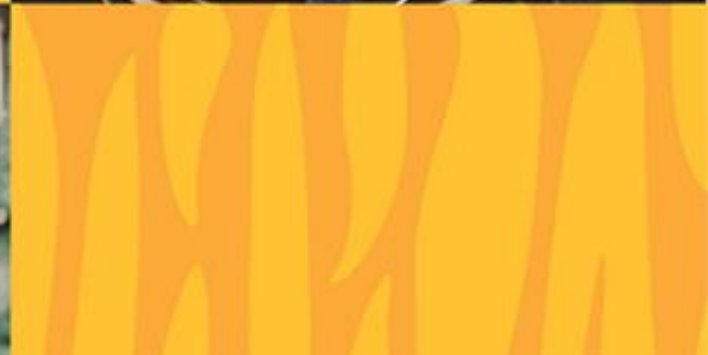


The Tigerair logo is displayed in a bold, dark grey font against a bright orange background. The word "tigerair" is written in lowercase, with a white curved shape under the letter "i" that resembles a tiger's tail or a stylized bird.

quarter ended 31 december 2015
3QFY16 results

22 january 2016



3QFY16 Financial & Operating Performance

**"we embrace the simple belief that travel is about bringing people closer together,
and about creating great experiences and memories."**

3QFY16 results



SGD'm	3QFY16	3QFY15 (restated)	% chg
revenue	187.4	184.6	1.5
expenses	(177.3)	(180.5)	(1.8)
operating profit	10.0	4.1	n.m.
net profit after tax	6.8	2.2	n.m.
basic earnings per share (cents)	0.27	0.18	50.0

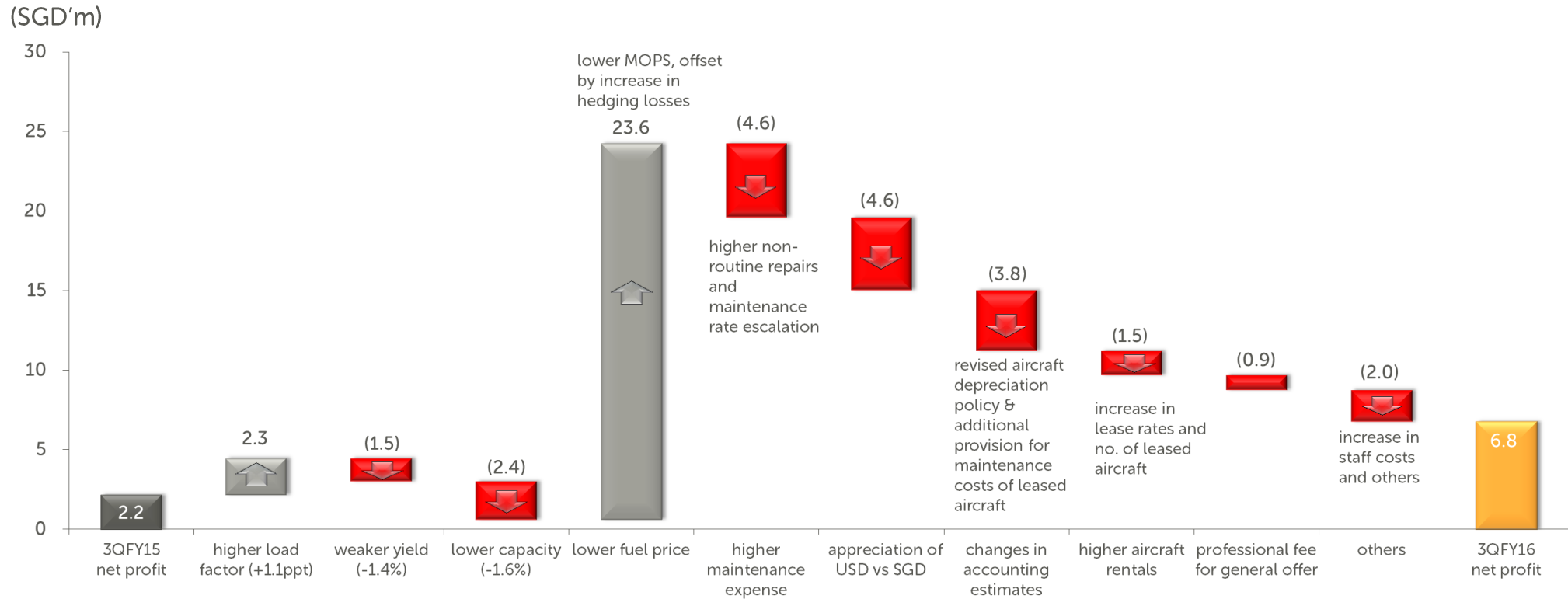
Note: Restated to change the presentation of revenue such that ancillary revenue from call centre and merchant acquiring fee are reported on gross basis

n.m. – not meaningful or variance is greater than 100%

- Improvement in net profit of \$6.8m in 3QFY16 compared to \$2.2m in 3QFY15.
- Operating profit rose to \$10.0m in 3QFY16 compared \$4.1m in 3QFY15.
- This was primarily due to lower fuel costs.

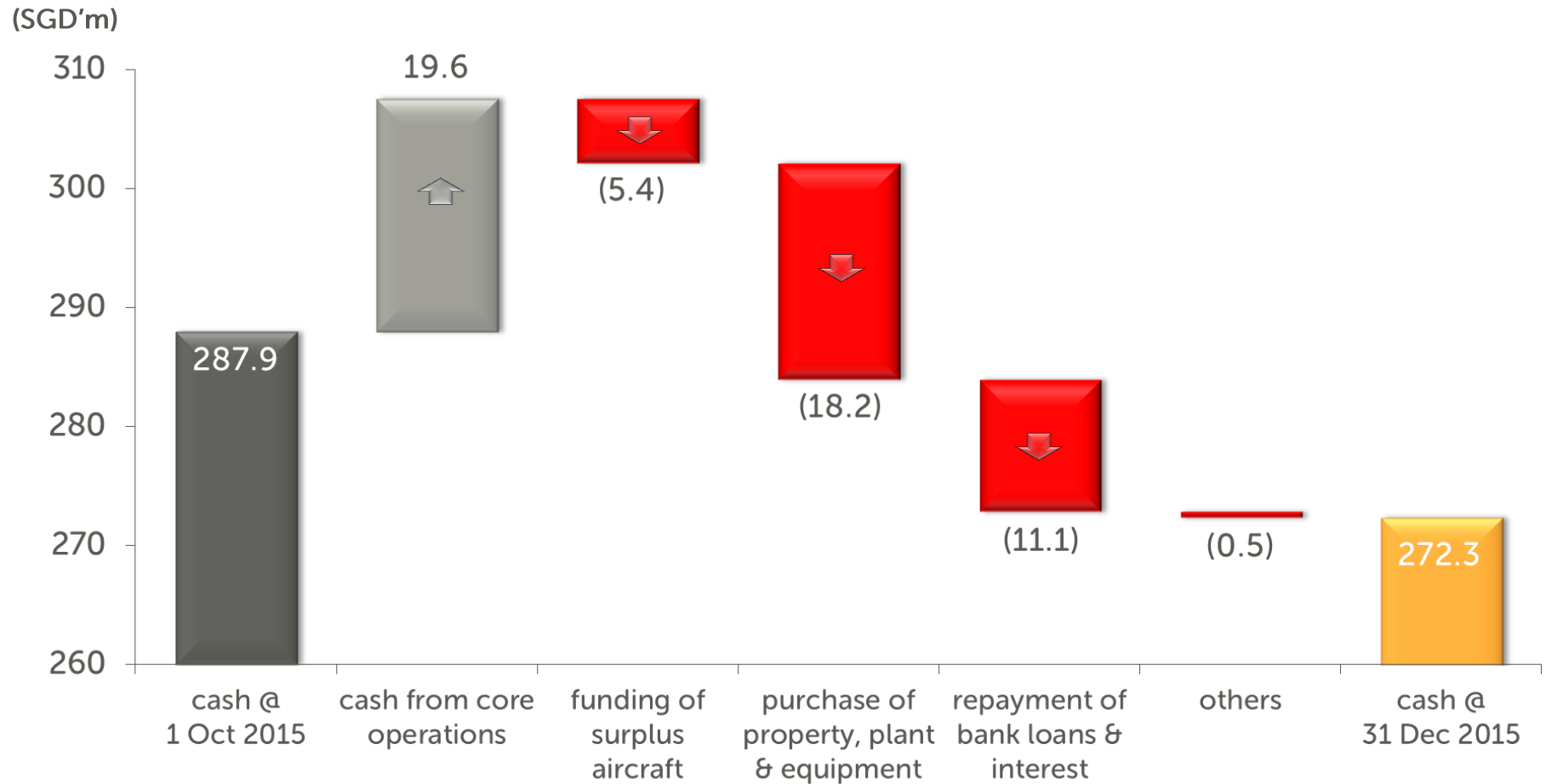
3QFY16 net profit

- Net profit for 3QFY16 improved by \$4.6m to \$6.8m.



3QFY16 cash flow movement

- Cash decreased by \$15.6m for the quarter



Statement of financial position



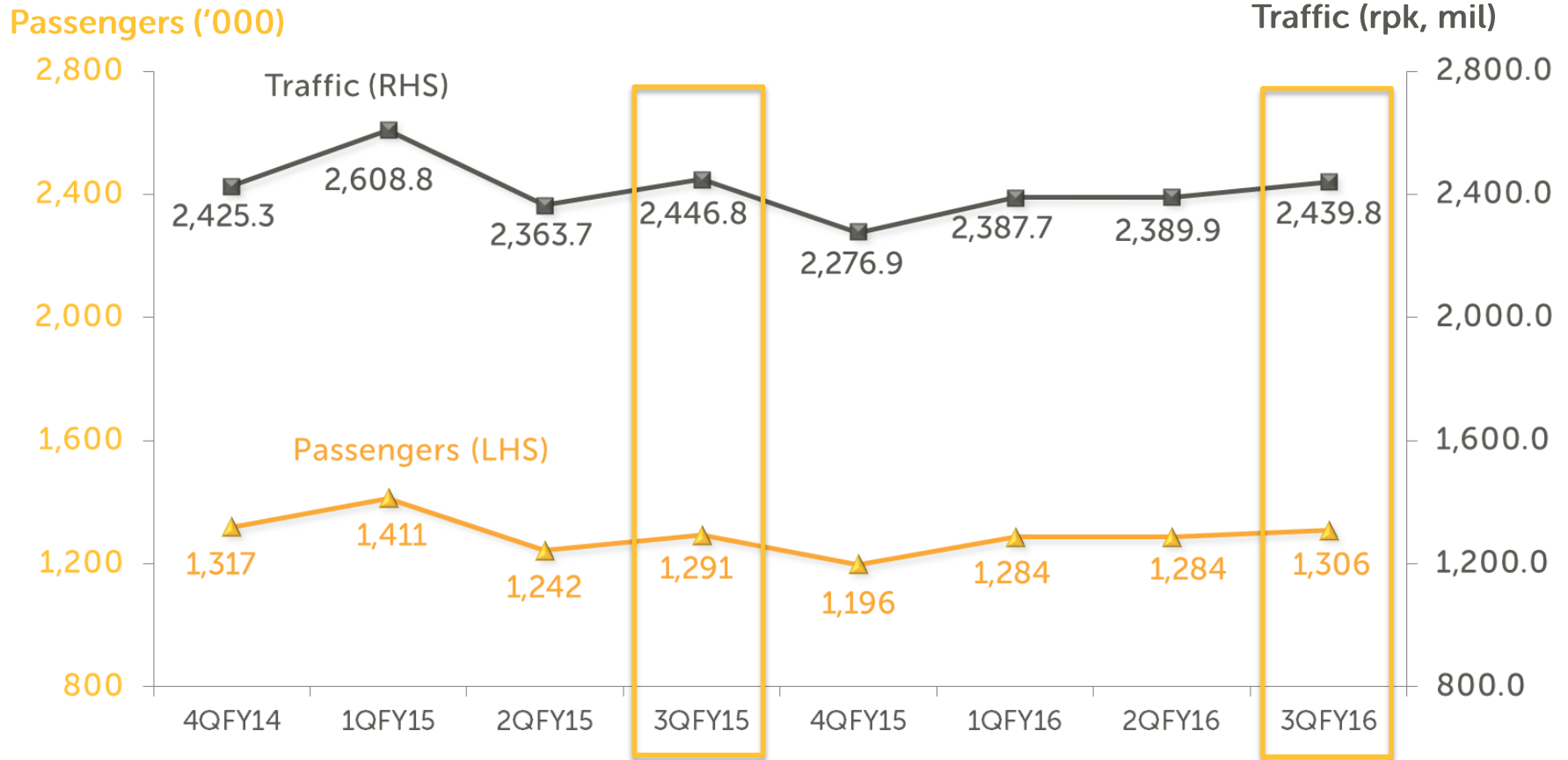
As at 31 December 2015

- Total assets decreased by \$52.3m to \$970.1m, mainly due to depreciation of property, plant and equipment and lower cash and receivables balances, offset by pre-delivery payments for new aircraft order.
- Total liabilities decreased by \$38.7m to \$768.3m, mainly due to repayment of bank loans, net payment to related companies and lower payables balances, offset by long term deposits received.
- Net debt position of \$6.9m.

SGD'm	31 Dec15	31 Mar15
assets		
cash	272.3	310.2
property, plant & equipment	442.9	453.5
prepayments	50.0	41.7
other assets	204.9	217.0
total assets	970.1	1,022.4
liabilities		
total debt	(279.2)	(307.0)
other liabilities	(489.1)	(500.0)
total liabilities	(768.3)	(807.0)
total equity	(201.8)	(215.4)

Passengers & traffic

- Number of booked passengers increased by 1.2% y-o-y
- Traffic decreased by 0.3% y-o-y

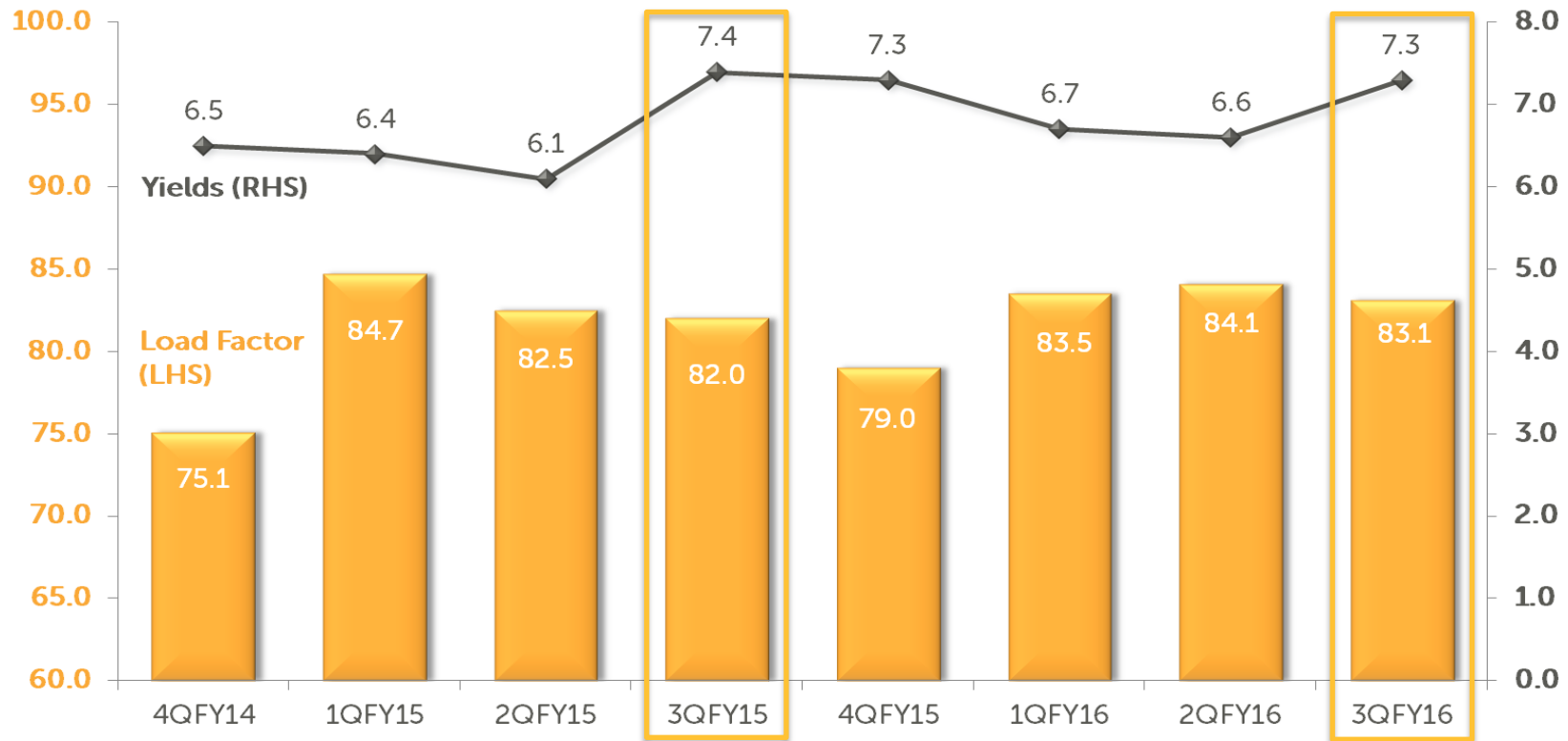


Load factor & yield

- Load factor increased by 1.1ppt to 83.1%
- Yield decreased by 1.4% to 7.3 cents/rpk

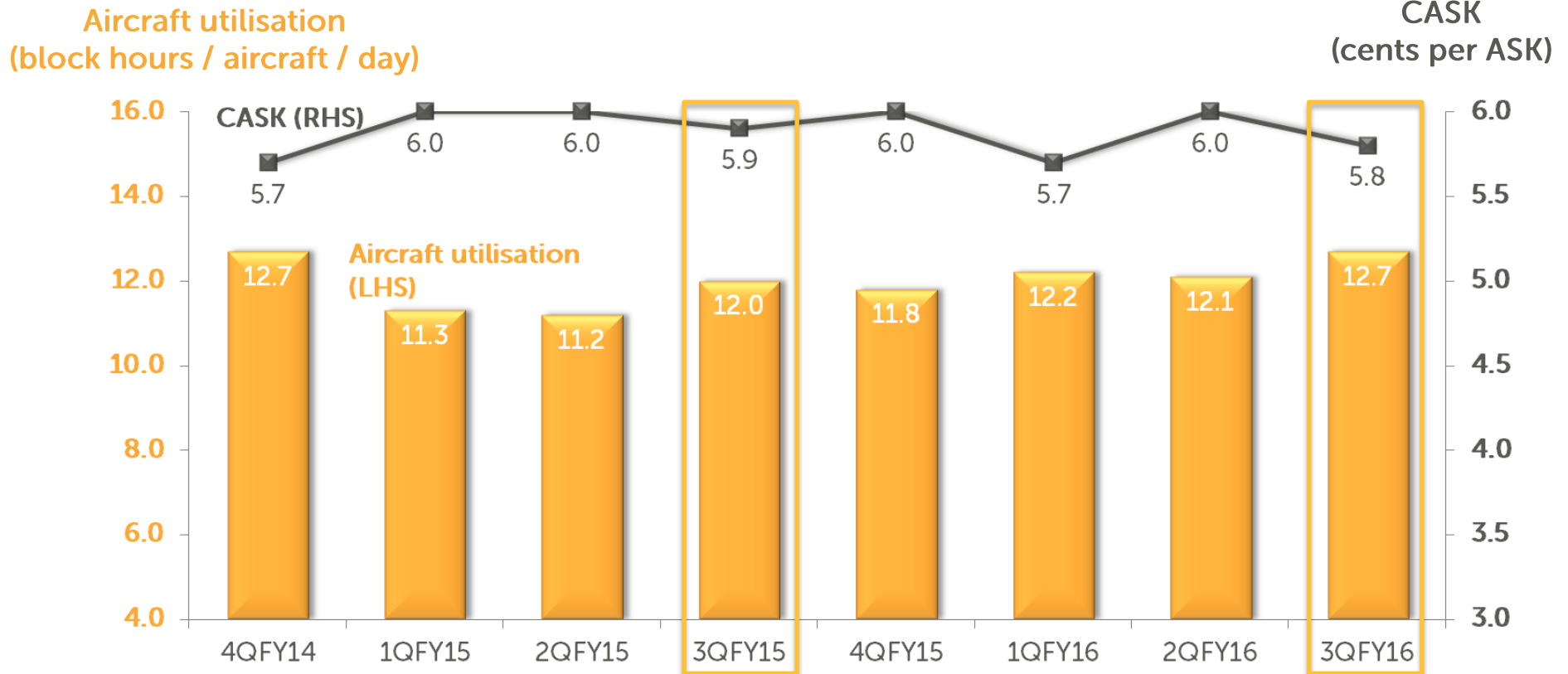
Load Factor (%)

Yield (cents per rpk)



Aircraft utilisation & CASK

- Unit cost decreased by 1.7% to 5.8 cents/ask; excluding changes in accounting estimates related to revised aircraft depreciation policy and provision for maintenance costs of leased aircraft, unit cost would have declined by 3.4% to 5.7 cents/ASK.
- 5.8% y-o-y improvement in aircraft utilisation to 12.7 hours/aircraft/day



Operating statistics



Singapore Operations	3QFY16	3QFY15 (Restated)	% chg	9MFY16	9MFY15 (Restated)	%chg
passengers booked (thousands)	1,306	1,291	1.2%	3,874	3,944	(1.8)%
revenue passenger-kilometre, rpk (m)	2,439.8	2,446.8	(0.3)%	7,217.4	7,419.4	(2.7)%
available seat-kilometre, ask (m)	2,936.8	2,983.5	(1.6)%	8,636.6	8,929.1	(3.3)%
load factor, rpk/ask (%)	83.1	82.0	1.1 ppt	83.6	83.1	0.5 ppt
fare per passenger (\$)	109.8	114.9	(4.4)%	102.9	100.0	2.9%
ancillary and other revenue per passenger (\$)	27.0	25.1	7.6%	25.6	24.7	3.6%
revenue per rpk (cents)	7.3	7.4	(1.4)%	6.9	6.6	4.5%
cost per ask, cask (cents)	5.8	5.9	(1.7)%	5.8	6.0	(3.3)%
cask excluding fuel and forex (cents)	3.9	3.4	14.7%	3.8	3.4	11.8%
breakeven load factor (%)	79.5	79.7	(0.2) ppt	84.1	90.9	(6.8) ppt
aircraft utilisation (block hours/aircraft/day)	12.7	12.0	5.8%	12.4	11.5	7.8%
average sector length flown (km)	1,872.0	1,893.0	(1.1)%	1,851.4	1,866.6	(0.8)%



Commercial Development

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Mobile Check-in Using App

- Launched on 7-Dec
- Smooth travel experience with Tigerair Mobile App
 - Paper-free e-boarding pass
 - Queue-free
- Eligible for passengers travelling out of Singapore with only carry-on baggage and no visa or other entry requirements.
- For selected destinations ex-Singapore, including :
 - China (Hong Kong, Macau)
 - Indonesia (Denpasar, Jakarta, Surabaya)
 - Malaysia (Ipoh, Kuala Lumpur, Langkawi, Penang)
 - Maldives (Male)
 - Philippines (Clark, Cebu, Kalibo, Manila)

New destination - Lucknow

Lucknow Inaugural flight

- 6th Indian destination TR2676 first flight on 3-Dec
- Only carrier to operate direct flights between Singapore and Lucknow



Commercial and Operations team at dedicated Lucknow check-in counter



Staff welcoming passengers before departure

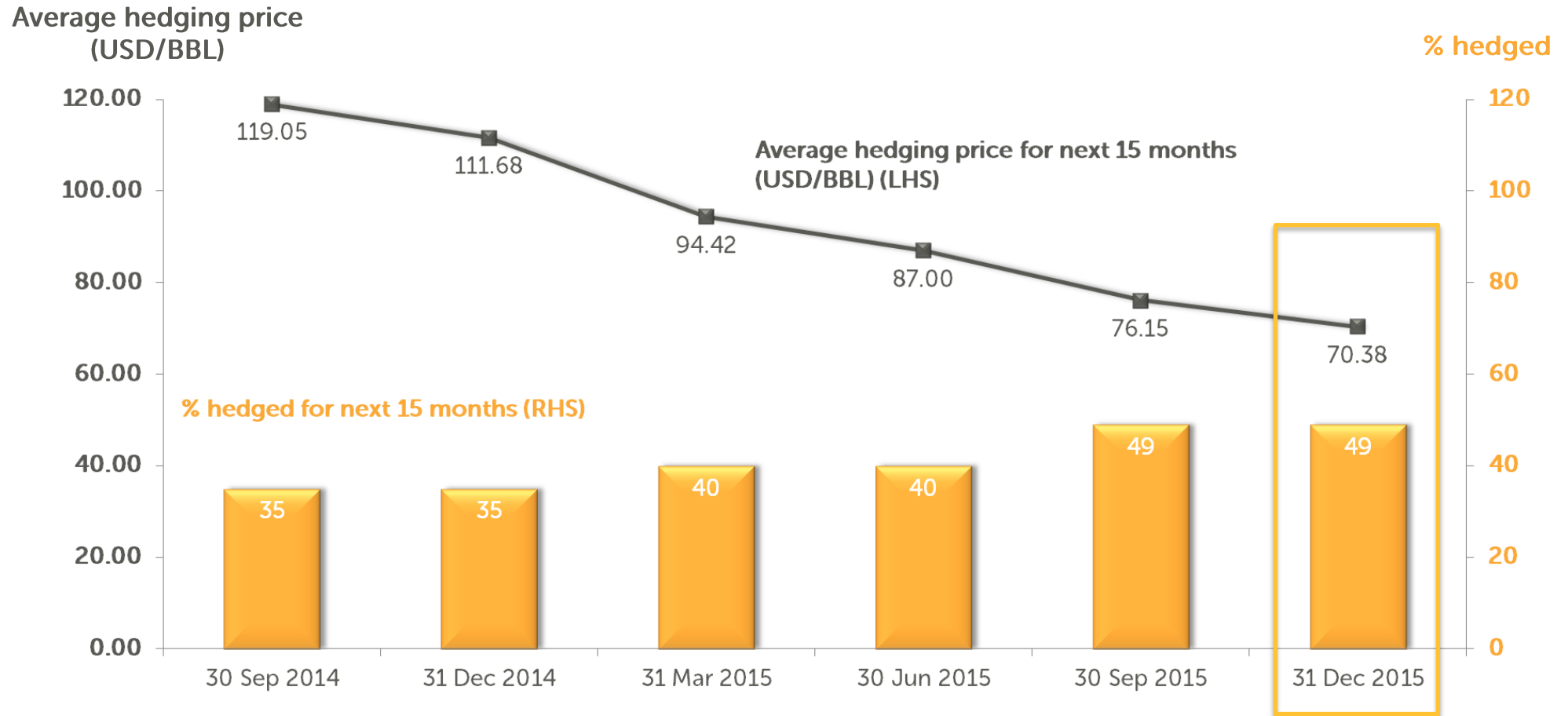


Kathak dancers at gate hold room

Hedging

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Fuel hedging



Sensitivity Analysis

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Jet fuel price

- Every US\$1 per bbl change in jet fuel price would impact the Group's quarterly Profit Before Tax by approximately **\$0.7m**, before taking into account the hedges

Foreign currency

- Every 1% change in the exchange rate of USD/SGD would impact the Group's quarterly Profit Before Tax by approximately **\$1.0m**, before taking into account the hedges

Fleet

**"we embrace the simple belief that travel is about bringing people closer together,
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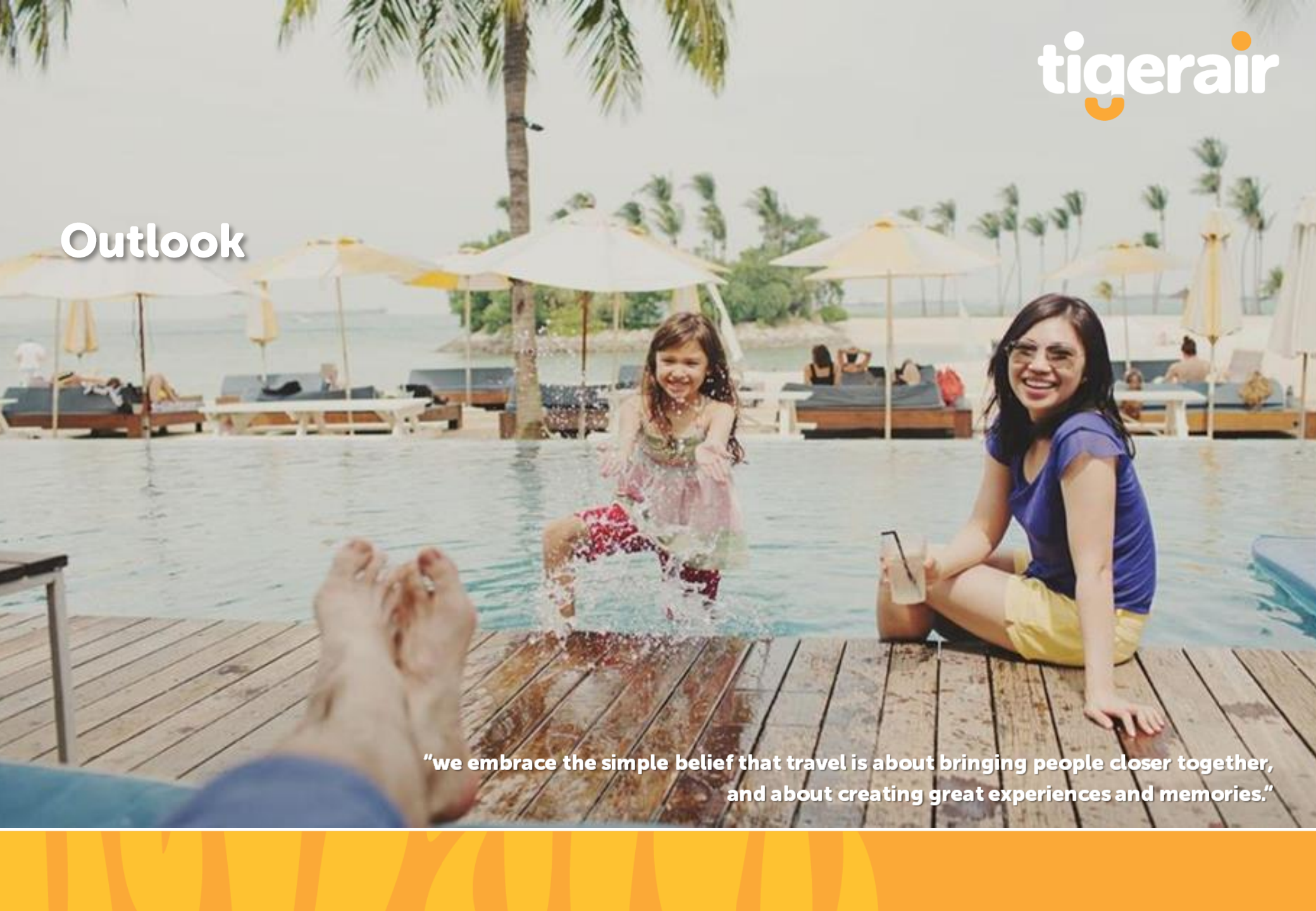
Singapore Operations Fleet	Number of Aircraft
As at 31 December 2015	operating fleet of 23 aircraft (21 A320, 2 A319)

Fleet composition is expected to remain unchanged as at 31 March 2016

The Tigerair logo is positioned in the top right corner of the image. It features the word "tigerair" in a white, lowercase, sans-serif font. A small orange circle is placed above the letter "i", and a larger orange shape resembling a tiger's tail is positioned below the letter "a".

tigerair

Outlook

The background of the advertisement is a photograph of a tropical resort. In the foreground, a woman with long dark hair, wearing a blue t-shirt and yellow shorts, is sitting on a wooden deck by a swimming pool. She is smiling and holding a drink. In the middle ground, a young girl in a pink dress is splashing water in the pool. In the background, there are several lounge chairs with blue cushions, white umbrellas, and palm trees under a clear sky. The overall atmosphere is relaxed and vacation-oriented.

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- The Group expects macroeconomic conditions to remain uncertain and surplus capacity in the industry will continue to exert downward pressure on yields in the near term. Nevertheless, the low fuel price environment offers some respite and the Group will continue to work hard to optimise its loads and yields.
- The Group will continue to deepen its collaboration with Scoot and the rest of the Singapore Airlines Group for future sustainable growth.

A man in a light blue shirt is carrying a baby on his shoulders. The baby is wearing a white jacket and dark pants. The man is smiling and has his hands on the baby's face. They are in a city street with buildings in the background.

tigerair

thank you

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