



SIA ANALYST/MEDIA BRIEFING
Q2 & H1 FY2015/16 Results
6 November 2015



THE PARENT AIRLINE Q2 & H1 FY2015/16 RESULTS



THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2015/16

	<u>Q2 15/16</u>	<u>% Change</u>	<u>H1 15/16</u>	<u>% Change</u>
Available Seat-KM (million)	30,082	-1.6	59,602	-2.0
Revenue Pax-KM (million)	25,177	+0.6	47,691	-1.7
Passenger Load Factor (%)	83.7	+1.8 pts	80.0	+0.2 pts

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THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2015/16

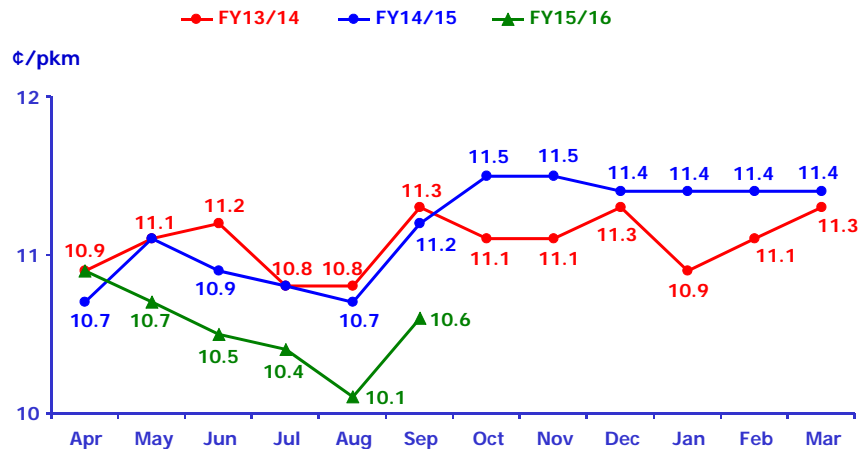
	<u>Q2 15/16</u>	<u>% Change</u>	<u>H1 15/16</u>	<u>% Change</u>
Passenger Yield (¢/pkm)	10.4	-4.6	10.5	-3.7

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THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2015/16

Monthly Pax Yields (Including Fuel Surcharge)



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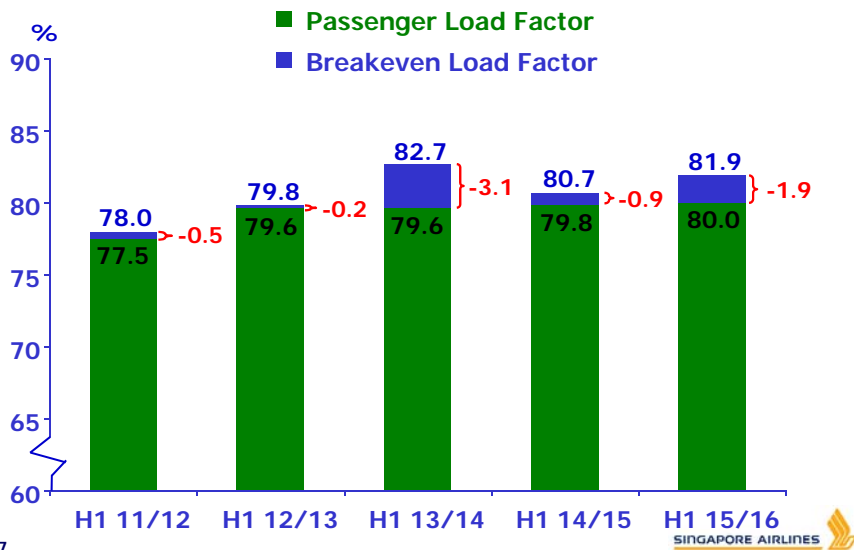
THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE – FY2015/16

	Q2 15/16	% Change	H1 15/16	% Change
Passenger Yield (¢/pkm)	10.4	-4.6	10.5	-3.7
Passenger Unit Cost (¢/ask)	8.7	-3.3	8.6	-2.3
Passenger Unit Ex-Fuel Cost (¢/ask)	5.5	+7.8	5.3	+6.0
Passenger Breakeven Load Factor (%)	83.7	+1.1 pts	81.9	+1.2 pts

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THE PARENT AIRLINE COMPANY OPERATING PERFORMANCE

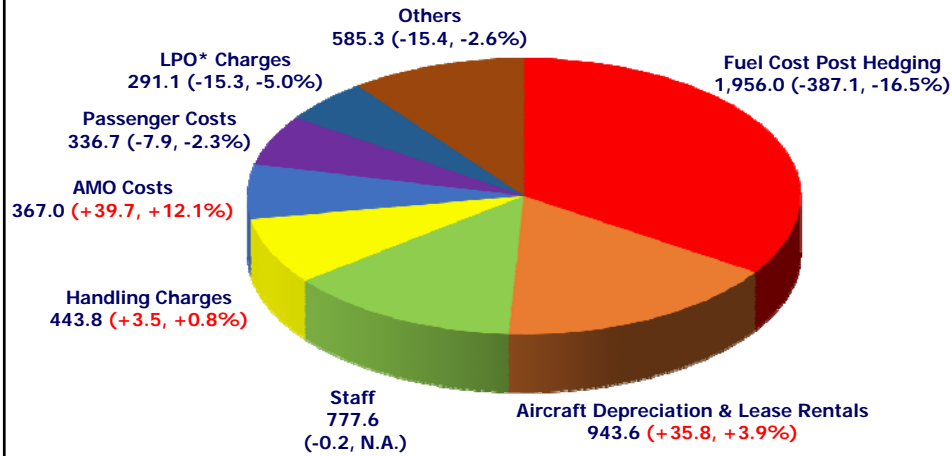


THE PARENT AIRLINE COMPANY RESULTS – FY2015/16

	Q2 15/16 \$million	Better/ (Worse) \$million	H1 15/16 \$million	Better/ (Worse) \$million
Total Revenue	2,998	(225)	5,907	(324)
Total Expenditure	2,900	185	5,701	347
- Net Fuel Cost	962	232	1,956	387
Fuel Cost	717	458	1,500	853
Fuel Hedging Loss	245	(226)	456	(466)
- Ex-fuel Cost	1,938	(47)	3,745	(40)
Operating Profit	98	(40)	206	23
Operating Profit Margin (%)	3.3	(1.0) pts	3.5	0.6 pts

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THE PARENT AIRLINE COMPANY COST COMPOSITION – H1 FY2015/16 (\$M)

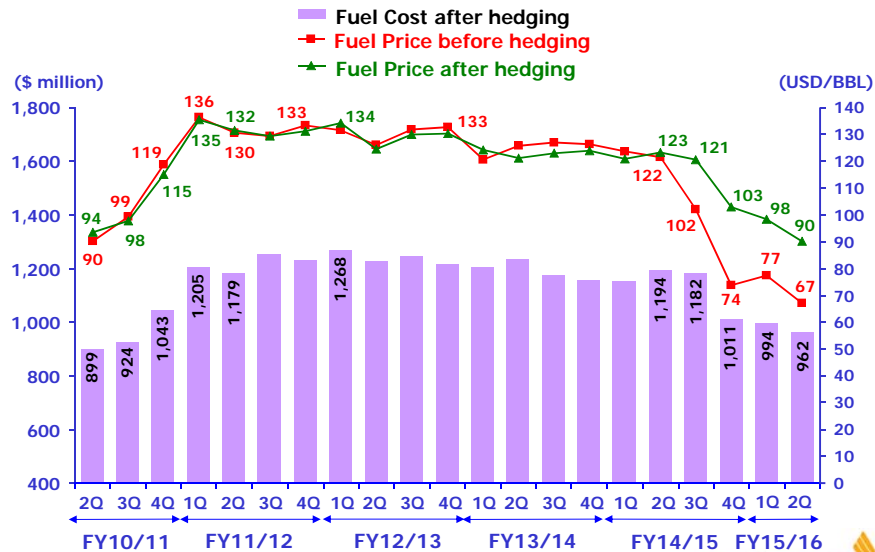


*Landing, Parking and Overflying

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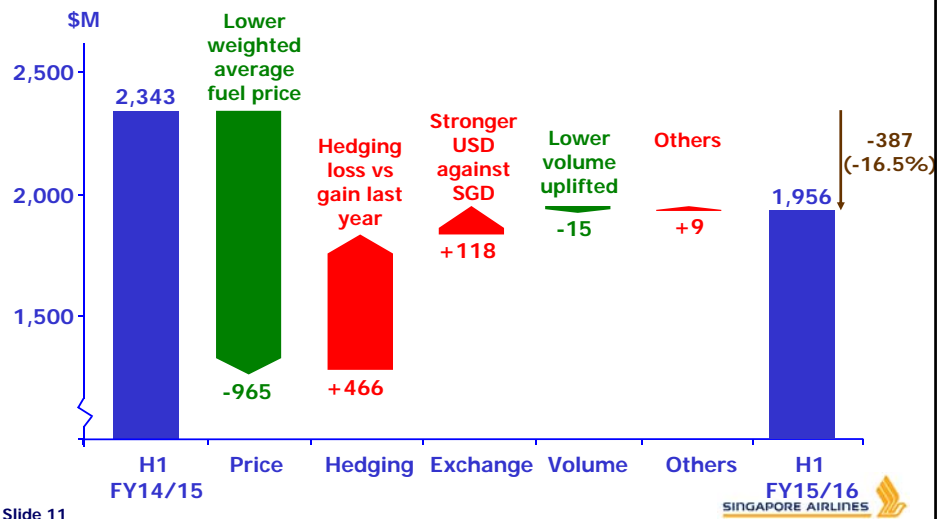
THE PARENT AIRLINE COMPANY FUEL PRICE AND EXPENDITURE - TREND



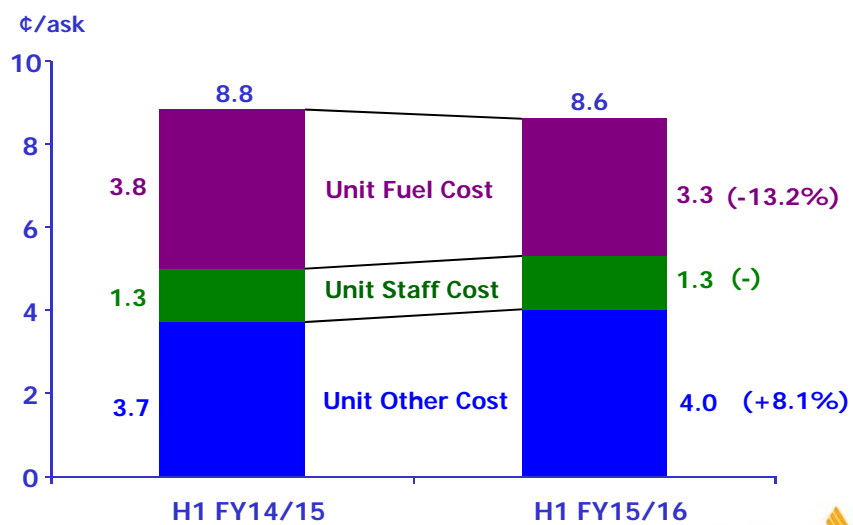
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THE PARENT AIRLINE COMPANY FUEL EXPENDITURE – H1 FY2015/16



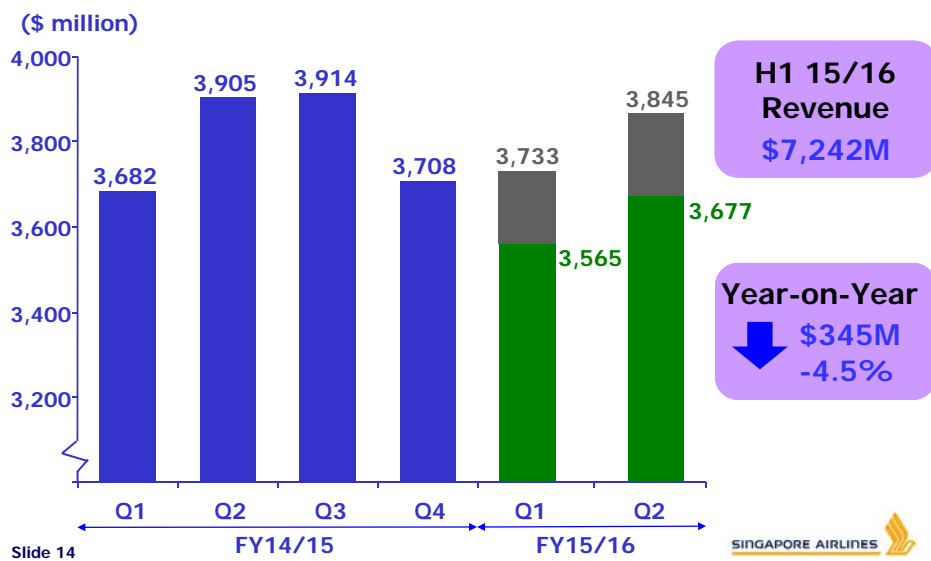
THE PARENT AIRLINE COMPANY UNIT COST ANALYSIS – H1 FY2015/16



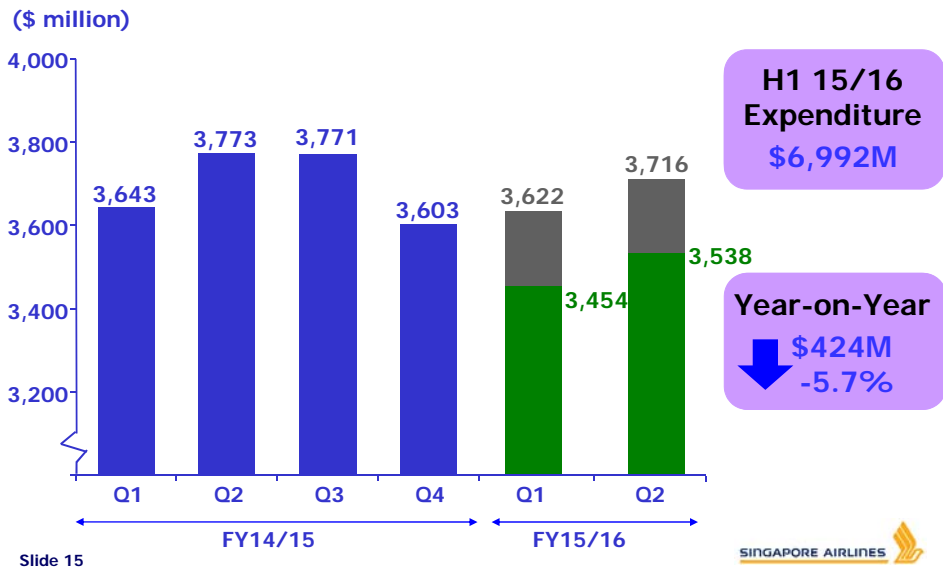
SIA GROUP Q2 & H1 FY2015/16 RESULTS



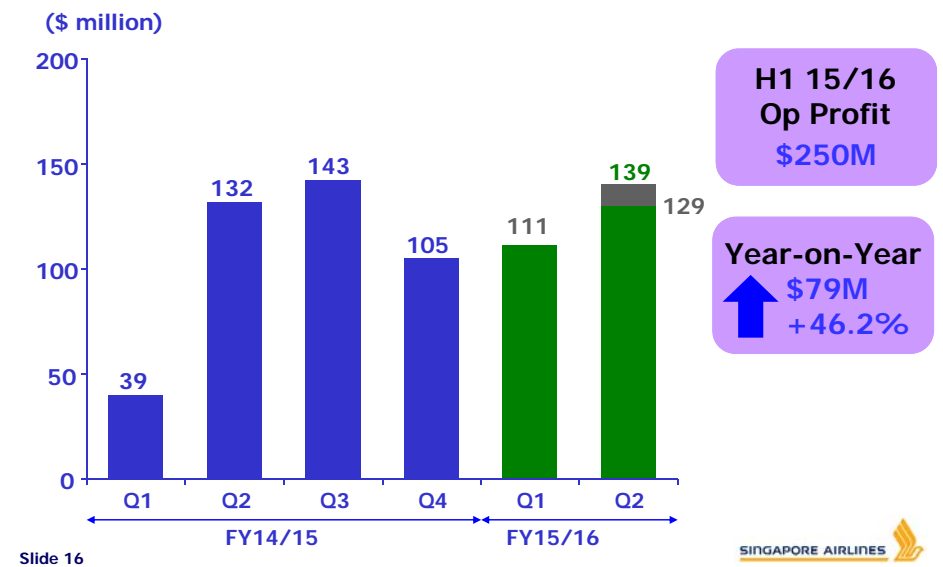
GROUP REVENUE – FY2015/16



GROUP EXPENDITURE – FY2015/16



GROUP OPERATING PROFIT – FY2015/16



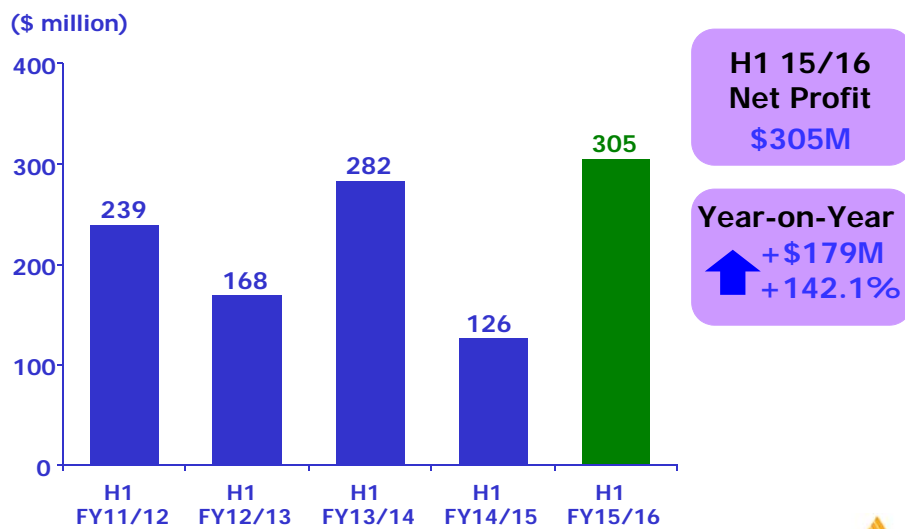
CONTRIBUTION TO GROUP OPERATING PROFIT – FY2015/16 (\$ million)

	<u>H1 15/16</u>	<u>H1 14/15</u>	<u>Change</u>	<u>% Change</u>
Singapore Airlines	206	183	+ 23	+ 12.6
SIA Engineering	48	37	+ 11	+ 29.7
SilkAir	26	5	+ 21	+ n.m.
SIA Cargo	(12)	(34)	+ 22	+ 64.7
Scout	(22)	(44)	+ 22	+ 50.0

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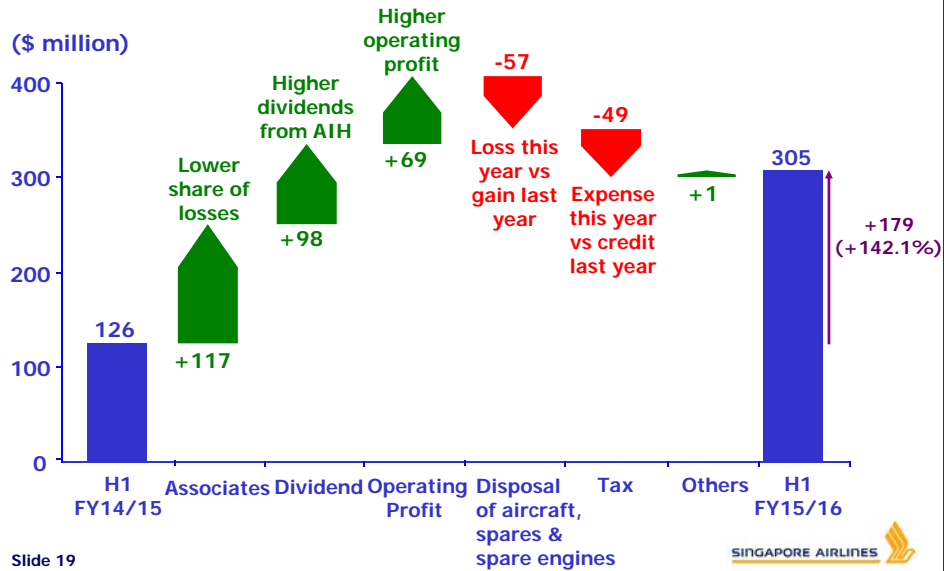
GROUP NET PROFIT – FY2015/16



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GROUP PROFIT ATTRIBUTABLE TO OWNERS OF PARENT – H1 FY2015/16



GROUP RESULTS – 1H FY2015/16

	<u>1H 1516</u>	<u>1H 1415</u>
EBITDAR Per Share (\$)	1.39	1.09
Earnings Per Share (¢)	26.1	10.7
Interim Dividend Per Share (¢)	10.0	5.0
	<u>At 30 Sep 15</u>	<u>At 31 Mar 15</u>
Net Asset Value Per Share (\$)	10.83	10.66

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SINGAPORE AIRLINES

FLEET DEVELOPMENT – SIA

	<u>No. of Aircraft</u>
Operating Fleet as at 30 September 2015	104
IN: Delivery of A350-900s	+ 3
Entry of A330-300 into service	+ 1
Entry of 777-300ER into service	+ 1
Delivery of 777-300ER	+ 1
OUT: Decommissioned A330-300s	- 2
Decommissioned 777-300	- 1
Decommissioned 777-200ER	- 1
Operating Fleet as at 31 March 2016	<u>106</u>

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SINGAPORE AIRLINES 

FLEET DEVELOPMENT – SLK

	<u>No. of Aircraft</u>
Operating Fleet as at 30 September 2015	29
IN: Delivery of 737-800	+ 1
OUT: Decommissioned A319-100	- 1
Operating Fleet as at 31 March 2016	<u>29</u>

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SINGAPORE AIRLINES 

FLEET DEVELOPMENT – SCOOT

	<u>No. of Aircraft</u>
Operating Fleet as at 30 September 2015	8
IN: Delivery of 787-8s	+ 2
Delivery of 787-9	+ 1
OUT: Decommissioned 777-200	- 1
Operating Fleet as at 31 March 2016	<u>10</u>

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FLEET DEVELOPMENT – TIGER

	<u>No. of Aircraft</u>
Operating Fleet as at 30 September 2015	24
OUT: Decommissioned A320	- 1
Operating Fleet as at 31 March 2016	<u>23</u>

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GROUP CAPITAL EXPENDITURE

	<u>FY16/17</u>	<u>FY17/18</u>	<u>FY18/19</u>	<u>FY19/20</u>	<u>FY20/21</u>
Aircraft	3,000	4,300	5,100	5,000	3,900
Other Assets	100	150	150	100	100
Total	3,100	4,450	5,250	5,100	4,000

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GROUP FUEL HEDGING POSITION

<u>For the period Oct 15 to Mar 16</u>	Jet Fuel
Percentage hedged (%)	50.7*
Average hedged price (USD/BBL)	93*

* includes Brent contracts which have been rolled over to MOPS.

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STRATEGIC DEVELOPMENTS



SIA

SERVICE



- CEM

PRODUCT



- Cabin
- Lounge
- New Aircraft

NETWORK



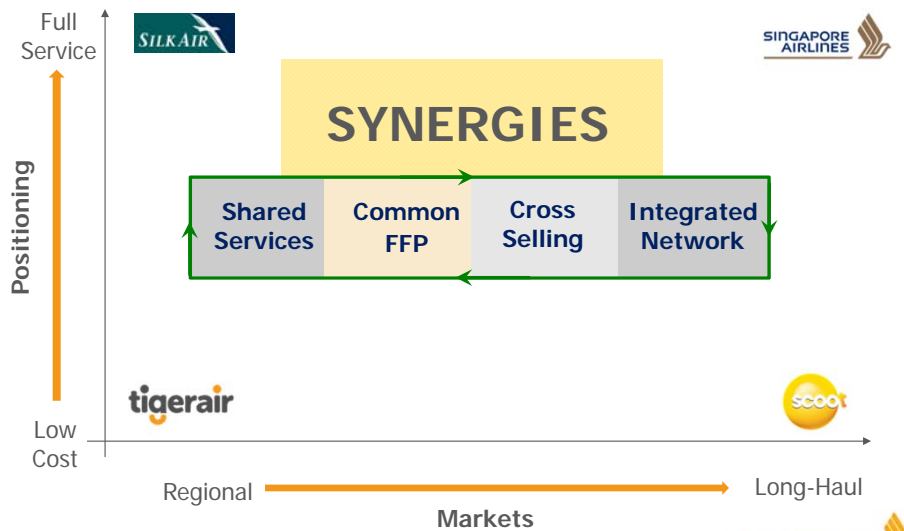
- Organic
- Partnerships



PORTFOLIO STRATEGY



PORTFOLIO STRATEGY



MULTI-HUBS

Vistara

- Currently has 8 Airbus A320s; 9 by Dec 2015
- 12 cities and 297 weekly flights. Up to 325 weekly flights by Dec 2015
- 2 new destinations – BBI (1 Oct 2015) & VNS (21 Oct 2015)
- Highest on-time performance and lowest complaints amongst all Indian domestic airlines



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SINGAPORE AIRLINES 

MULTI-HUBS

NokScoot

- Low cost carrier based in Don Mueang International Airport, Bangkok
- Expanding its operation in 2H 2015 –
 - Nanjing in June (from 4x to 6x weekly),
 - Taipei in October (4x weekly)
 - Qingdao in November (4x weekly)
- Focused on China in part due to restriction in operating to Korea and Japan



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SINGAPORE AIRLINES 

NEW REVENUE/BUSINESS



Airbus Asia Training Centre

- A350 simulator entered into service in Oct 2015 – first course delivered in Asia Pacific on A350
- A320 simulator ordered and due to enter into service in Apr 2016
- Relocation to Seletar state-of-the-art facility planned for Mar 2016
- Start of operation in the new building planned for 1 Apr 2016



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SINGAPORE AIRLINES 



 SINGAPORE AIRLINES

Thank You