





SIA Group Analyst / Media Briefing

1H FY22/23 Results (Ended 30 September 2022) 7 November 2022 PRESENTATION BY:

Executive Vice President Finance & Strategy

Mr. Tan Kai Ping



Record-breaking 1H and Q2 FY22/23 for the SIA Group

Strong travel rebound and the Group's proactive initiatives culminated in five record highs





Group Financial Results

Key Takeaways – 1H and Q2 FY22/23 Results

1H FY22/23 : Record operating profit of \$1,234 million, a reversal of \$1,854 million from last year

- Passenger revenue rose \$5.2 billion on the back of an 11-fold growth in traffic year-on-year
- Cargo flown revenue grew \$224 million as elevated yields compensated for the decline in loads
- Fuel prices up 93%, inflationary pressures impact expenditures

1H FY22/23 : Net profit of \$927 million, a reversal of \$1,764 million from last year

Better operating performance was partially offset by a tax expense versus a tax credit last year (-\$267 million)

<u>Q2 FY22/23 :</u> Record operating profit of \$678 million, an improvement of \$122 million quarter-on-quarter

- Passenger revenue growth accelerated into the summer peak travel season
- Cargo revenue dipped amid the summer lull period, but remained elevated compared to pre-Covid

Robust near-term forward passenger sales across all cabin classes into the year-end travel peak

Dividend payments reinstated – Interim dividend of 10 cents per share



Group Operating Statistics

Calibrated capacity recovery continued, riding on strong recovery momentum



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Group Financial Results

	1H FY22/23 (\$'M)	1H FY21/22 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)	Q2 FY22/23 (\$'M)	Q1 FY22/23 (\$'M)	Better/ (Worse) (\$'M)	Better/ (Worse) (%)
Total Revenue	8,416.5	2,826.9	5,589.6	197.7	4,488.3	3,928.2	560.1	14.3
Total Expenditure Net fuel cost <i>Fuel cost (before hedging)</i> <i>Fuel hedging gain</i>	7,182.1 2,695.9 <i>3,113.2</i> <i>(417.3)</i>	3,446.3 810.2 <i>862.0</i> (51.8)	(3,735.8) (1,885.7) <i>(2,251.2)</i> <i>365.5</i>	(108.4) (232.7) <i>(261.2)</i> <i>705.6</i>	3,810.3 1,423.2 <i>1,638.3</i> (215.1)	3,371.8 1,272.7 <i>1,474.9</i> (202.2)	(438.5) (150.5) <i>(163.4)</i> <i>12.9</i>	(13.0) (11.8) <i>(11.1)</i> <i>6.4</i>
 Fair value gain on fuel derivatives 	(0.5)	(78.8)	(78.3)	(99.4)	-	(0.5)	(0.5)	(100.0)
Non-fuel expenditure	4,486.7	2,714.9	(1,771.8)	(65.3)	2,387.1	2,099.6	(287.5)	(13.7)
Operating Profit/(Loss)	1,234.4	(619.4)	1,853.8	n.m.	678.0	556.4	121.6	21.9
Net Profit/(Loss)	926.9	(836.8)	1,763.7	n.m.	556.5	370.4	186.1	50.2



Group Revenue

Record quarterly revenue in Q2 led by strong improvement in passenger flown revenue



^ VTLs refers to Vaccinated Travel Lanes. Singapore launched its first VTL arrangement in September 2021.

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Group Operating Statistics - Passenger

Strong travel demand across all route regions except East Asia where restrictions remained for some key markets



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Group Operating Statistics - Cargo

Lower loads and yields in Q2 QoQ as air freight demand began to soften and competition intensified



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Group Expenditure

Group expenditure increased on expansion of operations



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Group Expenditure

1H Group expenditure increased 108% YoY on expansion of operations



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Net Fuel Cost

YoY increase driven by a 93% increase in fuel prices and higher uplift, partially offset by higher hedging gains



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Fuel Hedging

Group has hedges in place up to end of FY23/24, with additional gains locked in from closed-out trades



Fuel Hedging Position (as at 31 Oct 2022)	Percentage Hedged (%)	Average Hedged Price for Brent (USD/BBL)		
Q3 FY22/23 - Q1 FY23/24	40	60		
Q2 FY23/24 - Q4 FY23/24	Up to 10% on declining wedge profile	80		
	Gains from Closed-out Trades* (USD/BBL)			
2H FY22/23	34			
FY23/24 - FY24/25	110			
* Gains are both on accounting and cash settled basis				

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Group Operating Performance

Strong operating performance in Q1 accelerated into Q2; record half year and quarterly operating profit



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Group Operating Performance (YoY Progression)

Reversal from operating loss to operating profit driven by strong improvement in revenue



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	1H FY22/23 (\$'M)	1H FY21/22 (\$'M)	Better/ (Worse) \$M	Better/ (Worse) (%)	Q2 FY22/23 (\$'M)	Q1 FY22/23 (\$'M)	Better/ (Worse) \$M	Better/ (Worse) (%)
Full-service carrier	1,308.4	(386.5)	1,694.9	n.m.	684.1	624.3	59.8	9.6
scoot Low-cost carrier	(40.2)	(217.0)	176.8	81.5	11.7	(51.9)	63.6	n.m.
SIAEC Group	(10.8)	(6.7)	(4.1)	(61.2)	(6.8)	(4.0)	(2.8)	(70.0)



Group Net Performance

QoQ increase driven by better operating performance, lower net finance charges and improvement in share of results from joint ventures and associated companies, partially offset by higher tax expense



Group Net Performance (\$'M)

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Group Net Performance (YoY Progression)

Reversal from net loss to net profit YoY largely driven by better operating performance, partially offset by tax expense vs tax credit last year



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Group Financial Results

Dividend payments reinstated with interim dividend of 10 cents per share

	1H FY22/23	1H FY21/22
Earnings / (Loss) per share (cents)		
- Basic R1	14.4	(15.4)
- Adjusted Basic R2	31.2	(28.2)
- Diluted ^{R3}	14.2	(15.4)
EBITDA (\$ million) R4	2,315.9	236.5
EBITDA margin (%) ^{R5}	27.5	8.4
Interim Dividend Per Share (cents)	10 cents	-

^{R1} Earnings/(Loss) per share (basic) is computed by dividing profit/(loss) 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. ^{R2} Earnings/(Loss) per share (adjusted basic) is computed by dividing profit/(loss) 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.

^{R3} Earnings/(Loss) per share (diluted) is computed by dividing profit/(loss) 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.

^{R4} EBITDA denotes earnings before interest, taxes, depreciation, and amortisation.

^{R5} EBITDA margin is computed by dividing EBITDA by the total revenue.

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Group Financial Position

	As at 30 September 2022	As at 31 March 2022
Total assets (\$'M)	51,494.8	48,671.0
Total debt (\$'M)	15,776.9	15,694.8
Total cash and bank balances (\$'M)	17,450.4	13,762.7
Total liabilities (\$'M)	27,902.7	25,870.6
Equity attributable to Owners of the Company (\$'M)	23,186.8	22,411.9
Debt : Equity ratio (times) ^{R6}	0.68	0.70
Net Asset Value Per Share (\$) ^{R7}	7.81	7.55
Adjusted Net Asset Value Per Share (\$) ^{R8}	3.51	3.40

^{R6} Debt : equity ratio is total debt divided by equity attributable to owners of the Company.

^{R7} 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.

^{R8} 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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Redemption of Mandatory Convertible Bonds (MCBs)

Full redemption of MCBs issued in 2020 at the next semi-annual date of 8 December 2022

Principal		1H FY22/23	1H FY22/23 Proforma After Redemption	
Amount	Earnings per share (cents)			
(\$3,496 mil)	- Basic ^{R1}	14.4	18.0	
	- Adjusted Basic R2	31.2	no change	
110.408%	- Diluted ^{R3}	14.2	17.7	
	EBITDA (\$ million) R4	2,315.9	no change	
Accreted principal	EBITDA margin (%) ^{R5}	27.5	no change	
amount (\$3,860 mil)		As at 30 September 2022	As at 30 September 2022 Proforma After Redemption	
	Total assets (\$'M)	51,494.8	47,634.8	
Significant step to recalibrate liquidity levels after taking into	Total debt (\$'M)	15,776.9	no change	
account the recovery trajectory	Total cash and bank balances (\$'M)	17,450.4	13,590.4	
and other macroeconomic	Total liabilities (\$'M)	27,902.7	no change	
considerations	Equity attributable to Owners of the Company (\$'M)	23,186.8	19,326.8	
Funded by existing cash reserves which have risen in line with the strong recovery in the demand for passenger air travel	Debt : Equity ratio (times) ^{R6}	0.68	0.82	
	Net Asset Value Per Share (\$) ^{R7}	7.81	6.51	
	Adjusted Net Asset Value Per Share (\$) ^{R8}	3.51	3.65	
	Note: Please refer to prior slides for footnotes R1 to R8			



Group Fleet Development

Net increase of two aircraft in the Group operating fleet by the end of FY22/23

	Operating Fleet	As at 30 September 2022	In	As at 31 March 2023
SIA	777-300ER	23		23
	A380-800	12		12
	A350-900	61		61 ^{R1}
	787-10	15	+1 ^{R2}	16
	737-800	7		7
	737-8	13	+3 ^{R3}	16
	747-400F	7		7
	Total	138	+4	142
Scoot	787-8	10		10
	787-9	10		10
	A320ceo	20	-2 ^{R4}	18
A320neo		6		6
	A321neo	9		9
	Total	55	-2	53
GROUP '	TOTAL	193	+2	195

^{R1} SIA expects to take delivery of one A350 towards the end of FY22/23 with the aircraft joining the operating fleet in the next financial year.

^{R2} SIA expects to take delivery of two 787-10s in 2H FY22/23 with one aircraft joining the operating fleet within this financial year and the second in FY23/24. Scoot is not expected to take delivery of any 787 in FY22/23.

^{R3} SIA expects three 737-8 to join the operating fleet in 2H FY22/23. This comprises two aircraft that have already been delivered to SIA and another that is to be delivered in the later part of this financial year.

^{R4} Scoot will return two leased A320ceos in 2H FY22/23.



PRESENTATION BY:

Chief Executive Officer

Mr. Goh Choon Phong











We were quick to build a strong financial position



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Immediate actions to reduce cash outflow and continued to engage customers in innovative ways



Managing costs

Reduced expenditure

- Cut all discretionary expenditure from Mar20
- Renegotiated contracts with suppliers and service providers



Discover your SIA Initiatives

15 sold-out Restaurant A380 sessions with more than 3,700 participants

More than 2,000 participants embarked on **Inside Singapore Airlines tours.** Over 700 staff volunteers were involved

More than 3,400 SIA@Home packages sold



Renegotiated aircraft contracts

- Agreements with Airbus and Boeing to revise aircraft deliveries, deferring more than **\$4B of near-term capex**
- Revised aircraft orders, including swapping of aircraft types, to better meet future growth requirements



Implemented staff measures

- Hiring freeze, compulsory no-pay leave, pay cuts and working under the Ambassador Programme
- **Retrenchment as a last resort -** 20% of positions cut
- Allowed crew to take up supplementary employment, Employee Support Portal set up to help them

Contributing to the fight against Covid



Over 2,000 crew took up positions in key community sectors such as healthcare and transport under the Ambassador Programme



Utilised our cargo network and capabilities to **deliver vaccines and essential supplies** to Singapore and other countries within the region when borders were shut



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We commenced on our 2nd Transformation Journey



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SINGAPORE

AIRLINES



We continued to innovate and proactively gear up for recovery



Capturing cargo demand

- Operated cargo-only pax flights to supplement fall in belly hold capacity
- Removed passenger seats from aircraft to create modified freighters
- The SIA Group operated >1,550 cargo charters since the onset of the pandemic

Sales and Marketing initiatives

- Expand reach through **capturing market segments**, including **new origin-destination city pairs**
- Pivoting to premium leisure/VFR to fill business class with fit-for-purpose fare offers
- Stimulating travel with **digital travel fairs** when large-scale physical events were not yet possible



Promise of Care

- Providing seamless journey and health safety assurance for our customers
- Calibrated our health safety measures to stay relevant with evolving landscape and customer value drivers
- Efforts focused on cleaning, disinfection, and providing relevant amenities related to personal hygiene



Lounges and increased its capacity by 30% with thoughtfully designed spaces and carefully curated products

Revamped lounge facilities

• **T2 SilverKris lounge** re-opened in Oct22, providing convenience to our customers travelling from T2

~S\$50M invested to upgrade our flagship T3 SilverKris



Currency training for crew

- Enabling our cabin crew to clock their recency through online tests at the height of the pandemic
- Pilots undergo routine simulator training to retain their skills even when crewing requirement was low

Bolstering Crew resources

- Resumed hiring cabin crew to **support ramp up of network**
- SIA and Scoot on track to hiring about 3000 cabin crew before the end of the financial year
- Overseas recruitment in places such as Malaysia, South Korea, Taiwan, and Thailand
- Cadet pilot recruitment also resumed in Q2



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We kept our resources operationally-ready and injected capacity ahead of demand



SINGAPORE

We were able to capture pent-up demand when borders reopened

Highest quarterly Group pax load factor

86.6% achieved in Q2 FY22/23 surpassed the previous high of 85.7% achieved in **Q2 FY19/20**

Highest quarterly Group RASK

10.3cts/ASK achieved in Q2 FY22/23 surpassed the previous high of 10.1cts/pkm achieved in Q3 FY07/08, Q2 and Q3 FY08/09

We continue to achieve new highs in SIA history

Highest quarterly Group revenue

\$4,488.3M achieved in Q2 FY22/23 surpassed the previous high of \$4,470.6M achieved in **Q3 FY19/20**

Highest quarterly Group operating profit

\$678.0M achieved in Q2 FY22/23 surpassed the previous high of \$674.6M achieved in **Q3 FY07/08**

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We are emerging stronger



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There are challenges ahead



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Delivering seamless and personalised customer experience



Industry Leading Products

All operating A380s are fitted with latest cabin products, including the **award-winning Suites**

All operating 737-8 are fitted with new narrowbody product equipped with a **full lie-flat** bed on Business class, and **seatback IFE monitors** across all classes

Continue the development of **industry-leading products** on our 777-9

New Freighter Orders



Firm order of **7 A350F aircraft** will replace the current 744F fleet, providing greater flexibility in freighter deployment with their improved range, and burning up to **40% less fuel***

SIA is expected to be the **launch customer** with deliveries beginning in 2025

Delivering greater end-to-end Customer Experience and Personalization



Customer Insights Portal

- Leverages in-house machine-learning & sentiment analysis capabilities
- To discover customers' pain points and negative experiences to understand what customers are looking for



Customer Experience Management

- Tracks customer' experiences at various touchpoints including their Voice of Customer data
- Enables enhancement of their SIA end-to-end journey
- Has information of more than **70M customers** which facilitate insightful data analytics for personalized servicing and marketing
- More than 4,000 users in SIA and key service partner companies use these systems to design and deliver seamless and personalized experience for our customers



Enabling seamless travel

The use of **customised travel advisory**, **self-service initiatives**, and **1-Point** also help to deliver a seamless journey for all customers

*on similar missions, compared to the aircraft it replaces

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Extending network reach through partnerships, and continue to invest in multi-hub and portfolio strategies

Commercial partnerships

Codesharing with **33 partner airlines**, connecting to **over 200 additional destinations**



Multi-hub Strategy

Investment in **Vistara** allows us to participate in the fast-growing India travel market that complements our strong Singapore hub



Portfolio Strategy

Facilitate **cross-selling and connectivity** between SIA and Scoot networks

Flexibility to offer the **right products to match demand**





Expand KrisFlyer base and pursue new revenue streams





Investments in Digital capabilities



CORPORATE LAB AT NUS

Launched in January 2022

5-year R&D collaboration with NUS leveraging on their **research expertise** to co-create commercialise digital solutions to **accelerate digital transformation**

Involving more than 100 NUS researchers and SIA staff

4 Work Packages

- WP1 Revenue Management and Dynamic Pricing
- WP2 Transforming Pilot Competency and Skill Development (VITAL Cave)
- WP3 Improving Crew wellness
- WP4 Passenger comfort, sleep and cabin service (cabin simulator)



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Care for the Environment and the Community

Sustainability

New technology aircraft are up to 30% more fuel efficient

6yrs 5mths (SIA Group fleet age*) **15yrs 7mths** (Global fleet age*)

*as at Nov22

Advancing SAF deployment



- Pilot programme with CAAS, Temasek, and ExxonMobil conducted to trial the manufacture and deployment of Sustainable Aviation Fuel at Changi Airport
- SAF credits were generated which Corporates could purchase to reduce carbon emissions
- We continue to engage our corporates and partners to raise awareness on SAF, and how they can use the SAF credits
- Begun the development on a block-chain enabled ledger POC to provide a solution for transparent and scalable SAF credit transactions

Spill-free bento boxes



- Launched in Dec20 for better heat retention and meal variety
- Reduces weight by up to 60% and eliminates almost all single-use plastics
- Leftover waste is sent to an eco-digester to be converted into fuel pellets as an alternative energy source

Community

CSR Day introduced in Jan 2022 as part of our continued efforts to promote a community engagement spirit within the Company



Volunteering at THKMC Meals on Wheels

Under the **revamped Onboarding Programme** from Apr 2022, new joiners will participate in a community engagement activity to inculcate our **core value of Care**



New joiners at Willing Heart

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Our People are our greatest asset



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Thank You

