SIA 76th BUSINESS MEETING
FY2012-13 RESULTS
16 MAY 2013

THE PARENT AIRLINE
FY2012/ 13 RESULTS
## THE PARENT AIRLINE COMPANY
### RESULTS - FY2012/13

<table>
<thead>
<tr>
<th></th>
<th>4Q/12 $million</th>
<th>Better/ (Worse) $million</th>
<th>2012/13 $million</th>
<th>Better/ (Worse) $million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>2,999</td>
<td>(17)</td>
<td>12,387</td>
<td>317</td>
</tr>
<tr>
<td>Total Expenditure</td>
<td>3,068</td>
<td>(42)</td>
<td>12,200</td>
<td>(311)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Fuel Cost</td>
<td>1,233</td>
<td>18</td>
<td>4,979</td>
<td>(90)</td>
</tr>
<tr>
<td>- Fuel Hedging Gain</td>
<td>(20)</td>
<td>-</td>
<td>(28)</td>
<td>8</td>
</tr>
<tr>
<td>- Ex-fuel Cost</td>
<td>1,855</td>
<td>(60)</td>
<td>7,249</td>
<td>(229)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating (Loss)/ Profit</td>
<td>(69)</td>
<td>(59)</td>
<td>187</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>(2.3)</td>
<td>(2.0) pts</td>
<td>1.5</td>
<td>-</td>
</tr>
</tbody>
</table>

### OPERATING PERFORMANCE - FY2012/13

<table>
<thead>
<tr>
<th></th>
<th>4Q/12 %</th>
<th>Change</th>
<th>2012/13 %</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Available Seat-KM (million)</td>
<td>29,261</td>
<td>+2.4</td>
<td>118,264</td>
<td>+4.3</td>
</tr>
<tr>
<td>Revenue Pax-KM (million)</td>
<td>23,004</td>
<td>+3.7</td>
<td>93,766</td>
<td>+6.8</td>
</tr>
<tr>
<td>Passenger Load Factor (%)</td>
<td>78.6</td>
<td>+1.0 pt</td>
<td>79.3</td>
<td>+1.9 pts</td>
</tr>
</tbody>
</table>
### THE PARENT AIRLINE COMPANY
### OPERATING PERFORMANCE - FY2012/13

<table>
<thead>
<tr>
<th></th>
<th>4Q/12</th>
<th>% Change</th>
<th>2012/13</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Passenger Yield</td>
<td>11.2</td>
<td>-4.3</td>
<td>11.4</td>
<td>-3.4</td>
</tr>
<tr>
<td>(¢/pkm)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passenger Unit Cost</td>
<td>9.4</td>
<td>-</td>
<td>9.2</td>
<td>-</td>
</tr>
<tr>
<td>(¢/ask)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Passenger Breakeven</td>
<td>83.9</td>
<td>+3.6 pts</td>
<td>80.7</td>
<td>+2.7 pts</td>
</tr>
<tr>
<td>Load Factor (%)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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### THE PARENT AIRLINE COMPANY
### OPERATING PERFORMANCE

![Graph showing Passenger Load Factor from 2008/09 to 2012/13](image)

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THE PARENT AIRLINE COMPANY
OPERATING PERFORMANCE

Passenger Load Factor
Breakeven Load Factor

Slide 7

THE PARENT AIRLINE COMPANY
OPERATING PERFORMANCE

Passenger Load Factor
Breakeven Load Factor

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THE PARENT AIRLINE COMPANY
- PASSENGER YIELD

Monthly Pax Yields (Including Fuel Surcharge)

- 2009-10
- 2011-12
- 2012-13

Fuel Price Before Hedging
($ million) (USD/BBL)

Fuel Cost before hedging

THE PARENT AIRLINE COMPANY
FUEL PRICE AND EXPENDITURE - TREND

Fuel Price Before Hedging

- Fuel Price before hedging
- Fuel Cost before hedging

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THE PARENT AIRLINE COMPANY
COST COMPOSITION – FY2012/13

- Fuel: 40.6% (-0.3% pt)
- Passenger Costs: 5.4% (+0.4% pt)
- Aircraft Depreciation & Rentals: 13.9% (-0.8% pt)
- Staff Costs: 13.2% (+0.6% pt)
- Handling Costs: 7.1% (+0.1% pt)
- Others: 19.8%

THE PARENT AIRLINE COMPANY
TOP 5 EXPENDITURE – FY2012/13

- Fuel: 4,951 (+1.7%, +$82M)
- Aircraft Depr. & Lease Rentals: 1,698 (-2.6%, -$46M)
- Staff Costs: 1,610 (+7.6%, +$114M)
- Handling Costs: 861 (+3.6%, +$30M)
- Passenger Costs: 658 (+10.6%, +$63M)

($ million)
### THE PARENT AIRLINE COMPANY

**FUEL EXPENDITURE – FY12/13**

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume</th>
<th>Price</th>
<th>Exchange</th>
<th>Hedging</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY11/12</td>
<td></td>
<td>-73</td>
<td>-59</td>
<td>-8</td>
</tr>
<tr>
<td>FY12/13</td>
<td>+222</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>4,869</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>4,951</td>
<td>(+82)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Higher volume uplifted**
- **Lower weighted average fuel price**
- **Weaker US Dollar**
- **Higher hedging gain**

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### THE GROUP

**FY2012/13 RESULTS**
GROUP REVENUE - FY2012/13

- Full Year Revenue: $15,098M
- Year-on-Year: $240M (+1.6%)

GROUP EXPENDITURE - FY2012/13

- Full Year Expenditure: $14,869M
- Year-on-Year: $297M (+2.0%)
**GROUP OPERATING PROFIT**  
- FY2012/13

- **Half Year Revenue**: $7,097M ($ million)
- **Full Year Op Profit**: $229M
- **Year-on-Year**: $57M, -19.9%

**Chart 1**
- Full Year Op Profit: $229M
- Year-on-Year: $57M, -19.9%

**Chart 2**
- Comparison of Group Operating Profit between 2011/12 and 2012/13 by quarter:
  - Q1: $11M, -$5M
  - Q2: $72M, $70M
  - Q3: $123M, $157M
  - Q4: $70M, -$44M
### CONTRIBUTION TO GROUP OPERATING PROFIT - FY2012/13 ($ million)

<table>
<thead>
<tr>
<th>Company</th>
<th>2012/13</th>
<th>2011/12</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore Airlines</td>
<td>187</td>
<td>181</td>
<td>+ 6</td>
<td>+ 3.3</td>
</tr>
<tr>
<td>SIA Engineering</td>
<td>128</td>
<td>130</td>
<td>- 2</td>
<td>- 1.5</td>
</tr>
<tr>
<td>SilkAir</td>
<td>97</td>
<td>105</td>
<td>- 8</td>
<td>- 7.6</td>
</tr>
<tr>
<td>SIA Cargo</td>
<td>(167)</td>
<td>(119)</td>
<td>- 48</td>
<td>- 40.3</td>
</tr>
</tbody>
</table>
GROUP NET PROFIT
- FY2012/13

Full Year Net Profit
$379M

Year-on-Year
$43M
+12.8%

- Revenue
$7,097M
($ million)

- Net Profit
$379M

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GROUP NET PROFIT
- FY2012/13

Operating Profit
Aircraft Disposal
Interest
Exceptional Items
Others
2011-12
336
-57
+57
-14
+13
379 (+43)
2012-13

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<table>
<thead>
<tr>
<th></th>
<th>2012/13</th>
<th>2011/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings Per Share (¢)</td>
<td>32.2</td>
<td>28.3</td>
</tr>
<tr>
<td>Interim Dividend Per Share (¢)</td>
<td>6.0</td>
<td>10.0</td>
</tr>
<tr>
<td>Proposed Final Dividend Per Share (¢)</td>
<td>17.0</td>
<td>10.0</td>
</tr>
<tr>
<td>Total Ordinary Dividend Per Share (¢)</td>
<td>23.0</td>
<td>20.0</td>
</tr>
</tbody>
</table>
OUTLOOK

• Sluggish recovery in United States

• Europe debt crisis

• High fuel prices

• Strong Competition

Thank You