



SIA GROUP FINANCIAL RESULTS

**For 3rd Quarter and 9 Months
Ended 31 December 2017**



SIA GROUP

Q3 & 9M FY2017-18



SIA GROUP

Q3 & 9M FY2017-18

SINGAPORE AIRLINES



Operating Result

	<u>Q3</u>	<u>Q3</u>	<u>Better/</u>	<u>9M</u>	<u>9M</u>	<u>Better/</u>
	<u>FY17/18</u>	<u>FY16/17</u>	<u>(Worse)</u>	<u>FY17/18</u>	<u>FY16/17</u>	<u>(Worse)</u>
	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>
Total Revenue	4,076.7	3,846.9	6.0	11,788.8	11,157.6	5.7
Total Expenditure	3,747.3	3,554.0	(5.4)	10,946.0	10,562.4	(3.6)
-- Net fuel cost	1,024.7	938.6	(9.2)	2,880.8	2,780.3	(3.6)
<i>Fuel cost</i>	<i>1,068.7</i>	<i>896.4</i>	<i>(19.2)</i>	<i>2,895.9</i>	<i>2,450.8</i>	<i>(18.2)</i>
<i>Fuel hedging (gain)/loss</i>	<i>(44.0)</i>	<i>42.2</i>	<i>n.m.</i>	<i>(15.1)</i>	<i>329.5</i>	<i>n.m.</i>
-- Non-fuel expenditure	2,722.6	2,615.4	(4.1)	8,065.2	7,782.1	(3.6)
Operating Profit	329.4	292.9	12.5	842.8	595.2	41.6
Operating Profit Margin (%)	8.1	7.6	0.5 pt	7.1	5.3	1.8 pts

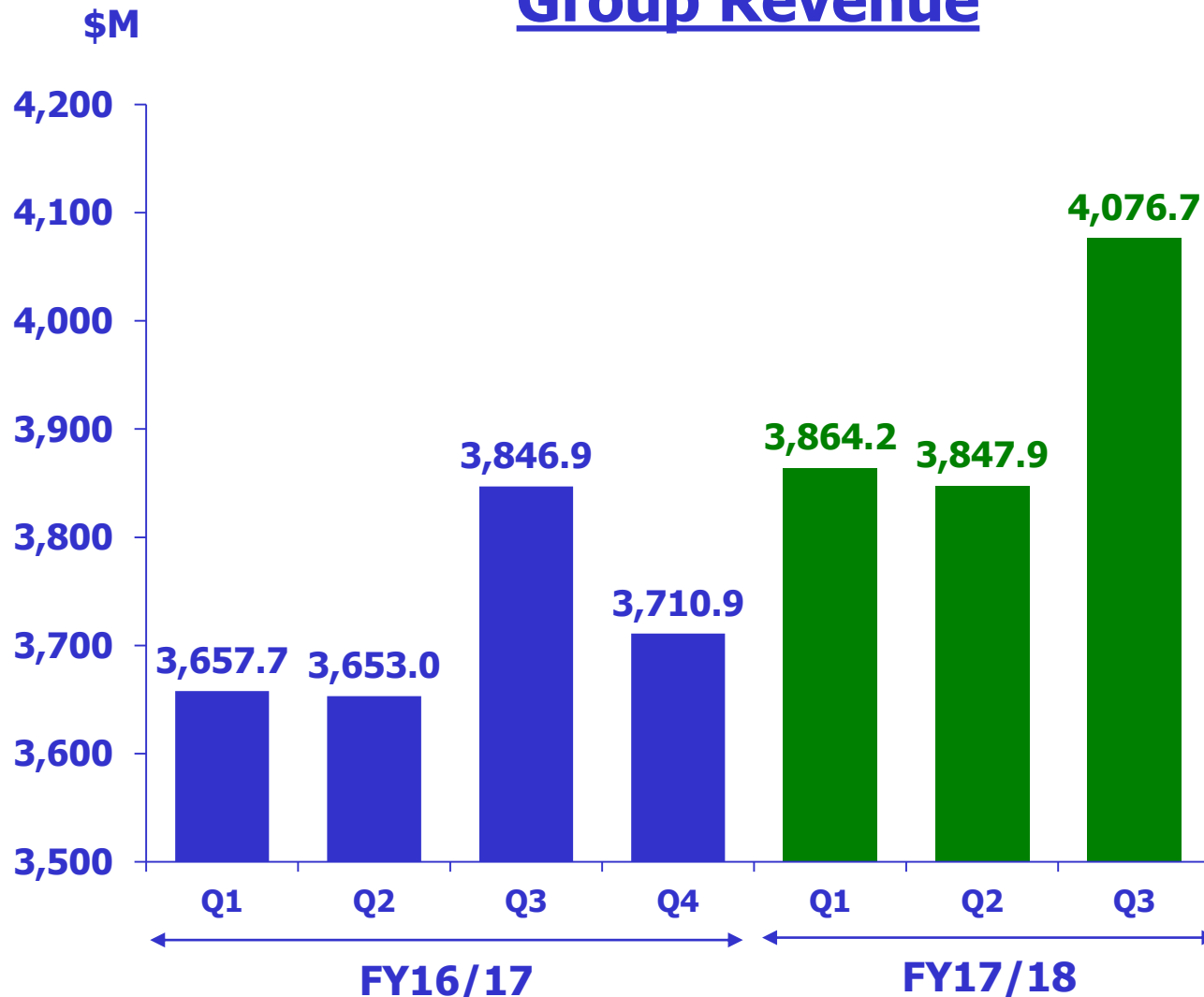
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Q3 & 9M FY2017-18

SINGAPORE AIRLINES



Group Revenue



9M FY17/18
\$11,788.8M

Year-on-Year
 **\$631.2M**
(+5.7%)

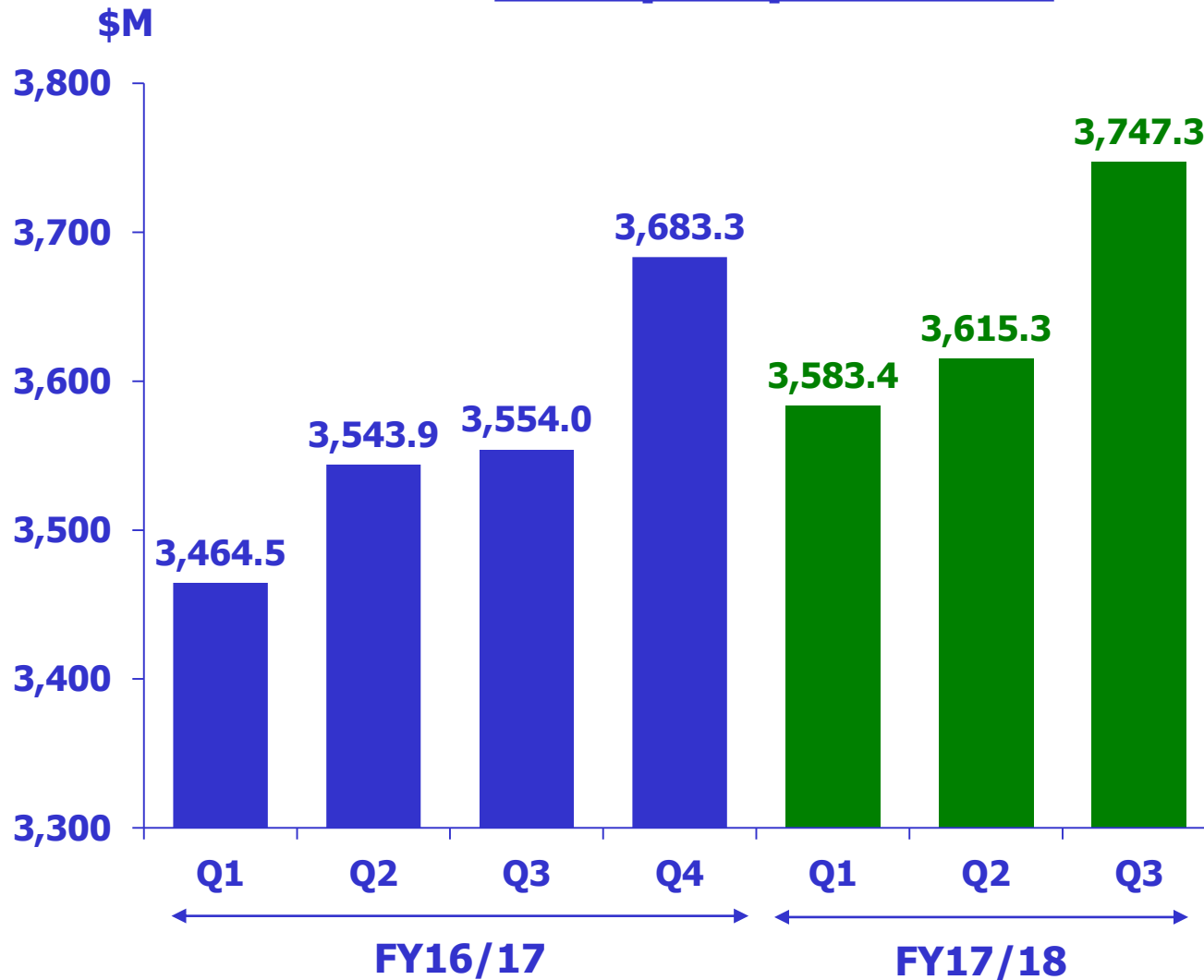
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Q3 & 9M FY2017-18

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Group Expenditure

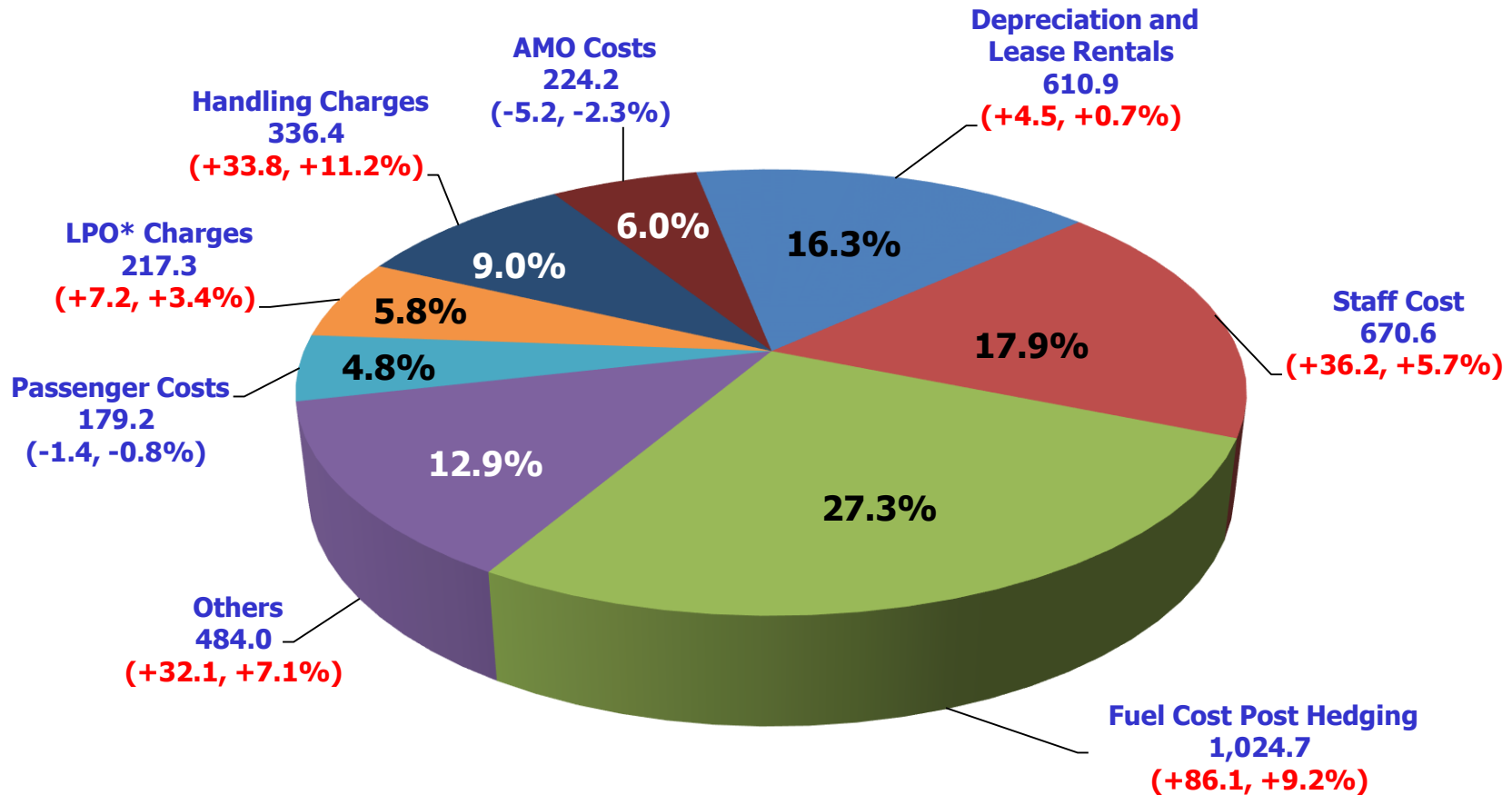


9M FY17/18
\$10,946.0M

Year-on-Year
 **\$383.6M**
(+3.6%)



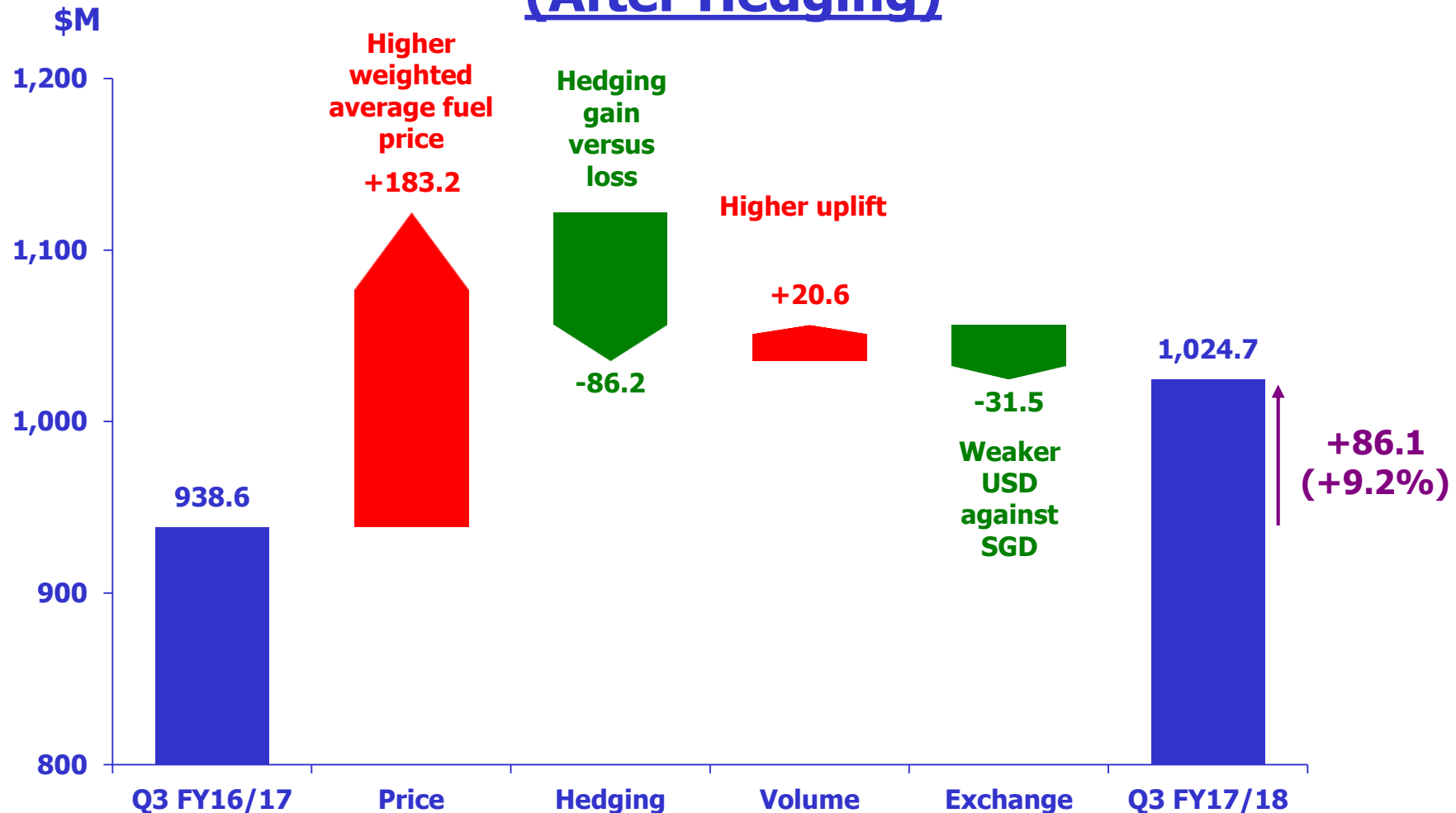
Cost Composition (\$M)



**Landing, Parking and Overflying*



Composition of Increase in Fuel Cost (After Hedging)



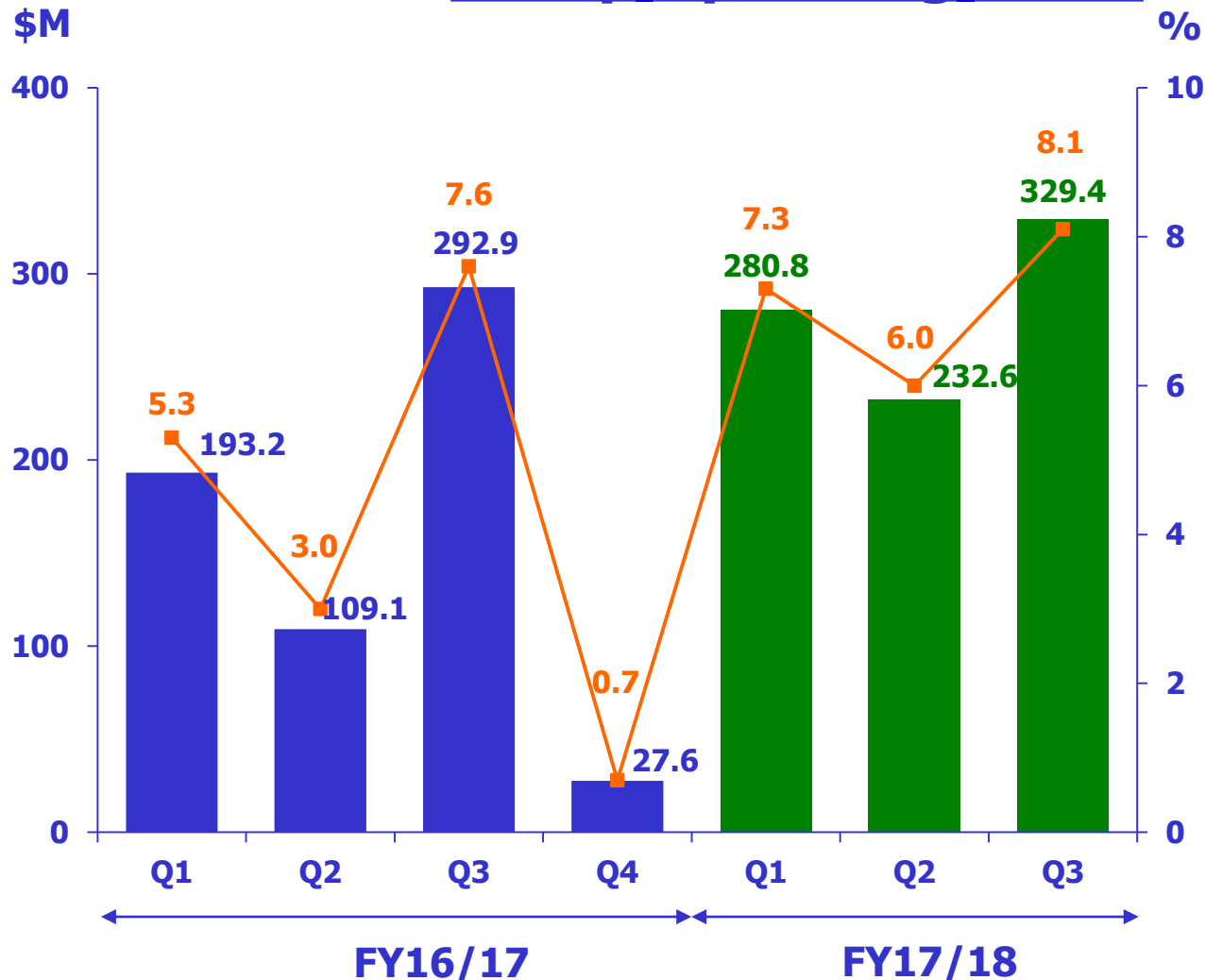
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Group Operating Profit



9M FY17/18
Op. Profit
\$842.8M

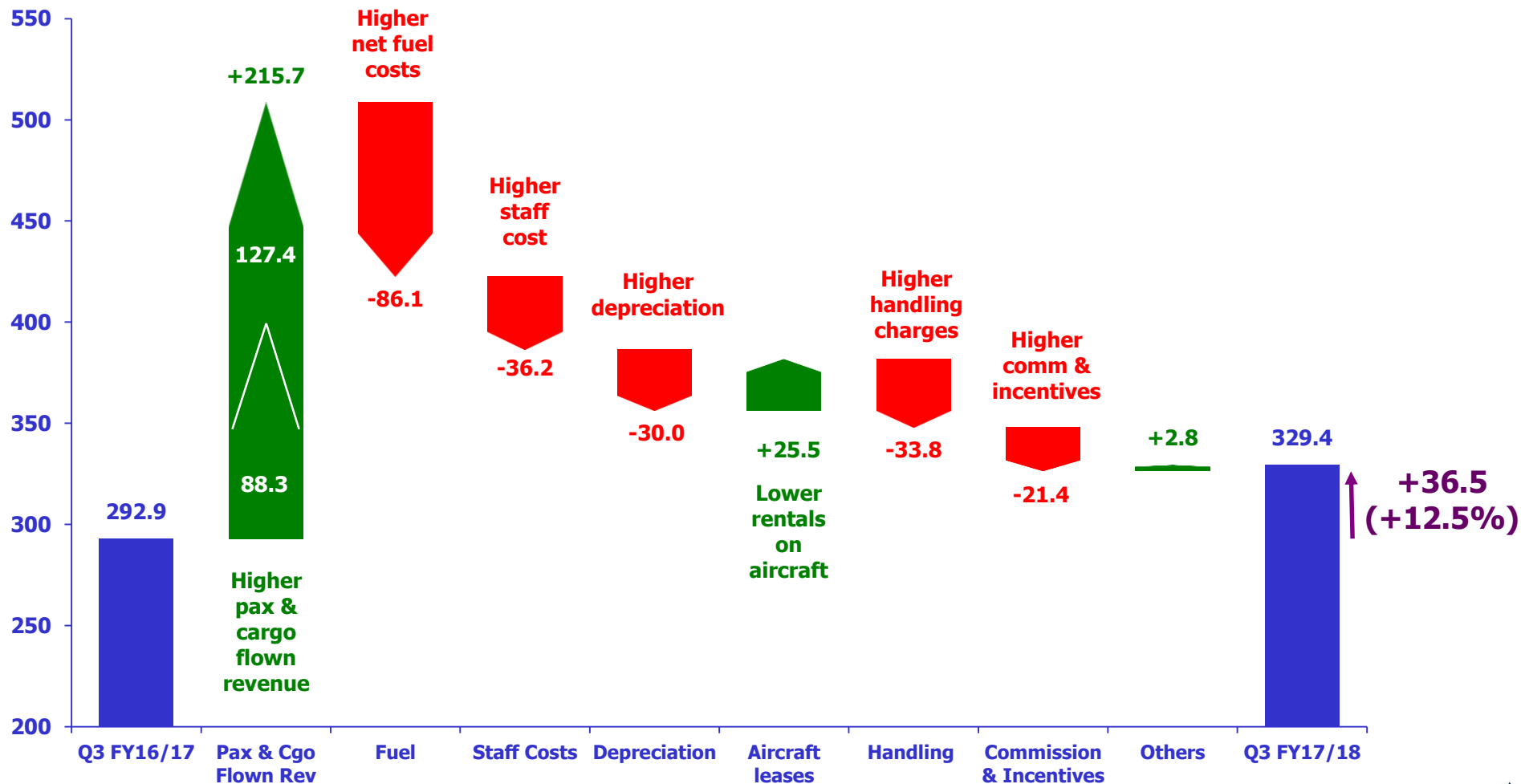
↑ **+\$247.6M**
(+41.6%)

Operating
Profit Margin
↑ **1.8% pts**



Composition of Increase in Operating Profit

\$M





Group Operating Profit

	<u>Q3</u> <u>FY17/18</u>	<u>Q3</u> <u>FY16/17</u>	<u>Better/</u> <u>(Worse)</u>	<u>Better/</u> <u>(Worse)</u>
	<u>(\$M)</u>	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>
SIA	154.8	151.2	3.6	2.4
SIAEC Group	18.2	25.2	(7.0)	(27.8)
SIA Cargo	88.2	53.6	34.6	64.6
SilkAir	18.7	29.7	(11.0)	(37.0)
Scoot	43.2	28.5	14.7	51.6
Others	6.3	4.7	1.6	34.0
Group Total	329.4	292.9	36.5	12.5

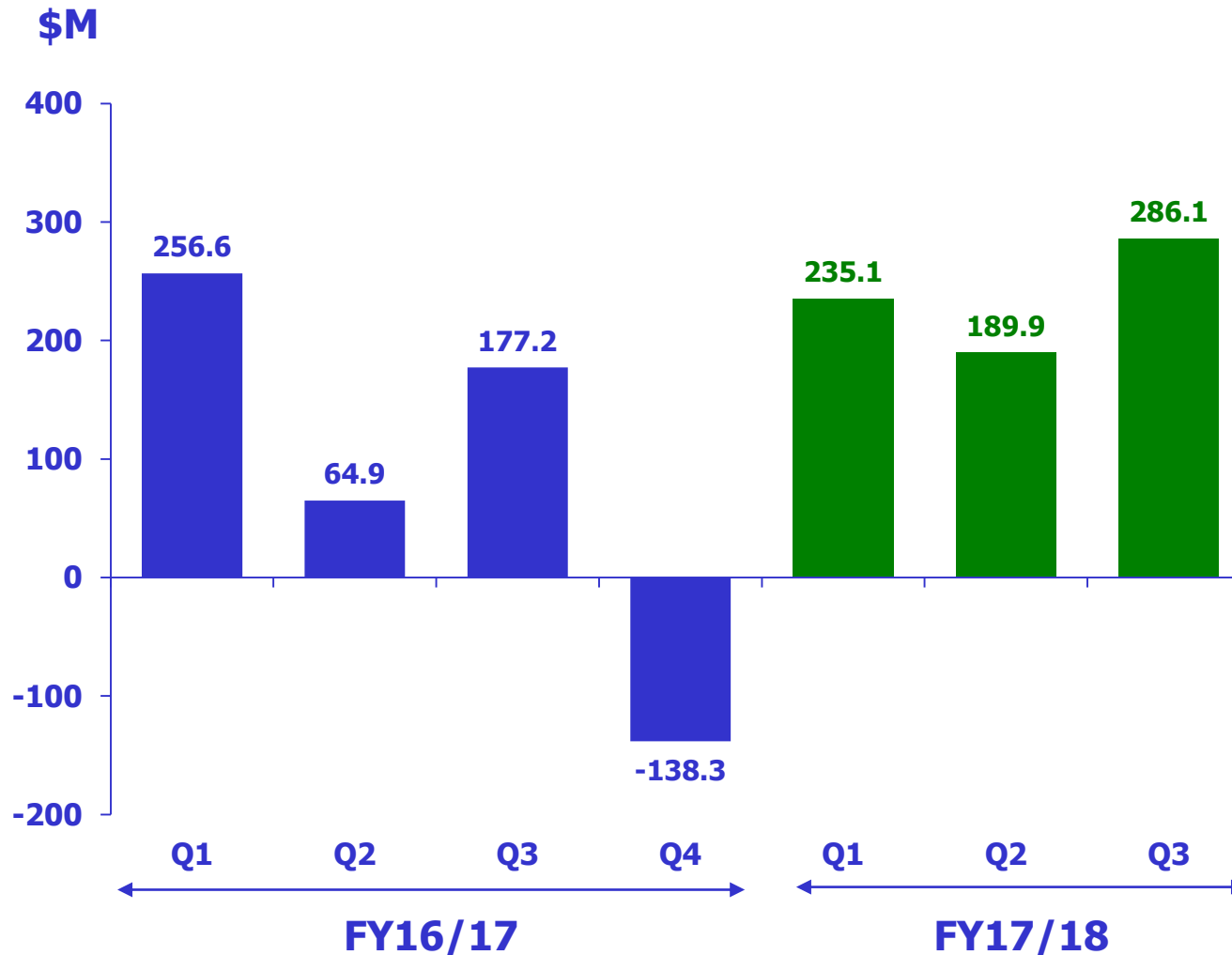
SIA GROUP

Q3 & 9M FY2017-18

SINGAPORE AIRLINES



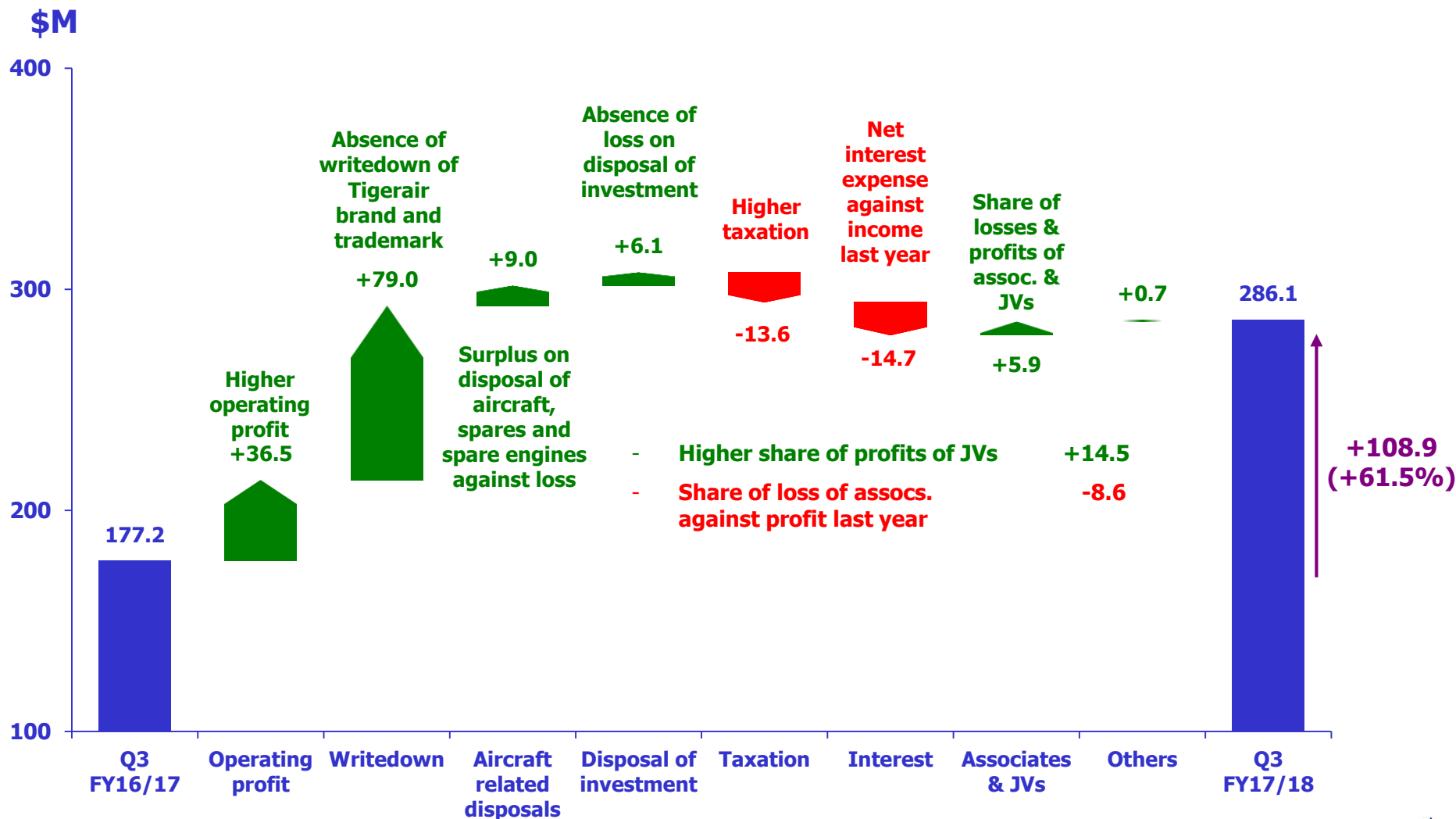
Group Net Profit



9M FY17/18
Net Profit
\$711.1M
↑ **\$212.4M**
(+42.6%)



Group Profit Attributable to Owners of the Parent





PARENT AIRLINE COMPANY

Q3 & 9M FY2017-18



PARENT AIRLINE COMPANY

Q3 & 9M FY2017-18

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	<u>Q3</u> <u>FY17/18</u>	<u>Change</u> <u>%</u>	<u>9M</u> <u>FY17/18</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	30,042.6	1.0	89,052.3	0.3
Revenue Passenger-KM (M)	24,513.1	4.4	72,267.9	3.8
Passenger Load Factor (%)	81.6	2.6 pts	81.2	2.8 pts
Pax Yield (¢/pkm)	10.4	(1.0)	10.2	(1.9)
Revenue per available seat-km (¢/ask)	8.5	2.4	8.3	2.5
Passenger Unit Cost (¢/ask)	8.4	3.7	8.3	2.5
Passenger Unit Ex-fuel Cost (¢/ask)	5.8	1.8	5.8	-
Passenger Breakeven Load Factor (%)	80.8	3.7 pts	81.4	3.5 pts

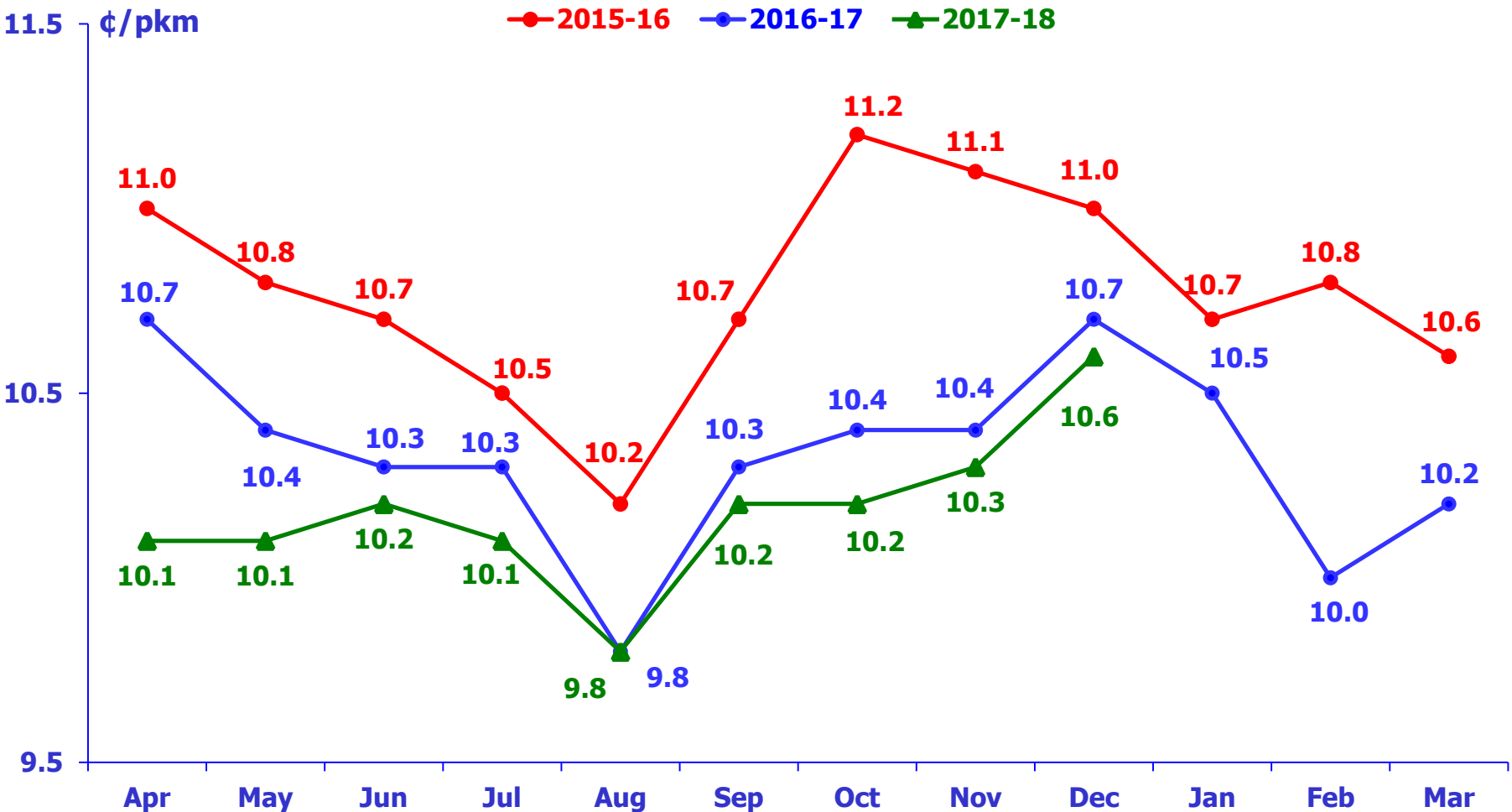


PARENT AIRLINE COMPANY Q3 & 9M FY2017-18

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Monthly Pax Yields



PARENT AIRLINE COMPANY

Q3 & 9M FY2017-18

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Operating Result

	<u>Q3</u> <u>FY17/18</u> <u>(\$M)</u>	<u>Q3</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>	<u>9M</u> <u>FY17/18</u> <u>(\$M)</u>	<u>9M</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
Total Revenue	2,925.9	2,817.7	3.8	8,650.0	8,381.3	3.2
Total Expenditure	2,771.1	2,666.5	(3.9)	8,084.4	7,954.1	(1.6)
-- Net fuel cost	777.8	716.5	(8.6)	2,200.1	2,147.3	(2.5)
<i>Fuel cost</i>	<i>811.1</i>	<i>683.7</i>	<i>(18.6)</i>	<i>2,209.1</i>	<i>1,887.7</i>	<i>(17.0)</i>
<i>Fuel hedging (gain)/loss</i>	<i>(33.3)</i>	<i>32.8</i>	<i>n.m.</i>	<i>(9.0)</i>	<i>259.6</i>	<i>n.m.</i>
-- Non-fuel expenditure	1,993.3	1,950.0	(2.2)	5,884.3	5,806.8	(1.3)
Operating Profit	154.8	151.2	2.4	565.6	427.2	32.4
Operating Profit Margin (%)	5.3	5.4	(0.1) pt	6.5	5.1	1.4 pts

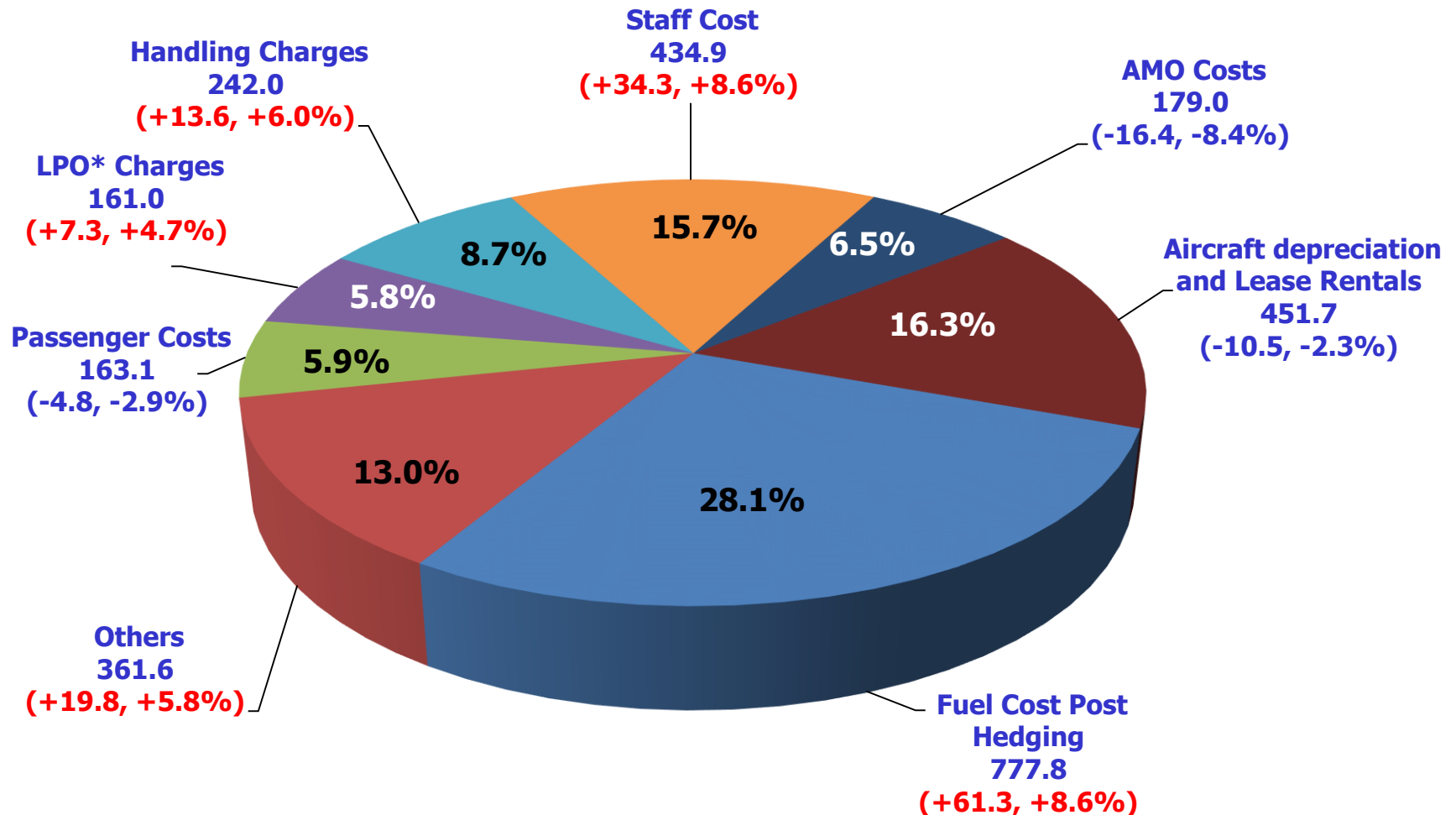
PARENT AIRLINE COMPANY

Q3 FY2017-18

SINGAPORE AIRLINES



Cost Composition (\$M)

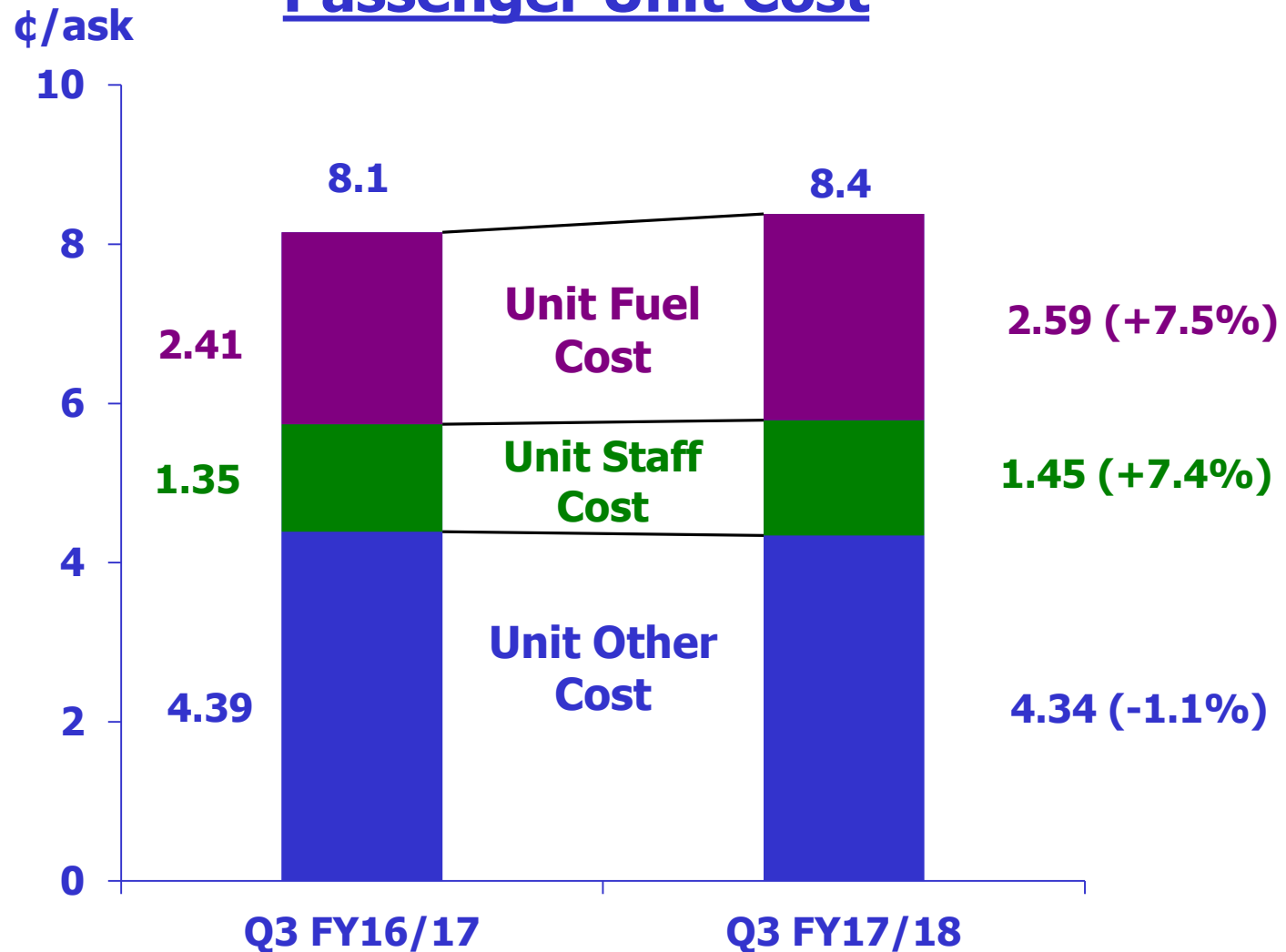


*Landing, Parking and Overflying

PARENT AIRLINE COMPANY

Q3 FY2017-18

Passenger Unit Cost





Q4 FY17/18	Jet Fuel	Brent
Percentage hedged (%)	40.7	-
Average hedged price (USD/BBL)	65	-

Maturities Up To FY22/23	Jet Fuel	Brent
Percentage hedged (%)	-	Up to 47%
Average hedged price (USD/BBL)	-	53-59



Thank You

