

# **SIA GROUP FINANCIAL RESULTS**

**For 3rd Quarter and 9 Months  
Ended 31 December 2016**

197200078R

# **SIA GROUP Q3 & 9M FY2016-17**

# SIA GROUP Q3 & 9M FY2016-17

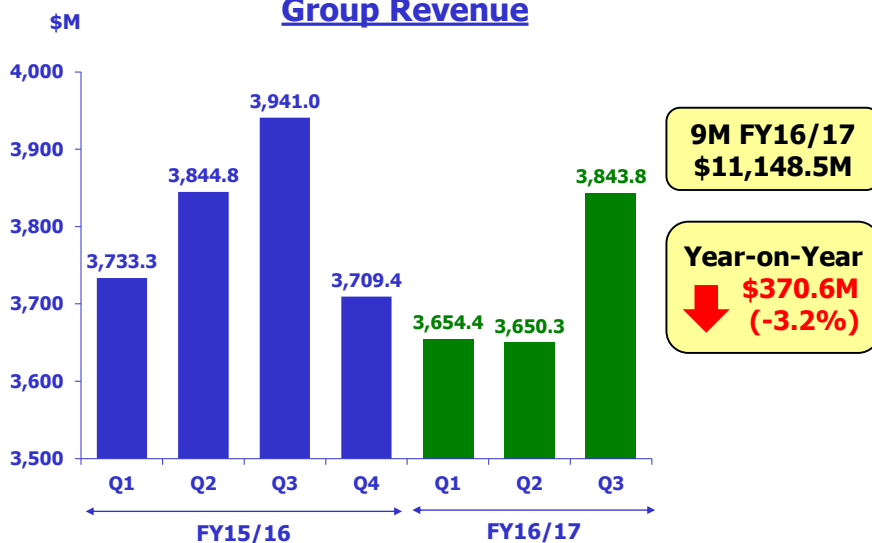
## Operating Result

	Q3 FY16/17 (\$M)	Q3 FY15/16 (\$M)	Better/ (Worse) (%)	9M FY16/17 (\$M)	9M FY15/16 (\$M)	Better/ (Worse) (%)
<b>Total Revenue</b>	<b>3,843.8</b>	<b>3,941.0</b>	<b>(2.5)</b>	<b>11,148.5</b>	<b>11,519.1</b>	<b>(3.2)</b>
<b>Total Expenditure</b>	<b>3,550.9</b>	<b>3,653.0</b>	<b>2.8</b>	<b>10,553.3</b>	<b>10,991.1</b>	<b>4.0</b>
-- Net fuel cost	938.6	1,138.9	17.6	2,780.3	3,603.0	22.8
<i>Fuel cost</i>	896.4	840.3	(6.7)	2,450.8	2,734.9	10.4
<i>Fuel hedging loss</i>	42.2	298.6	85.9	329.5	868.1	62.0
-- Non-fuel expenditure	2,612.3	2,514.1	(3.9)	7,773.0	7,388.1	(5.2)
<b>Operating Profit</b>	<b>292.9</b>	<b>288.0</b>	<b>1.7</b>	<b>595.2</b>	<b>528.0</b>	<b>12.7</b>
<b>Operating Profit Margin (%)</b>	<b>7.6</b>	<b>7.3</b>	<b>0.3 pts</b>	<b>5.3</b>	<b>4.6</b>	<b>0.7 pts</b>

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# SIA GROUP Q3 & 9M FY2016-17

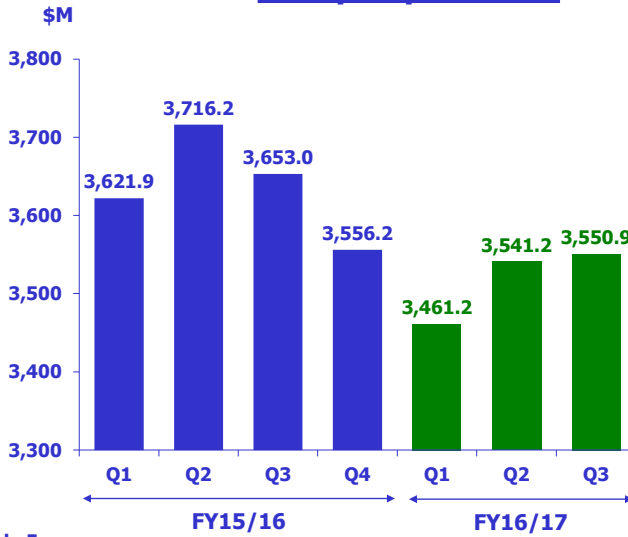
## Group Revenue



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# SIA GROUP Q3 & 9M FY2016-17

## Group Expenditure



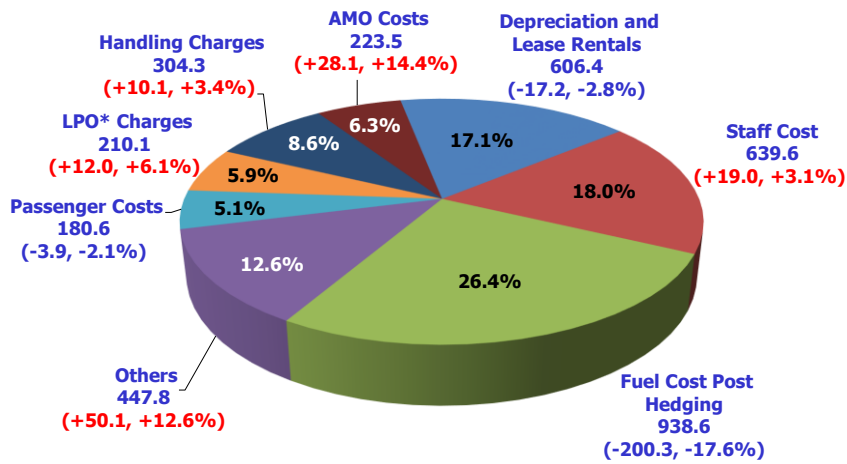
**9M FY16/17**  
**\$10,553.3M**

**Year-on-Year**  
**\$437.8M**  
**(-4.0%)**

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# SIA GROUP Q3 FY2016-17

## Cost Composition (\$M)

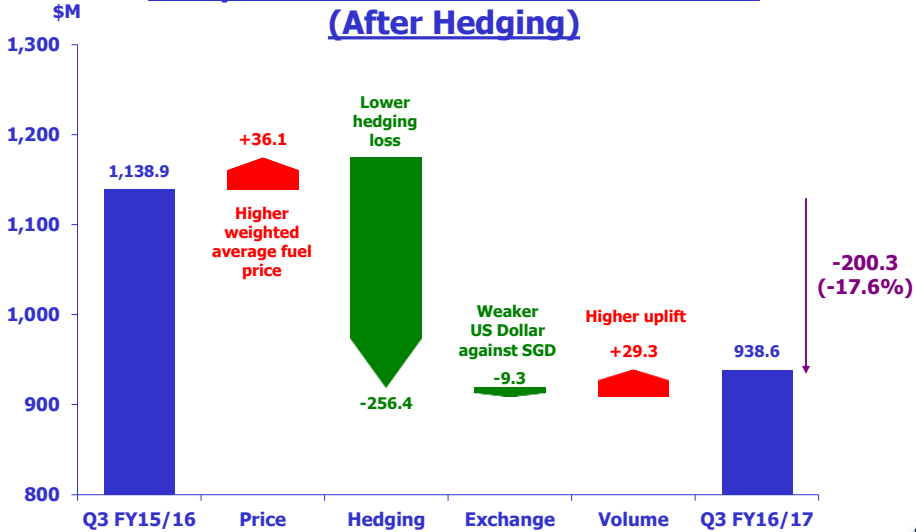


\*Landing, Parking and Overflying

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# SIA GROUP Q3 FY2016-17

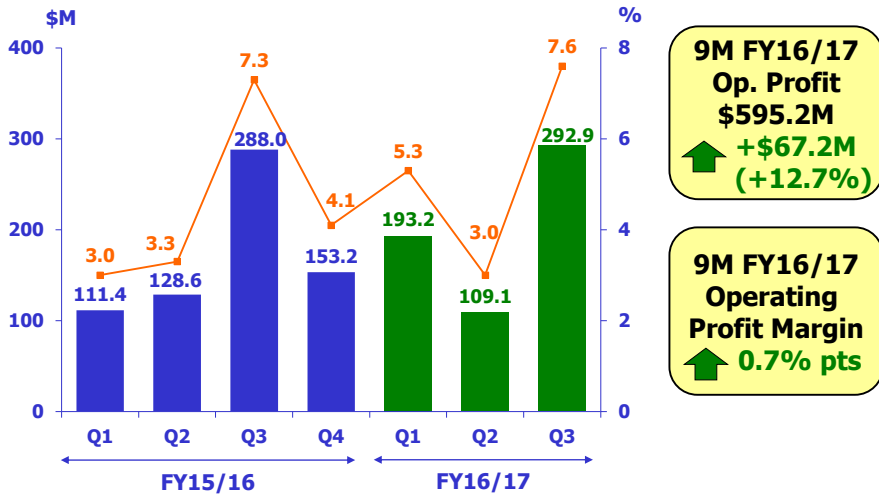
## Composition of Reduction in Fuel Cost (After Hedging)



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# SIA GROUP Q3 & 9M FY2016-17

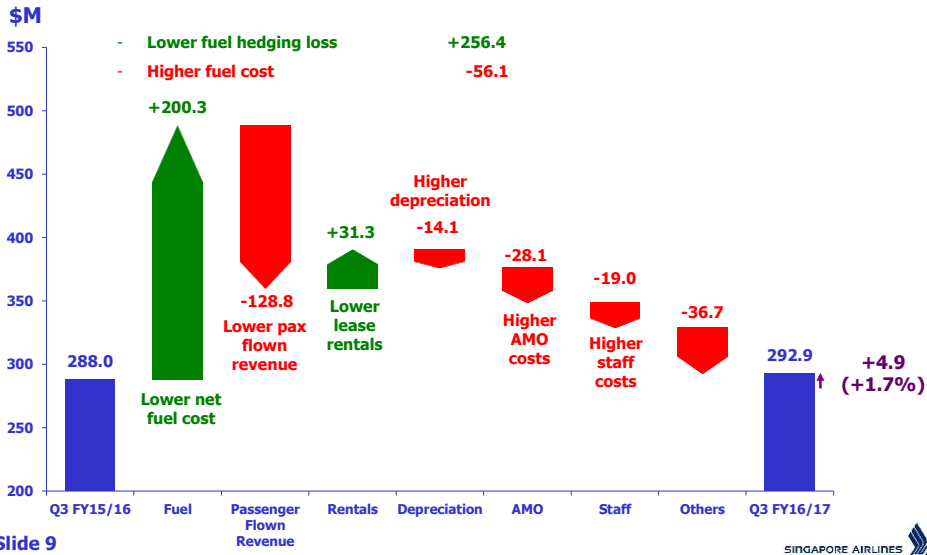
## Group Operating Profit



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# SIA GROUP Q3 FY2016-17

## Composition of Increase in Operating Profit



# SIA GROUP Q3 FY2016-17

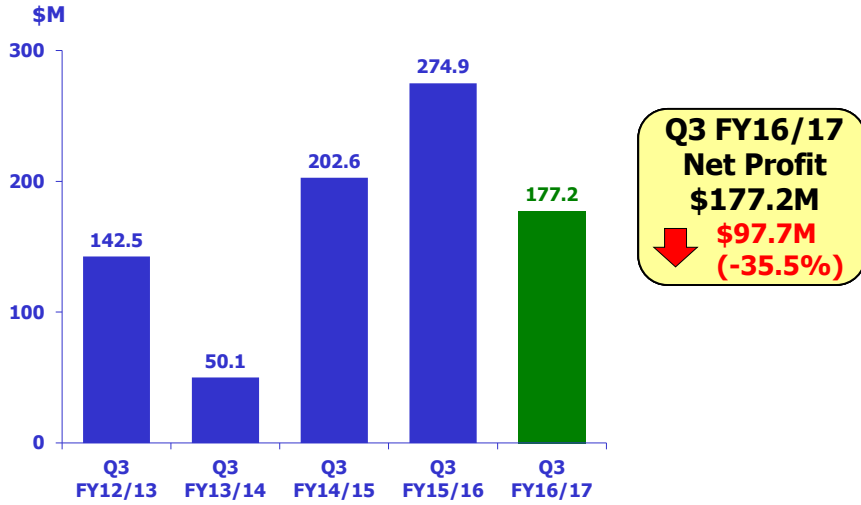
## Group Operating Profit

	<u>Q3</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Q3</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	151.2	181.0	(29.8)	(16.5)
SIAEC	25.2	29.1	(3.9)	(13.4)
SIA Cargo	53.6	2.2	51.4	n.m.
SilkAir	29.7	33.2	(3.5)	(10.5)
Scoot	19.9	18.0	1.9	10.6
Tiger Airways	8.6	9.0	(0.4)	(4.4)
Others	4.7	15.5	(10.8)	(69.7)
<b>Group Total</b>	<b>292.9</b>	<b>288.0</b>	<b>4.9</b>	<b>1.7</b>

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# SIA GROUP Q3 FY2016-17

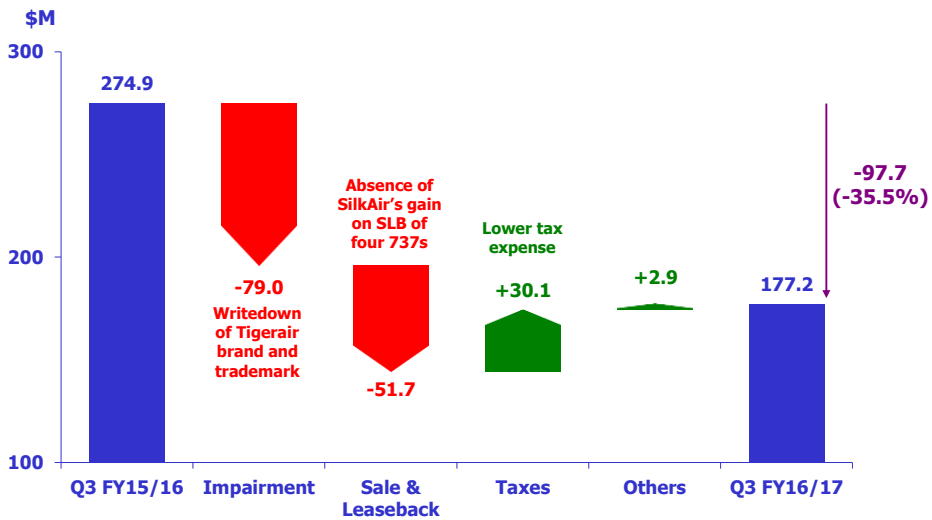
## Group Net Profit



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# SIA GROUP Q3 FY2016-17

## Group Profit Attributable to Owners of the Parent



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# PARENT AIRLINE COMPANY Q3 & 9M FY2016-17

## PARENT AIRLINE COMPANY Q3 & 9M FY2016-17

	<u>Q3</u> <u>FY16/17</u>	<u>Change</u> <u>%</u>	<u>9M</u> <u>FY16/17</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	29,738.7	-	88,810.8	-0.6
Revenue Passenger-KM (M)	23,484.7	-1.3	69,648.5	-2.6
Passenger Load Factor (%)	79.0	-1.0 pt	78.4	-1.6 pts
Pax Yield - include fuel surcharge (¢/pkm)	10.4	-5.5	10.2	-4.7
Passenger Unit Cost (¢/ask)	8.1	-4.7	8.0	-7.0
Passenger Unit Ex-fuel Cost (¢/ask)	5.7	+3.6	5.6	+3.7
Passenger Breakeven Load Factor (%)	77.9	+0.6 pt	78.4	-2.0 pts

# PARENT AIRLINE COMPANY Q3 & 9M FY2016-17

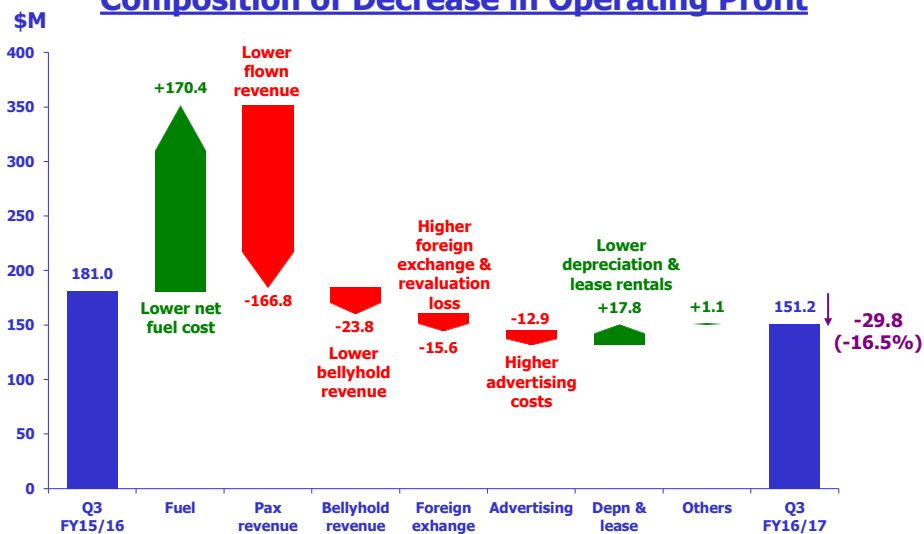
## Operating Result

	Q3 FY16/17 (\$M)	Better/ (Worse) (\$M)	Better/ (Worse) (%)	9M FY16/17 (\$M)	Better/ (Worse) (\$M)	Better/ (Worse) (%)
<b>Total Revenue</b>	<b>2,817.7</b>	<b>(172.6)</b>	<b>(5.8)</b>	<b>8,381.3</b>	<b>(515.8)</b>	<b>(5.8)</b>
<b>Total Expenditure</b>	<b>2,666.5</b>	<b>142.8</b>	<b>5.1</b>	<b>7,954.1</b>	<b>556.3</b>	<b>6.5</b>
-- Net fuel cost	716.5	170.4	19.2	2,147.3	695.6	24.5
<i>Fuel cost</i>	683.7	(31.9)	(4.9)	1,887.7	263.8	12.3
<i>Fuel hedging loss</i>	32.8	202.3	86.0	259.6	431.8	62.5
-- Non-fuel expenditure	1,950.0	(27.6)	(1.4)	5,806.8	(139.3)	(2.5)
<b>Operating Profit</b>	<b>151.2</b>	<b>(29.8)</b>	<b>(16.5)</b>	<b>427.2</b>	<b>40.5</b>	<b>10.5</b>
<b>Operating Profit Margin (%)</b>	<b>5.4</b>	<b>(0.7) pts</b>		<b>5.1</b>	<b>0.8 pts</b>	

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# PARENT AIRLINE COMPANY Q3 FY2016-17

## Composition of Decrease in Operating Profit

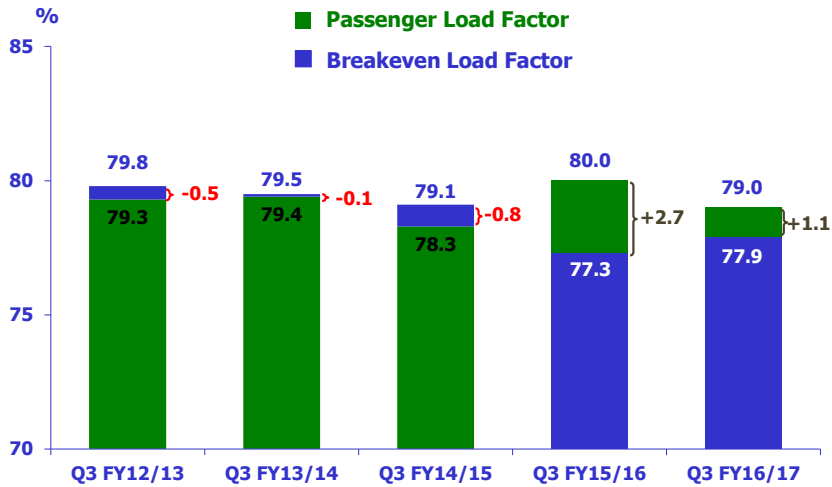


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# PARENT AIRLINE COMPANY Q3 FY2016-17

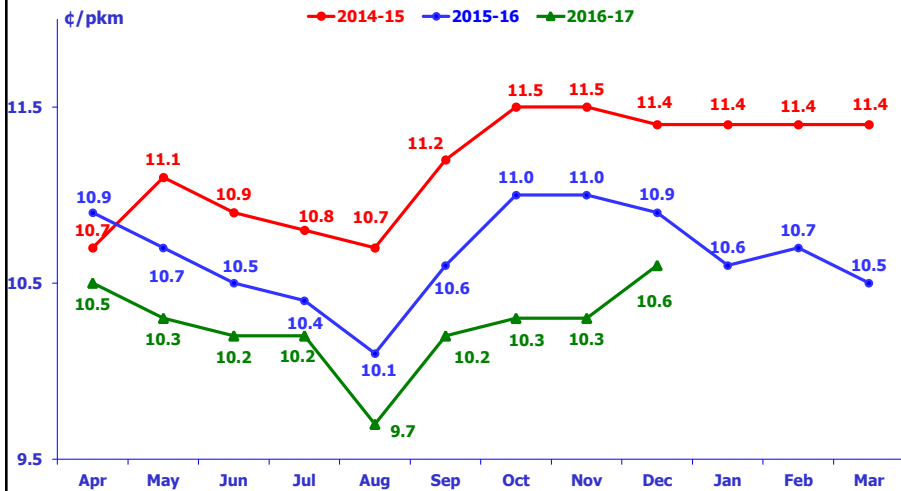
## Operating Performance



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# PARENT AIRLINE COMPANY Q3 & 9M FY2016-17

## Monthly Pax Yields (Including Fuel Surcharge)



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### Group Fuel Hedging Position

	<b>Q4 FY16/17</b>
	<b>Jet Fuel</b>
<b>Percentage hedged (%)</b>	<b>37.4</b>
<b>Average hedged price (USD/BBL)</b>	<b>67</b>

	<b>Up to 2022</b>
	<b>Brent Hedges</b>
<b>Percentage hedged (%)</b>	<b>33 to 39</b>
<b>Average hedged price (USD/BBL)</b>	<b>53 to 59</b>

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# Thank You