

# SIA Group Business Update

Q3 FY2023/24 Results  
(Ended 31 December 2023)

21 February 2024



# Group Financial Results

## Key Takeaways

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### **Q3 FY2023/24**

#### **Net Profit rose 4.9% to \$658.7 million, while Operating Profit fell 19.3% to \$609.0 million**

- Robust passenger demand on the back of a strong year-end peak drove a record quarterly Group revenue of \$5,081.9 million
- Passenger flown revenue posted \$398.2 million increase, while Cargo revenue fell \$302.7 million as yields remained under pressure
- Expenditure rose 9.3%, less than capacity increase, driven by both fuel and non-fuel costs.
- Improvement in net profit despite lower operating profit, largely driven by lower tax expense, share of profits of associated companies against a loss last year, surplus on disposal of aircraft, spares, and spare engines (versus a loss last year), higher net interest income.

### **9M FY2023/24**

#### **Building on record 1H performance, Net Profit rose 35.0% YoY to a record \$2,099.8 million for the nine months to December 2023**

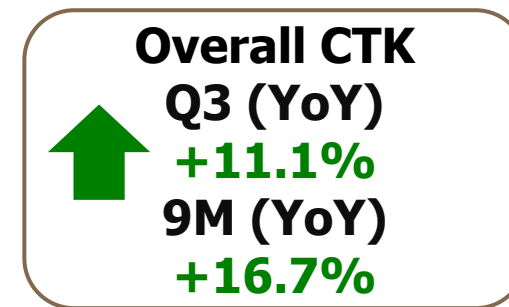
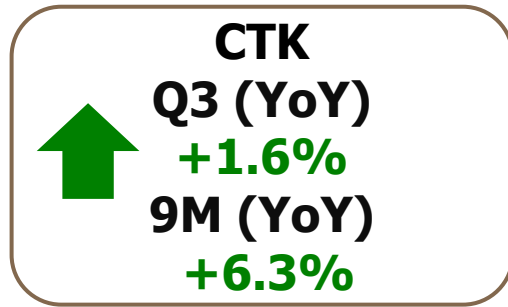
#### **9-month Operating Profit came in at a record \$2,162.8 million, an improvement of 8.7% YoY**

#### **Passenger yields under pressure as global capacity restoration leads to heightened competition**

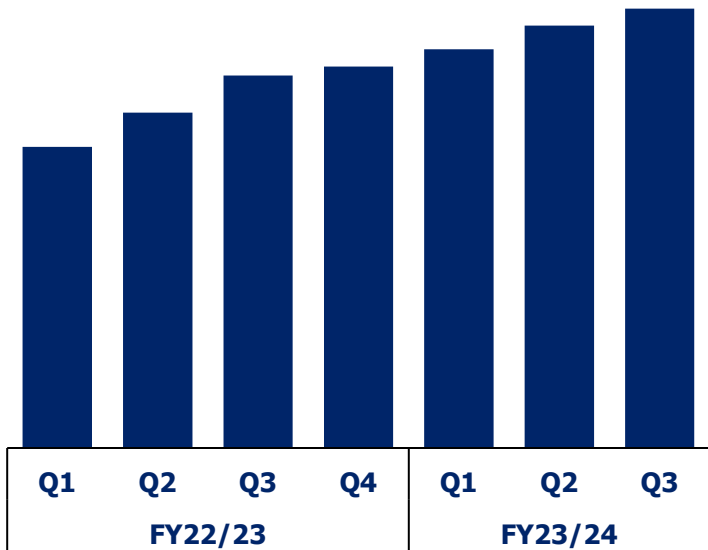
#### **Geopolitical and macroeconomic concerns, inflationary pressures, and supply chain constraints may pose headwinds to airline industry**

# Group Operating Statistics

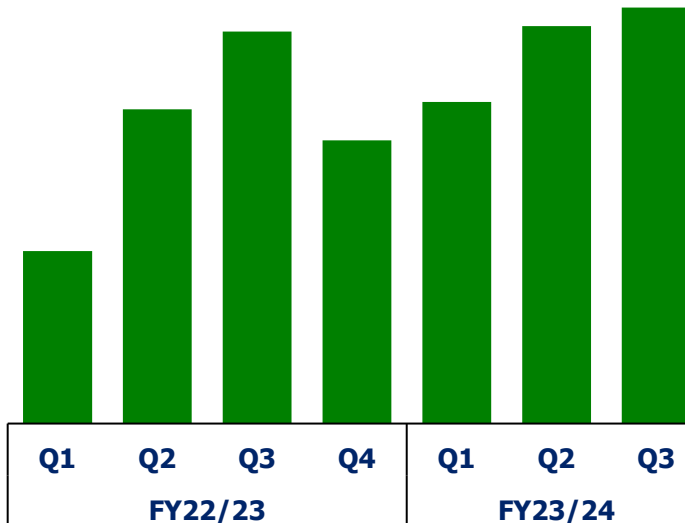
The Group expects to return to pre-pandemic passenger capacity levels within FY2024/25



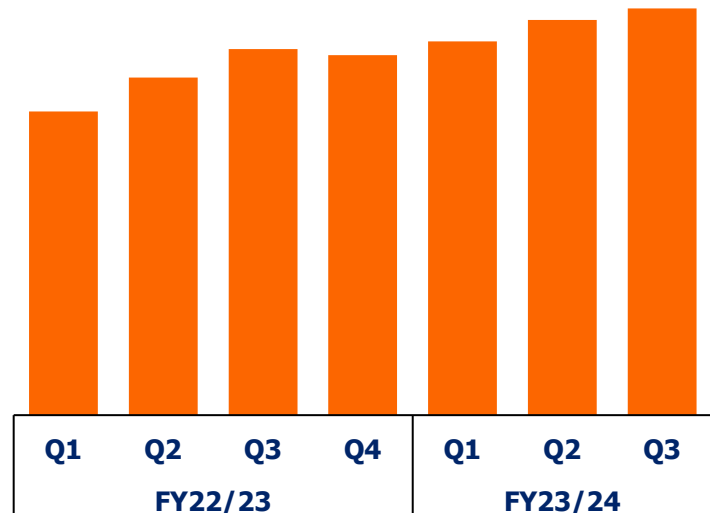
**Pax Capacity - ASK (million)**



**Cargo Capacity - CTK (million)**



**Overall Capacity - CTK (million)**



# Group Financial Results

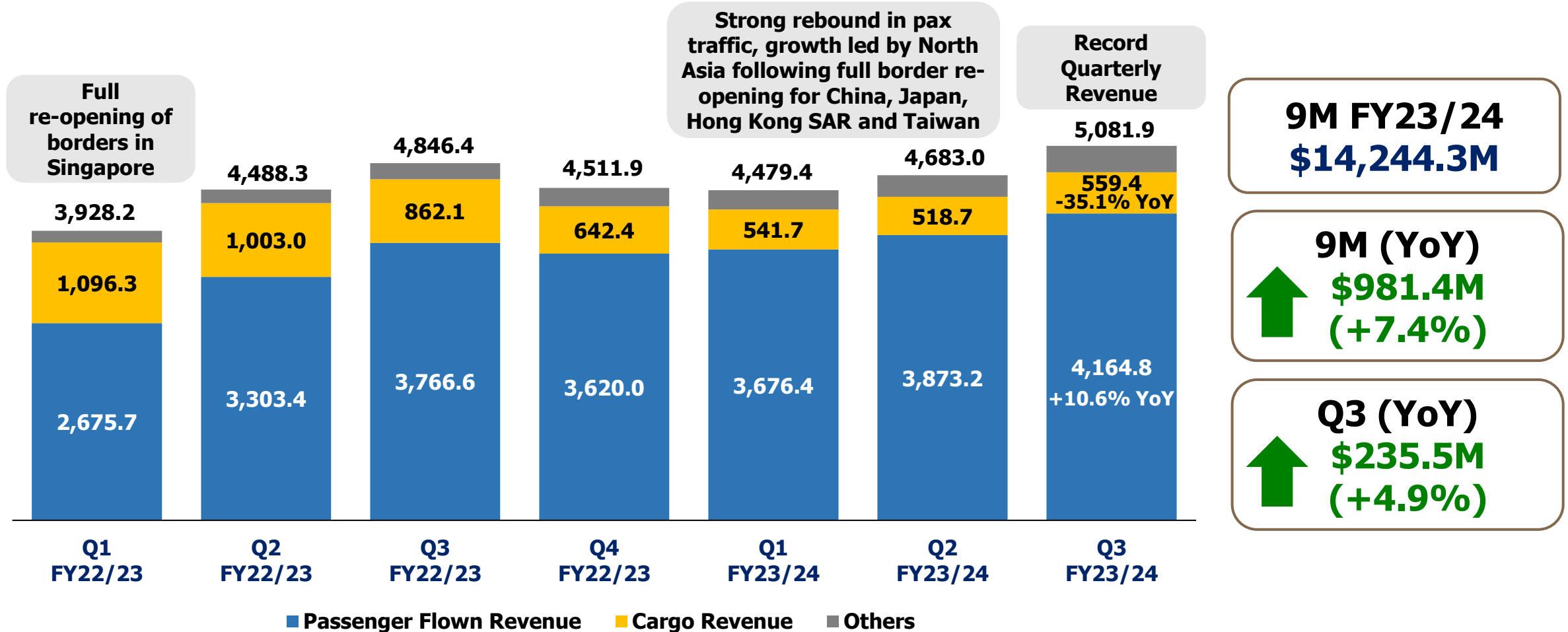
	Q3 FY23/24 (\$'M)	Q3 FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)	9M FY23/24 (\$'M)	9M FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)
<b>Total Revenue</b>	<b>5,081.9</b>	<b>4,846.4</b>	<b>235.5</b>	<b>4.9</b>	<b>14,244.3</b>	<b>13,262.9</b>	<b>981.4</b>	<b>7.4</b>
<b>Total Expenditure</b>	<b>4,472.9</b>	<b>4,091.4</b>	<b>(381.5)</b>	<b>(9.3)</b>	<b>12,081.5</b>	<b>11,273.5</b>	<b>(808.0)</b>	<b>(7.2)</b>
-- Net Fuel Cost	1,453.8	1,333.1	(120.7)	(9.1)	3,736.9	4,029.0	292.1	7.2
<i>Fuel Cost (before hedging)</i>	<i>1,540.3</i>	<i>1,528.8</i>	<i>(11.5)</i>	<i>(0.8)</i>	<i>4,067.6</i>	<i>4,642.0</i>	<i>574.4</i>	<i>12.4</i>
<i>Fuel Hedging Gain</i>	<i>(86.5)</i>	<i>(195.7)</i>	<i>(109.2)</i>	<i>(55.8)</i>	<i>(330.7)</i>	<i>(613.0)</i>	<i>(282.3)</i>	<i>(46.1)</i>
-- Non-fuel Expenditure	3,019.1	2,758.3	(260.8)	(9.5)	8,344.6	7,244.5	(1,100.1)	(15.2)
<b>Operating Profit</b>	<b>609.0</b>	<b>755.0</b>	<b>(146.0)</b>	<b>(19.3)</b>	<b>2,162.8</b>	<b>1,989.4</b>	<b>173.4</b>	<b>8.7</b>
<b>Net Profit</b>	<b>658.7</b>	<b>628.0</b>	<b>30.7</b>	<b>4.9</b>	<b>2,099.8</b>	<b>1,554.9</b>	<b>544.9</b>	<b>35.0</b>

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# Group Revenue

Boosted by strong year-end passenger demand, the Group set a record quarterly revenue in Q3 FY2023/24

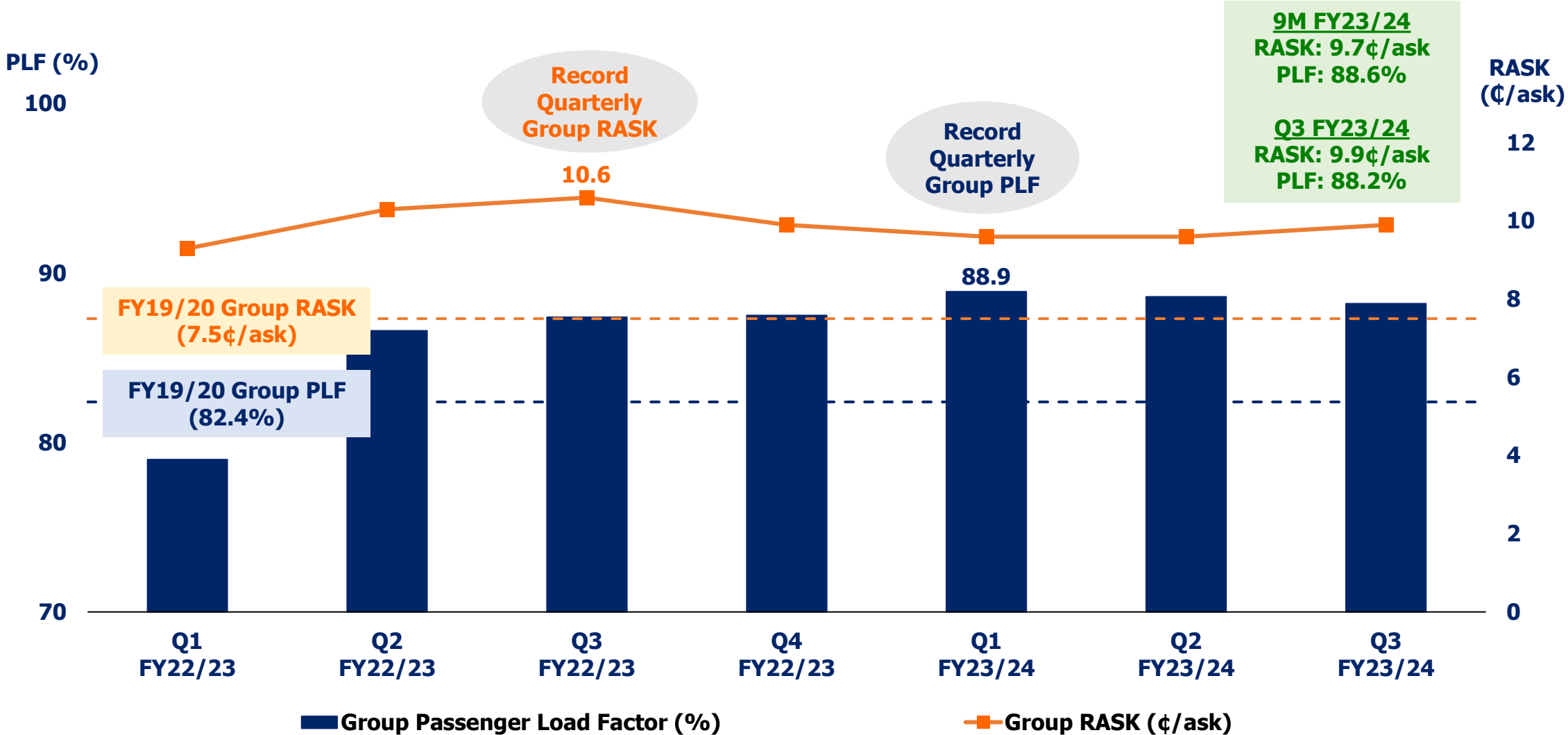
Group Revenue (\$'M)





# Group Operating Statistics - Passenger

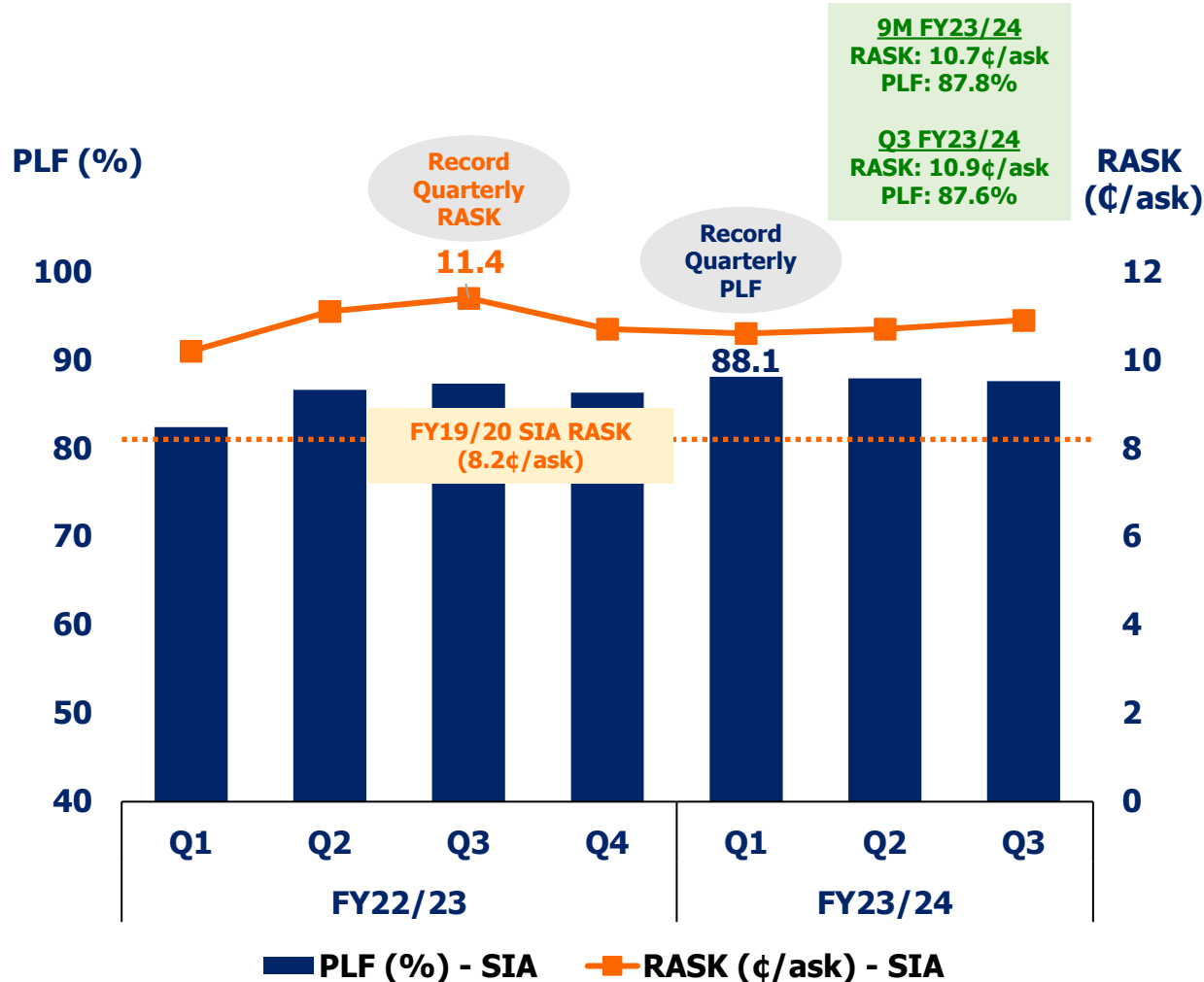
Passenger load factors stay high even as capacity approaches pre-pandemic levels



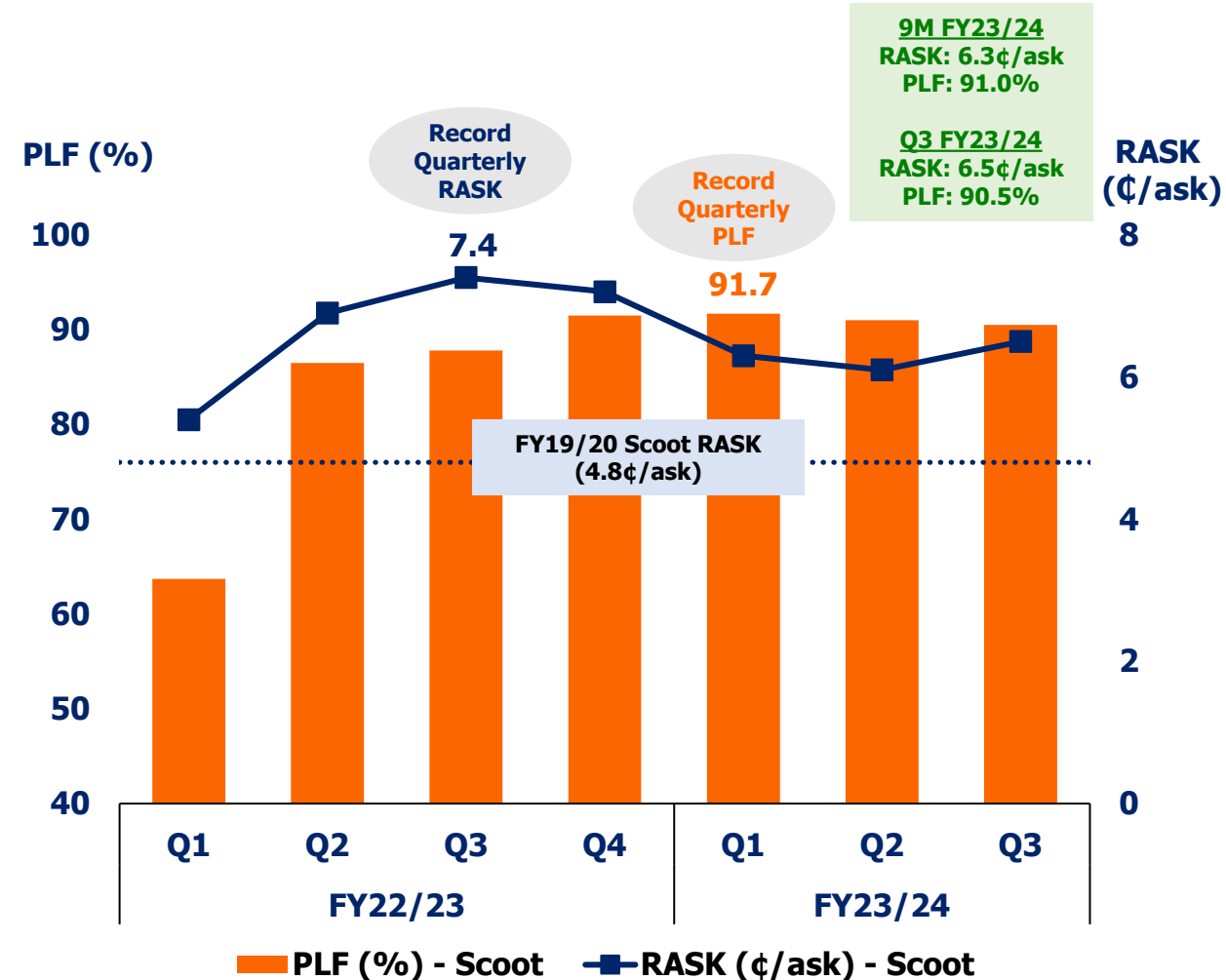
# SIA and Scoot Operating Statistics - Passenger

Passenger demand remained strong for both airlines throughout the year-end travel peak

## FSC: SIA Operating Statistics

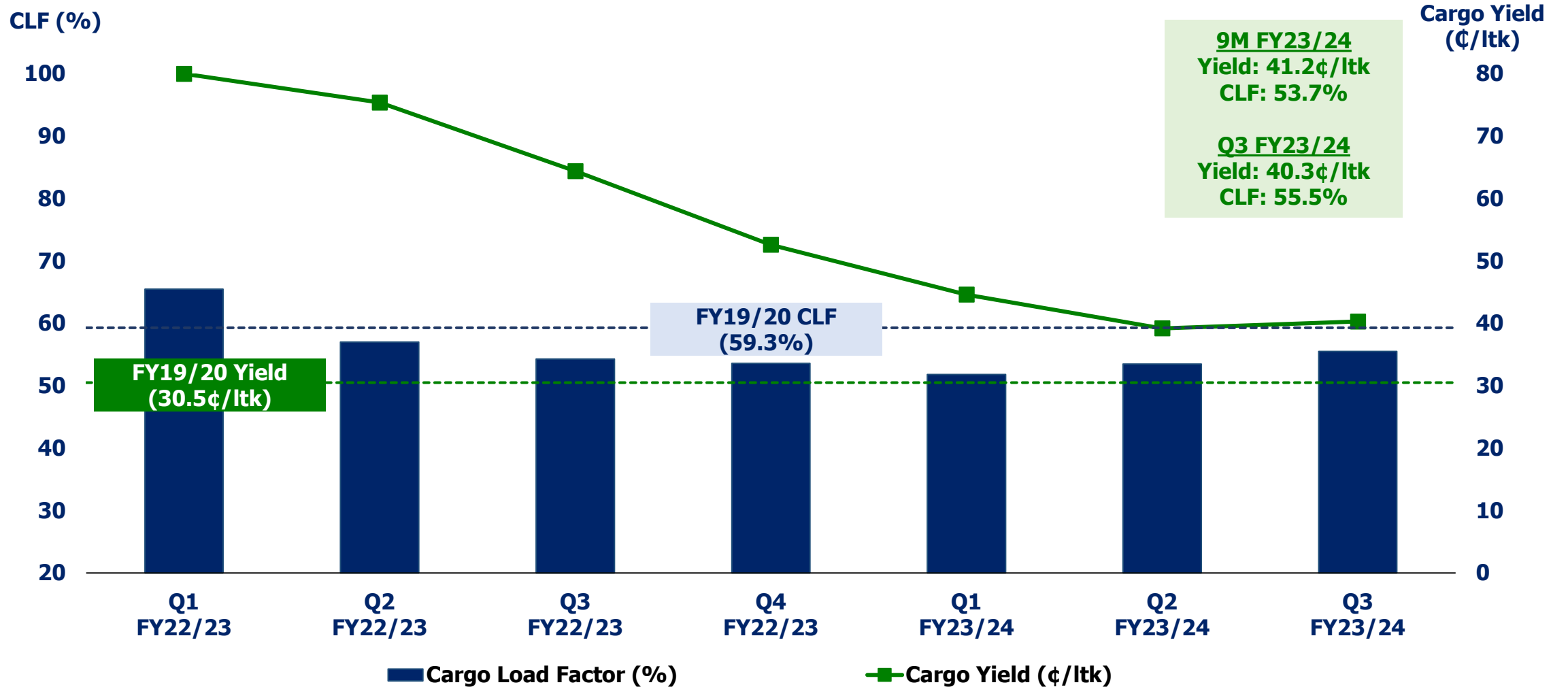


## LCC: Scoot Operating Statistics



# Group Operating Statistics - Cargo

The cargo business benefited from stronger seasonal year-end demand, largely driven by e-commerce flows

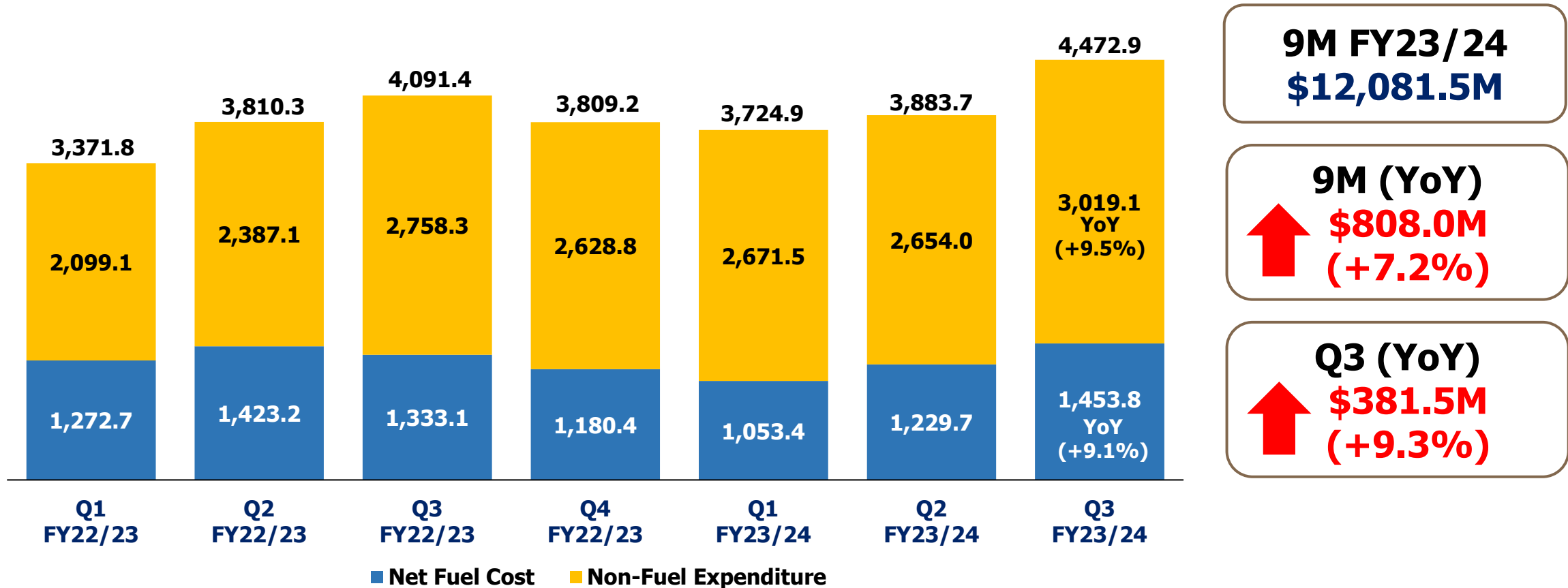




# Group Expenditure

Expenditure rose less than capacity increase, driven by both fuel and non-fuel costs

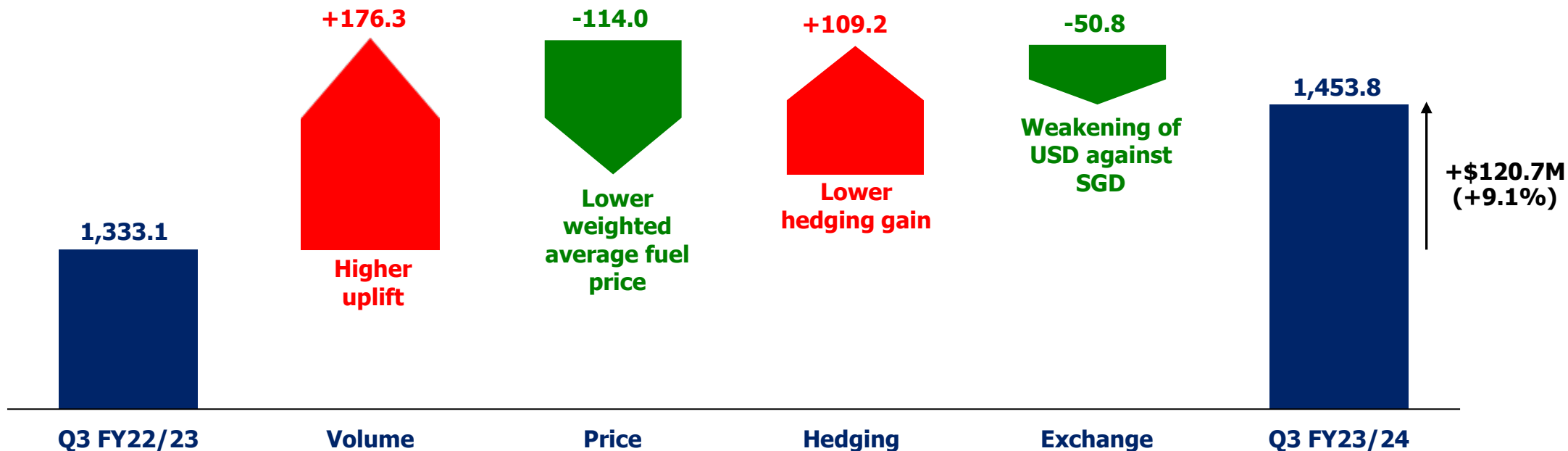
Group Expenditure (\$'M)



# Net Fuel Cost and Fuel Hedging

Increase in net fuel cost largely driven by higher uplift and lower hedging gain, partially offset by lower fuel prices and weakening of USD against SGD

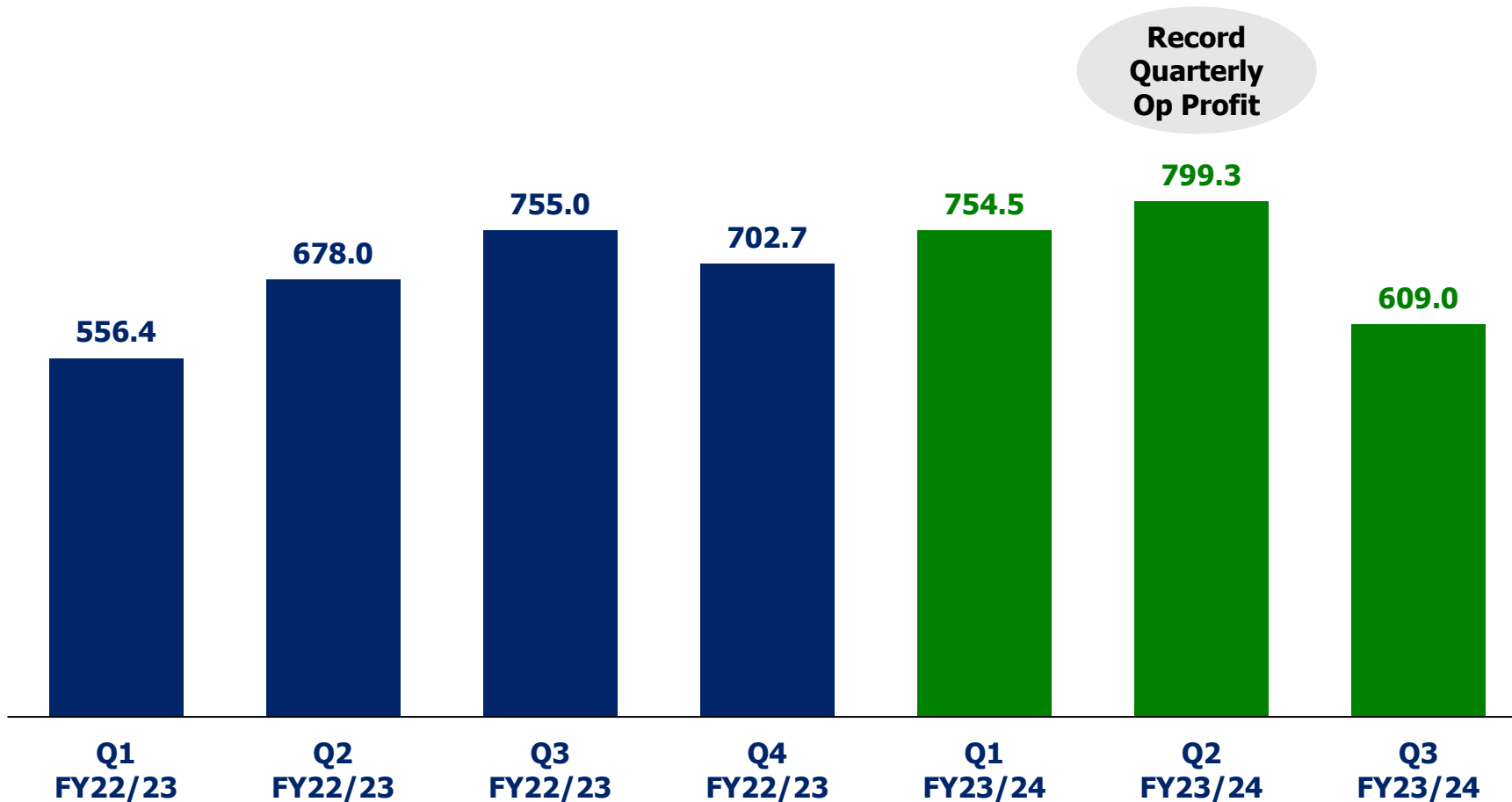
## Group Fuel Cost Analysis (\$'M)



USD/BBL	Q3 FY23/24	Q3 FY22/23
Fuel price (before hedging)	119.96	128.49
Fuel price (after hedging)	113.28	112.10

# Group Operating Profit

Group Operating Profit (\$'M)



**9M FY23/24**  
**\$2,162.8M**

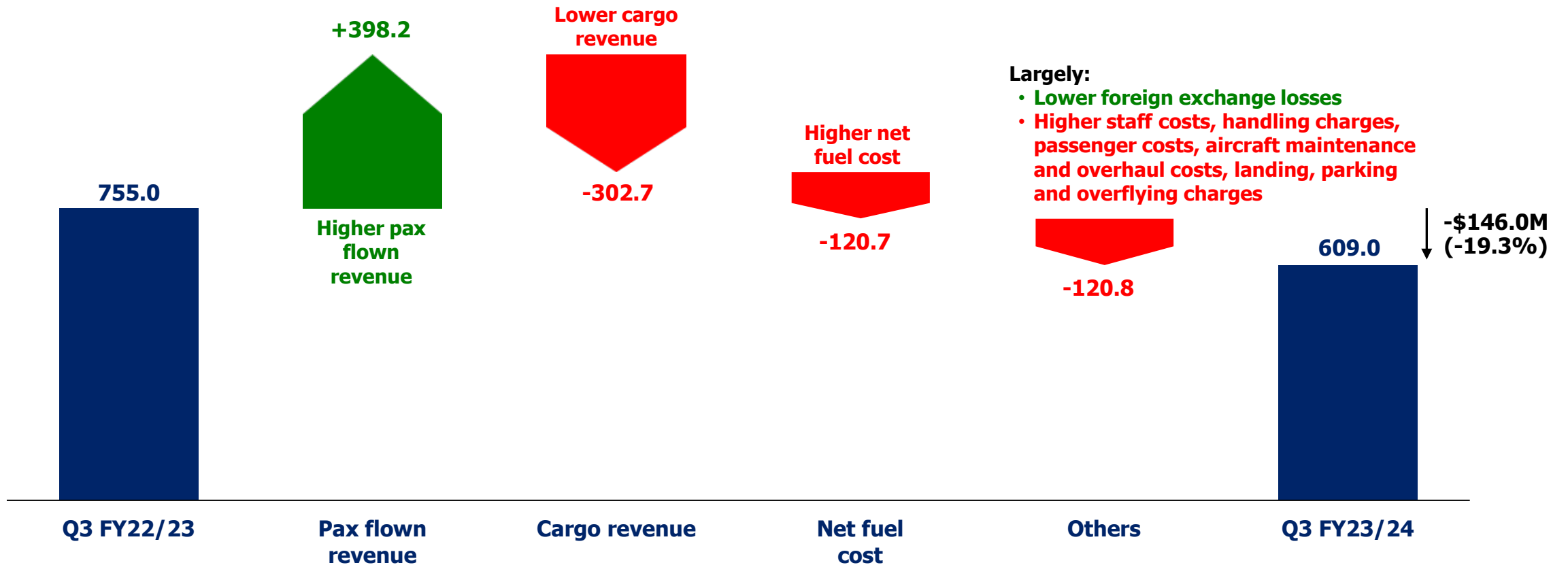
**9M (YoY)**  
**↑ \$173.4M**  
**(+8.7%)**

**Q3 (YoY)**  
**↓ \$146.0M**  
**(-19.3%)**




# Group Operating Profit (YoY progression)

Higher pax flown revenue insufficient to offset lower cargo revenue and higher net fuel cost

## Group Operating Profit (\$'M)

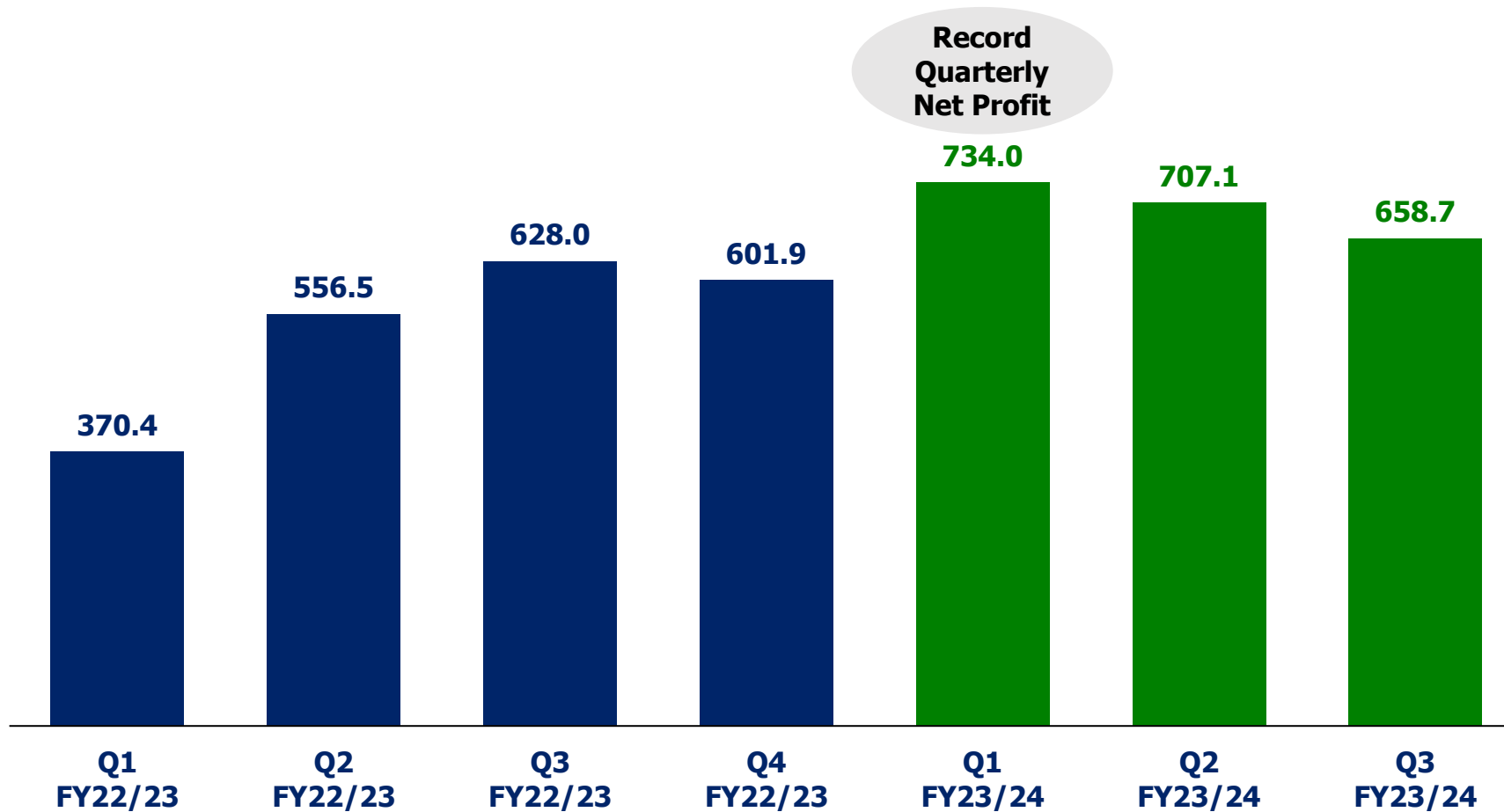


# Operating Results for the Main Companies of the Group

	Q3 FY23/24 (\$'M)	Q3 FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)	9M FY23/24 (\$'M)	9M FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)
 <b>Full-service carrier</b>	576.3	636.0	(59.7)	(9.4)	2,088.5	1,944.4	144.1	7.4
 <b>Low-cost carrier</b>	39.8	134.9	(95.1)	(70.5)	98.0	94.7	3.3	3.5
 <b>SIAEC Group</b>	(3.5)	(12.5)	9.0	72.0	(3.4)	(23.3)	19.9	85.4

# Group Net Profit

Group Net Profit (\$'M)



**9M FY23/24**  
**\$2,099.8M**

**9M (YoY)**  
**\$544.9M**  
**(+35.0%)**

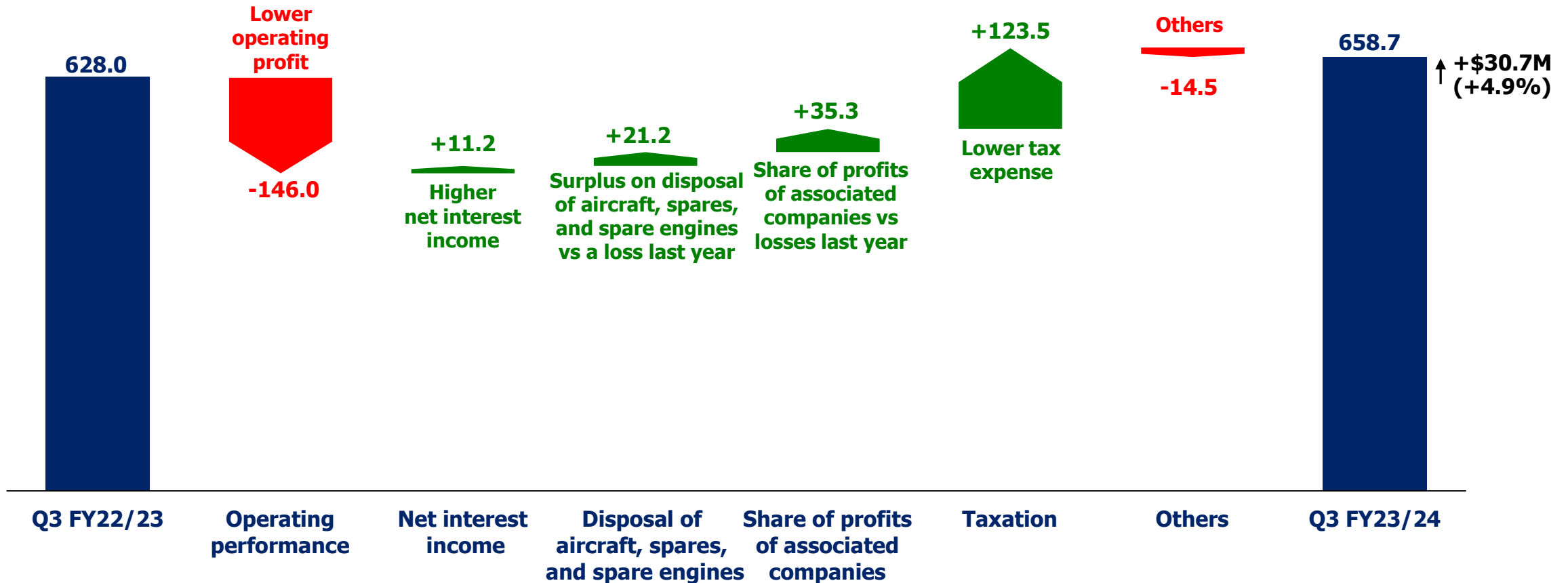
**Q3 (YoY)**  
**\$30.7M**  
**(+4.9%)**



# Group Net Profit (YoY progression)

YoY improvement driven by higher net interest income, surplus on disposal of aircraft, spares, and spare engines, share of profits of associated companies, lower tax expense and partially offset by lower operating profit

Group Net Profit (\$'M)



# Group Financial Results

	Q3 FY23/24	Q3 FY22/23
<b>Earnings Per Share (cents)</b>		
- <b>Basic</b> <sup>R1</sup>	<b>16.0</b>	<b>10.3</b>
- <b>Adjusted Basic</b> <sup>R2</sup>	<b>22.1</b>	<b>21.1</b>
- <b>Diluted</b> <sup>R3</sup>	<b>15.6</b>	<b>10.1</b>
<b>EBITDA (\$'M)</b> <sup>R4</sup>	<b>1,371.9</b>	<b>1,439.7</b>
<b>EBITDA margin (%)</b> <sup>R5</sup>	<b>27.0</b>	<b>29.7</b>

<sup>R1</sup> Earnings per share (basic) is computed by dividing profit attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, assuming the conversion of all mandatory convertible bonds in accordance with IAS 33 Earnings Per Share.

<sup>R2</sup> Earnings per share (adjusted basic) is computed by dividing profit attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, assuming the redemption of all mandatory convertible bonds.

<sup>R3</sup> Earnings per share (diluted) is computed by dividing profit attributable to owners of the Company by the weighted average number of ordinary shares in issue less treasury shares, adjusted for the dilutive effect of the vesting of all outstanding share-based incentive awards granted, in accordance with IAS 33.

<sup>R4</sup> EBITDA denotes earnings before interest, taxes, depreciation, and amortisation.

<sup>R5</sup> EBITDA margin is computed by dividing EBITDA by the total revenue.

# Group Financial Position

	As at 31 December 2023	As at 31 March 2023
<b>Total assets (\$'M)</b>	<b>43,333.9</b>	<b>49,101.2</b>
<b>Total debt (\$'M)</b>	<b>13,747.5</b>	<b>15,339.3</b>
<b>Total cash and bank balances (\$'M)</b>	<b>10,503.3</b>	<b>16,327.6</b>
<b>Total liabilities (\$'M)</b>	<b>27,358.2</b>	<b>28,851.4</b>
<b>Equity attributable to Owners of the Company (\$'M)</b>	<b>15,580.3</b>	<b>19,858.3</b>
<b>Debt : Equity ratio (times) <sup>R6</sup></b>	<b>0.88</b>	<b>0.77</b>
<b>Net Asset Value Per Share (\$) <sup>R7</sup></b>	<b>5.24</b>	<b>6.68</b>
<b>Adjusted Net Asset Value Per Share (\$) <sup>R8</sup></b>	<b>4.18</b>	<b>3.72</b>

<sup>R6</sup> Debt : Equity ratio is total debt divided by equity attributable to owners of the Company.

<sup>R7</sup> Net Asset Value Per Share is computed by dividing equity attributable to owners of the Company by the number of ordinary shares in issue less treasury shares.

<sup>R8</sup> Adjusted Net Asset Value Per Share is computed by dividing equity attributable to owners of the Company by the number of ordinary shares in issue less treasury shares, assuming the conversion of all mandatory convertible bonds and convertible bonds.



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