connecting through Learning

- Resumed in-person training in SIN for overseas staff in Oct22
- Revamped onboarding programme for new joiners with blended learning activities







Training in Emerging Skills

- Progressive roll-out from 1H 2023
- Diversity, Equity, and Inclusivity (DEI) themes
- Sustainability awareness





Thank You

