http://www.thaiairways.com/about-thai/investor-relations/en/investor.html



# THAI AIRWAYS INTERNATIONAL PCL

# J.P. Morgan 's Thailand Conference 2012

February 2, 2012

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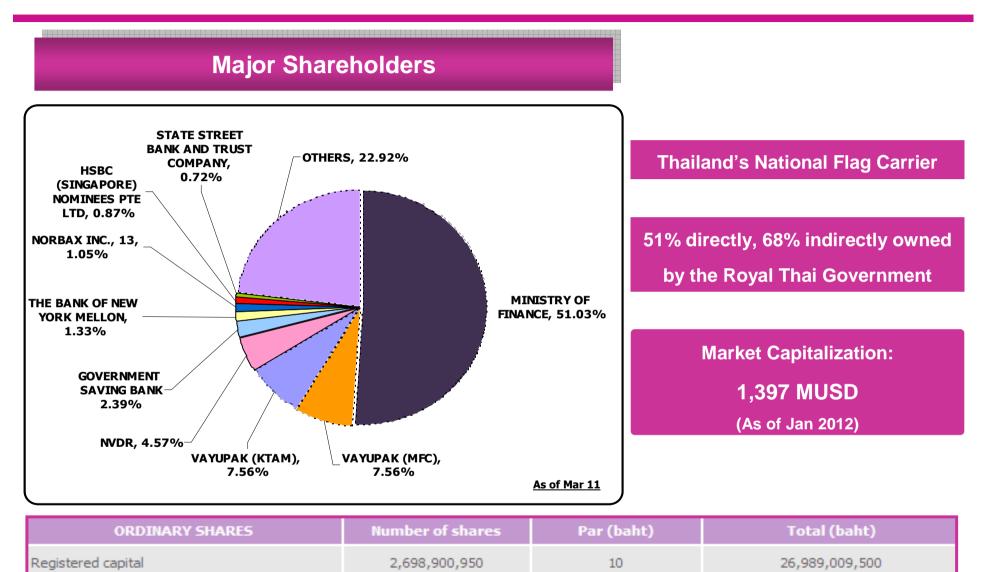
## DISCLAIMER

The information contained herein is intended to represent the Company's operating and financial position at a given point in time and may also contain forward looking information which only reflects expectations based on the prevailing geo-political, economic and non-controllable factors. Such information has been obtained from sources believed to be most reliable and the means in analyzing and preparation of such information for disclosure are based on approved practices and principles in the investment industry. The views are based on assumptions subject to various risks and uncertainties and no assurance is made as to whether such future events will occur, that projections will be achieved, or that the assumptions here-in are correct. Consequently no assurance is made as to the accuracy or completeness of information presented in this document.

This document should not be construed as an investment guide or as an offer or solicitation of an offer to buy or sell the Company's equity shares.



### **Company Facts**



2,182,771,917

3

10

Paid-up capital

BTHAI

21,827,719,170

#### **Company Facts**





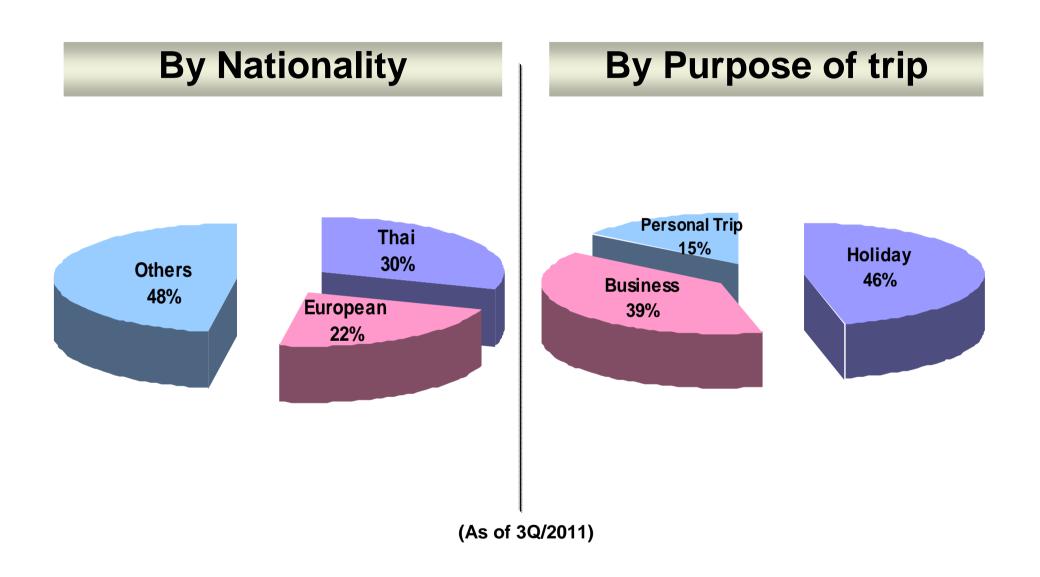
#### **Company Facts**

#### **Airline Portfolio**





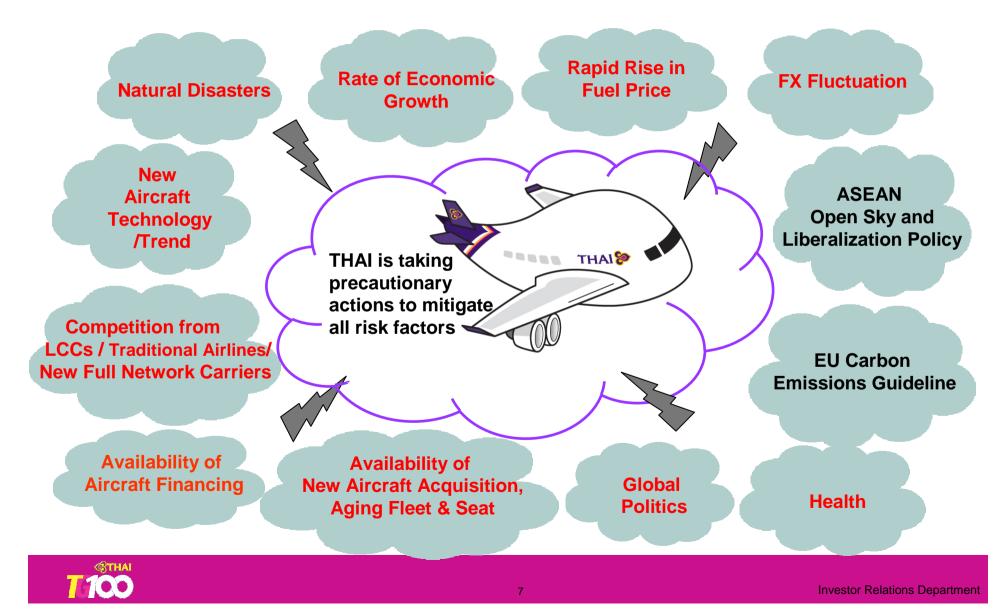
#### **Customer Breakdown**





#### **Factors of Concern**

#### **Factors Affecting Aviation Business**



# **Snap Shot**



JanSept. 2011	МТНВ	USD mn. Equiv.	% Change (YoY)	
Assets	277,044	8,894	-1.5%	
Total Revenue	147,371	4,731	+ 9.3%	
Net Profit (Exclude FX)	- 1,484	- 48	- 132.0%	

2011	JanDec.	% Change YoY
Passenger carried (Million)	18.4	+1.3%
Million Revenue Passenger Kilometers (MRPK)	55,267	-0.7%
Freight carried (tons)	689,640	-3.4%
Million Revenue Freight Ton Kilometers (MRFTK)	2,766	-4.4%



# of Aircraft	89*
Destinations Served	72
Countries Served	35



\*\*\*\* \* \* \* \*\*

\*Excluding 6 B 737-400 leased to Nok Air

# **Operating Summary**

	Units	4Q/2011	4Q/2010	% Change	JanDec. 2011	JanDec. 2010	% Change
Passenger Production	MASK	19,953	19,734	+1.1%	78,533	75,600	+3.9%
Passenger Traffic	MRPK	12,968	14,569	-11.0%	55,267	55,676	-0.7%
Cabin Factor	%	65.0	73.8	-12.0%	70.4	73.6	-4.4%
Passenger Yield*	THB/km	2.75 (Jan-Dec)	2.57 (Jan-Dec)	+7.0%	2.75	2.57	+7.0%

Freight Production	MADTK	1,210	1,288	-6.1	4,919	4,708	+4.5%
Freight Traffic	MRFTK	669	778	-14.0	2,766	2,895	-4.4%
Freight Factor	%	55.3	60.4	-8.5	56.2	61.5	-8.6%
Freight Yield*	THB/km	9.89 (Jan-Dec)	9.50 (Jan-Dec)	+4.1%	9.89	9.50	+4.1%

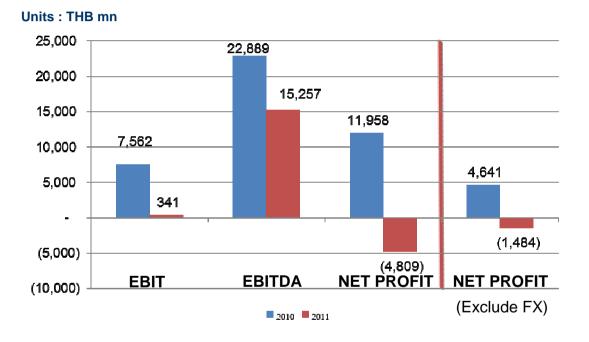
Avg. Fuel Cost	USD/gallon	(E) 3.14	2.39	+31.4	(E) 3.12	2.25	+38.7%

Note : Yield includes fuel surcharge



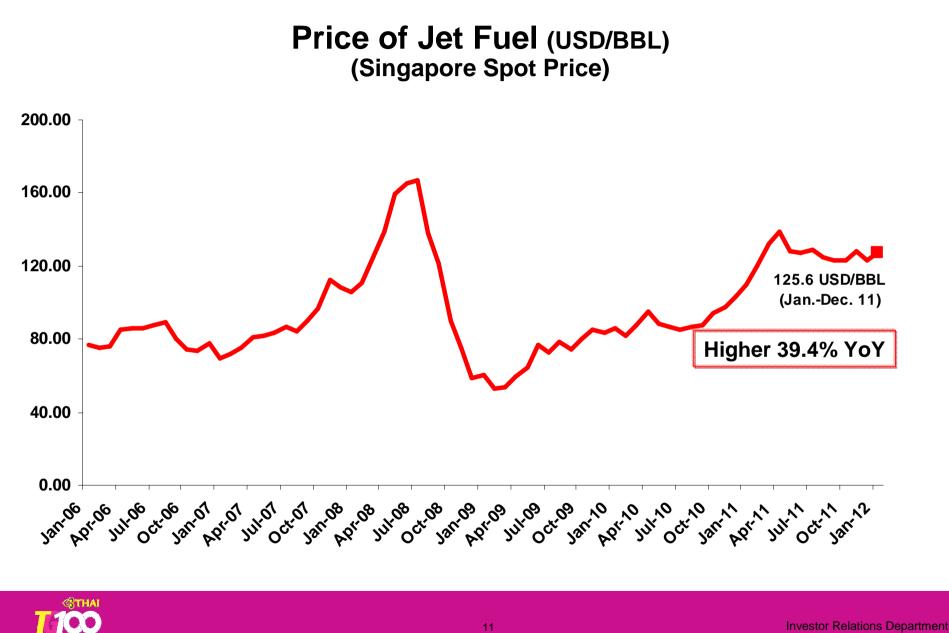
#### **Financial Performance**

#### EBIT, EBITDA and Net Profit (9M/10 & 9M/11)



#### Factors Impacting 9M/11 Results

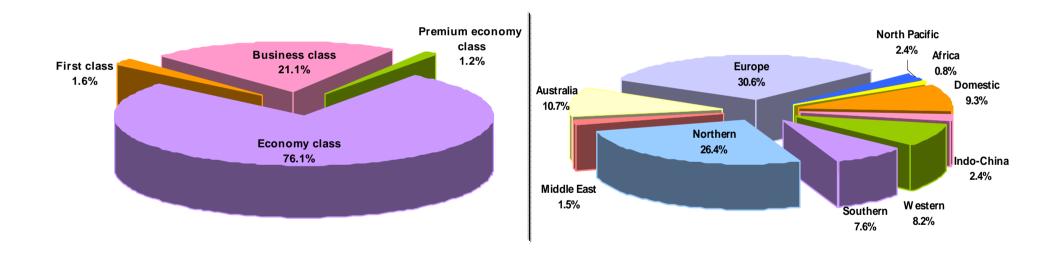
- Impact from Middle east unrest, Japan Earthquake & European economic weakness
- Fuel cost is approximately 41% higher YoY
- 4.2% increase in # of PAX carried
- Fuel surcharge coverage less than 100% from weak demand
- FX loss THB 3,325 mn.



#### Revenue



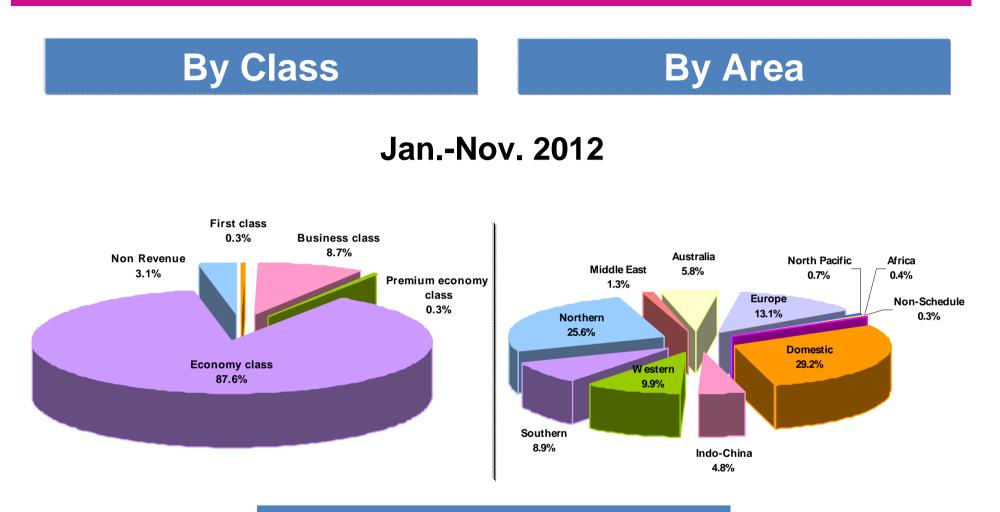
#### Jan.-Nov. 2012



#### **Passenger revenue\* = 138,345 MTHB**

\* Schedule flight only





Total passengers in 2011 = 16.8 mn.

Total passengers in 2010 = 16.8 mn.



#### **Competitors Have Increased Significantly**

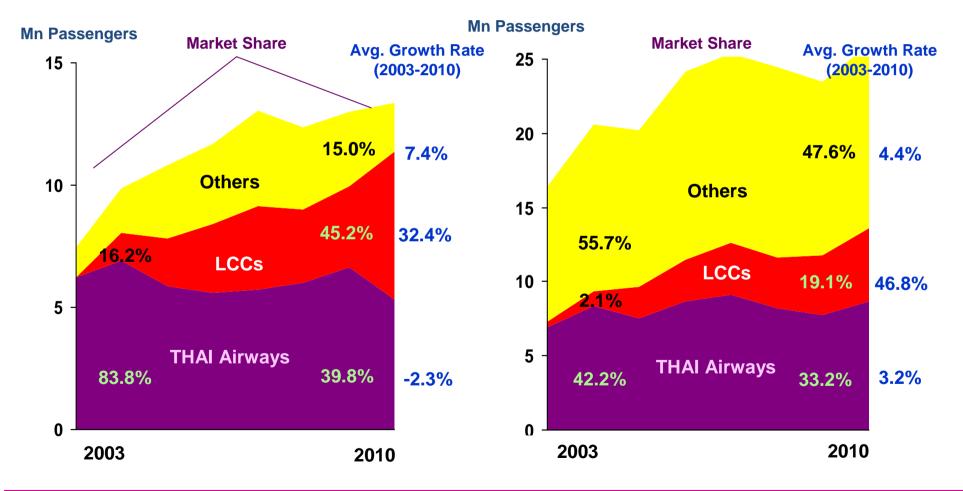




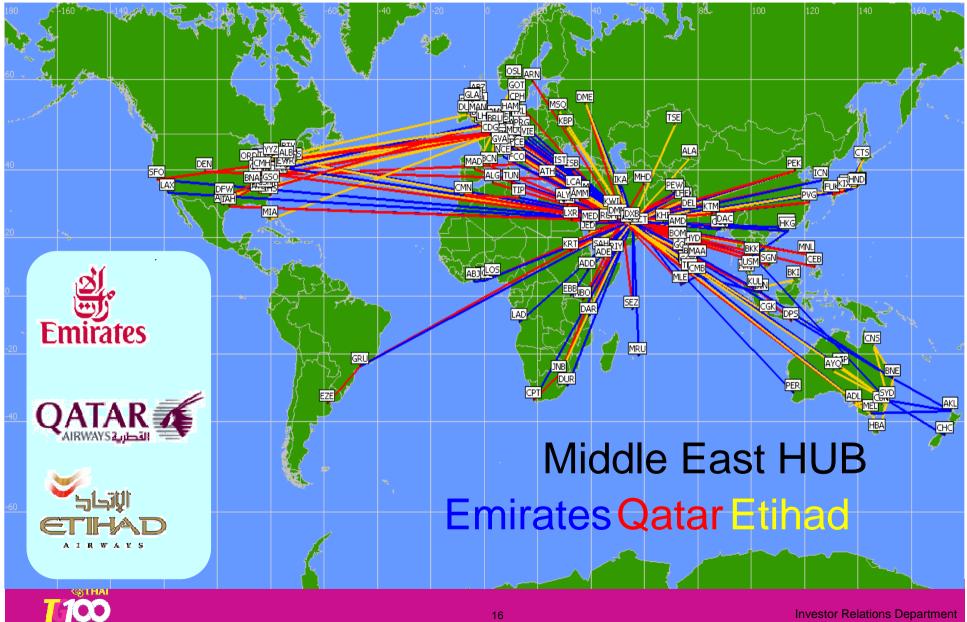
### Market Share of LCCs Up Dramatically



#### **Regional Market**



#### **New Strong Competitors from Middle East**



# THAI surrounded by LCC

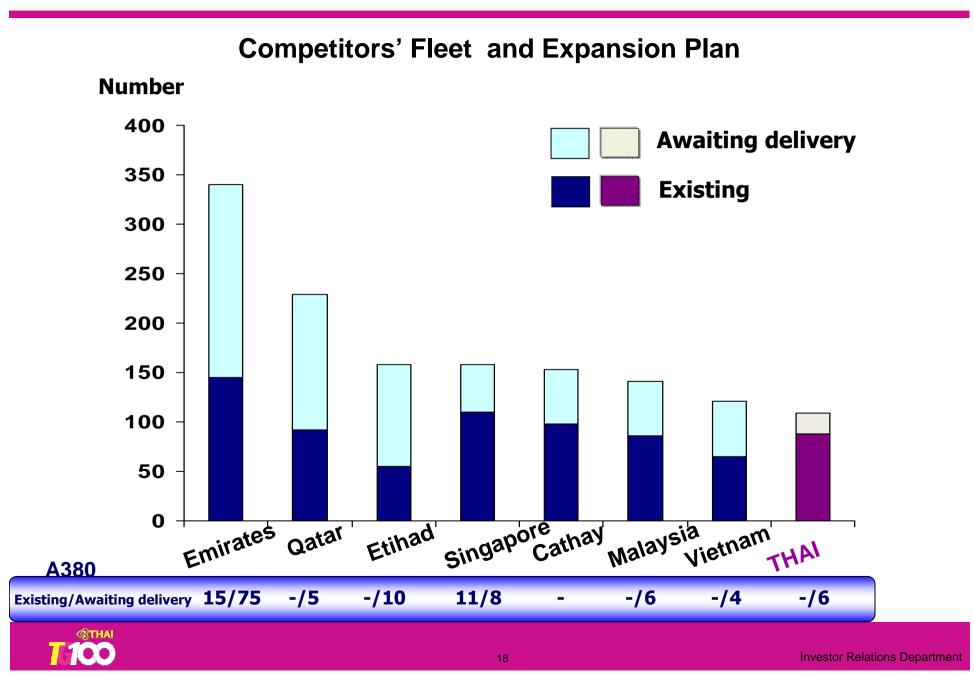


LCC	Fleet	Order
AirAsia	106	284
Cebu Pacific	33	55
Indigo	43	232
Jetstar	79	32
Lion Air	65	360
Silk Air	19	-
SpiceJet	34	44
Tiger Airways	17	-
Total	396	1,007

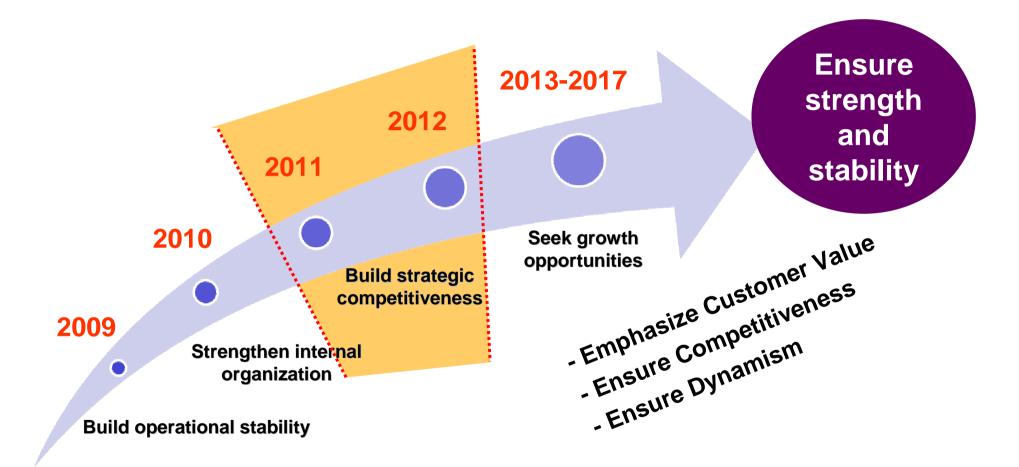
Note:

- Fleets shown only effected to THAI
- Leased aircraft not included

#### **Competitors' Fleet Expansion Plan**



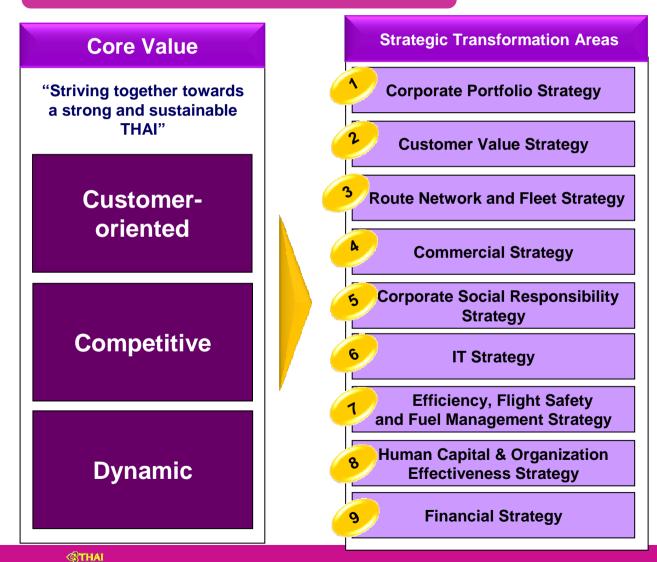
#### **Overarching Strategic Plan**





#### **Overall Strategic Roadmap**

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#### **Ultimate Goal**

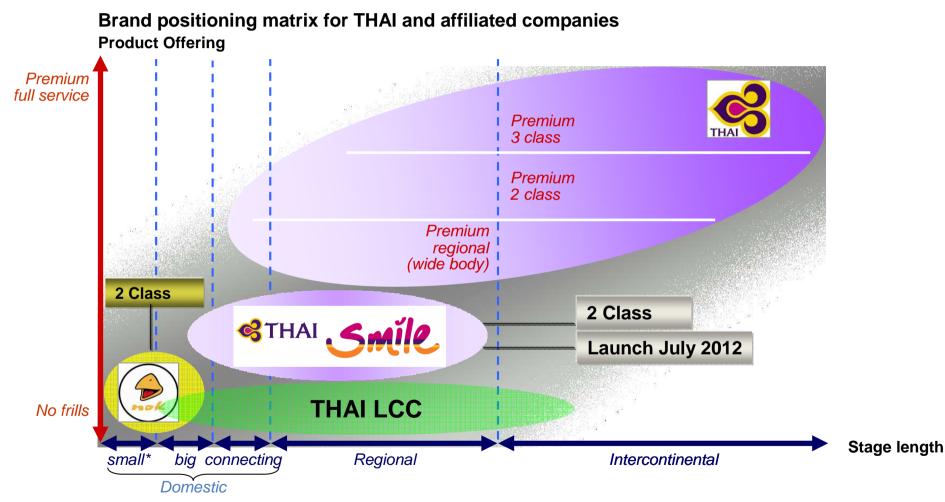
"Restore THAI to be the pride of Thailand around the world,

as a leading Asian carrier that is consistently among the top 3 carriers in Asia and top 5 in the world

> for overall customer experience"

#### Strategy to close THAI's business gap

#### THAI Smile to complement THAI's product offering



Note: \* NOK focuses on DMK only; \*\* Possibilities surrounding expanding fleet to include wide-body aircraft will be evaluated as opportunities arise



#### **Product by Cost Base**

Brand	Brand positioning	Cost base
THAI	Premium network carrier	<ul> <li>MEDIUM to HIGH</li> <li>Minor improvements could be made in cost efficiency</li> </ul>
Sthai Smile	Regional carrier	<ul> <li>LOW to MEDIUM</li> <li>Low cost base achieved through aspects of LCC model, such as single aircraft type, new fleet, etc.</li> </ul>
() Hock	Domestic value-for-money carrier	LOW to MEDIUM <ul> <li>Domestic focus with some added value and maintaining very low cost</li> </ul>



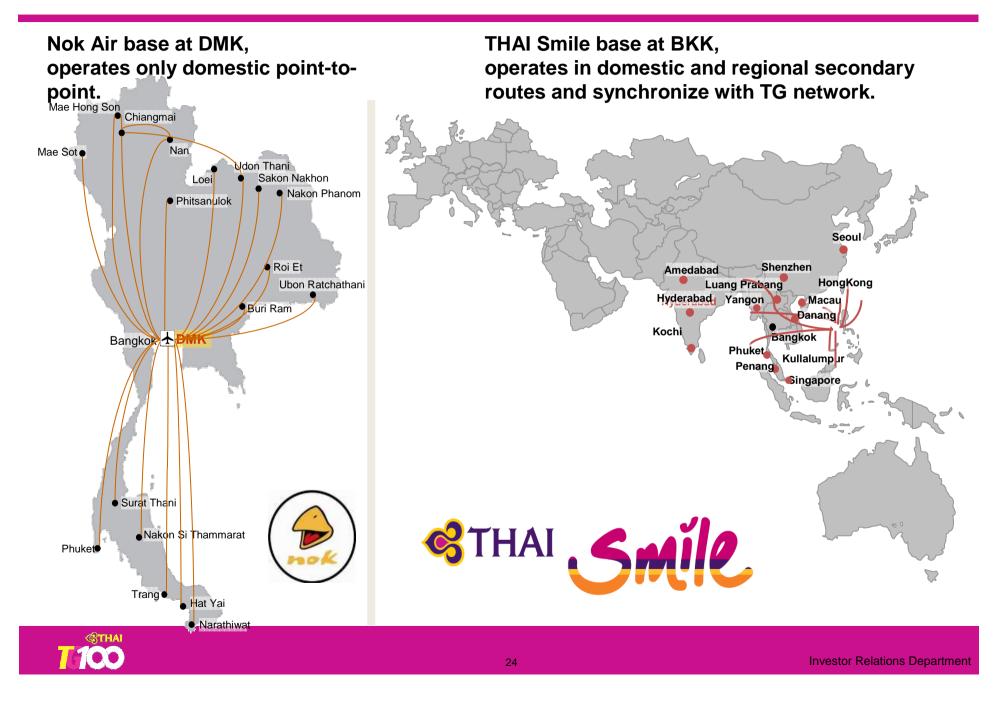
#### **THAI Smile's Strategies**

THAI Smile's first flight will commence on July 1st, 2012 after receiving first brand new aircraft in June 2012

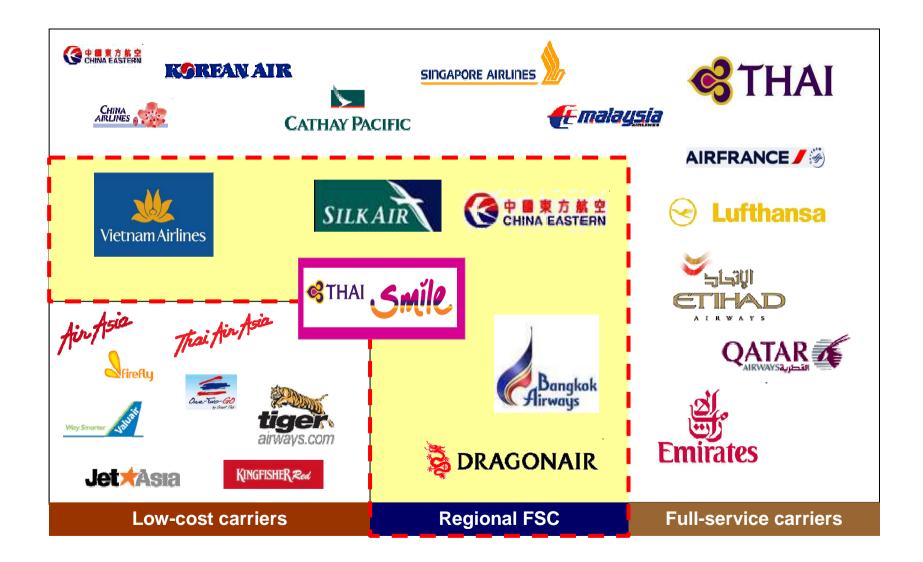




#### **Nok Air & THAI Smile Routes Network**

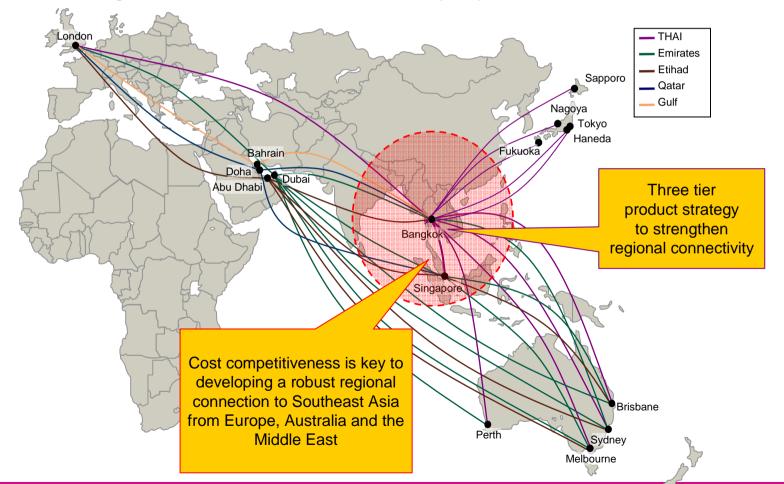


### **Competition for THAI Smile**





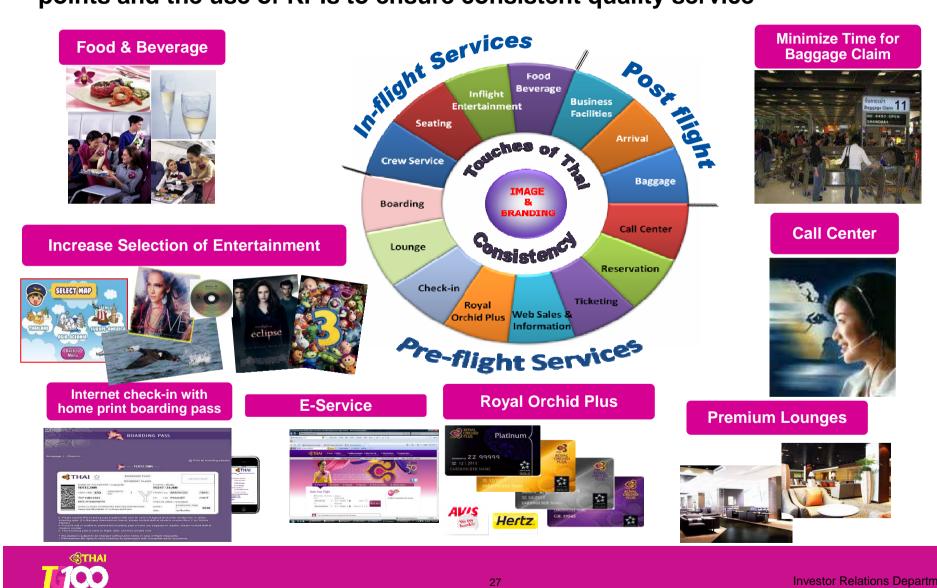
THAI is developing short-haul and regional network strength to capture connecting traffic from Europe, Australia, and the Middle East



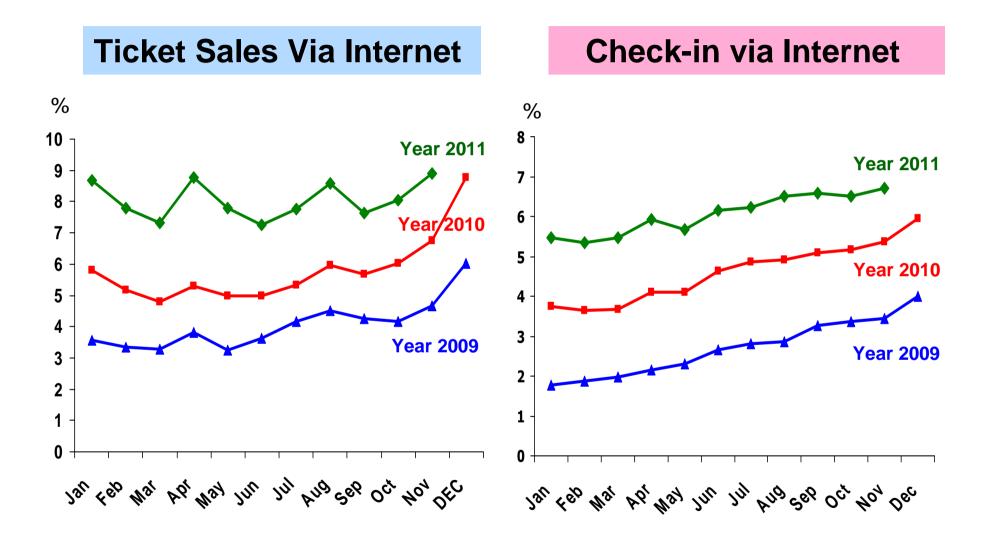
Selected Kangaroo routes for the ME carriers and THAI (2009)



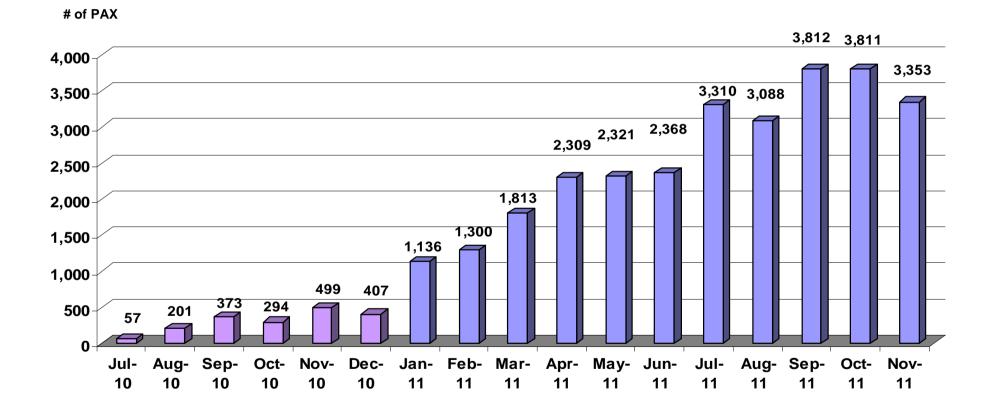
Ongoing enhancement and improvement in products and services at all touch points and the use of KPIs to ensure consistent quality service



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#### Check-in via Mobile (http://m.thaiairways.com)



#### **Current Fleet**

#### Current Fleet: 89 Aircraft

51% of O	9% of OL	40% of FL
O=Owned	OL=Operating lease	FL=Financial lease



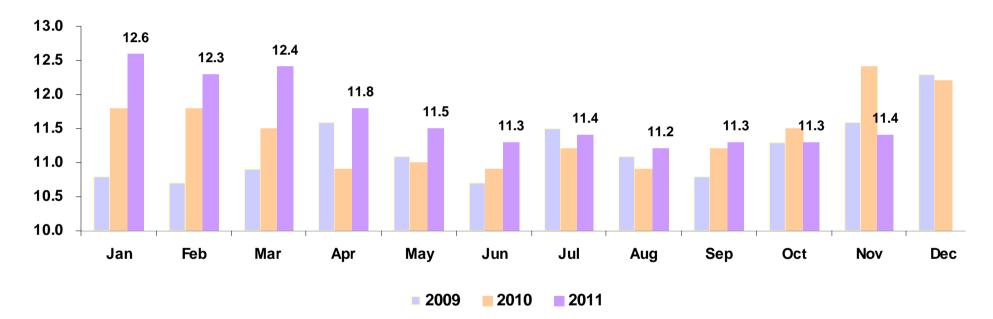
(Note: Approximately)

		# of						
Aircraft Type	Version	Aircraft	First	Business	Premium Economy	Economy	Total	Financial Method
A300-600	36R1	6	N.A.	46	N.A.	201	247	11 0
A300-000	3452	5	N.A.	28	N.A.	232	260	110
A340-500	3452	4	N.A.	60	42	113	215	1 O, 3 FL
A340-600	3461	6	8	60	N.A.	199	267	6 FL
A330-300	3302	12	N.A.	42	N.A.	263	305	10 O, 10 FL ,2 OL
A330-300	3303	10	N.A.	36	N.A.	263	299	
B737-400	7341	5	N.A.	12	N.A.	137	149	2 FL, 3 OL
B747-400	7442	6	14	50	N.A.	325	389	11 O, 5 FL
B747-400	7443	10	10	40	N.A.	325	375	11 0, 3 FL
B777-200	7723	8	N.A.	30	N.A.	279	309	6 O, 2 OL
B777-200ER	77E1	6	N.A.	30	N.A.	262	292	6 FL
B777-300	7732	5	N.A.	34	N.A.	330	364	6 FL
B777-300	7732 TKE	1	N.A.	34	N.A.	325	359	UTL
B777-300ER	7739	5	8	30	N.A.	274	312	5 OL
Total		89	40	532	42	3,528	4,142	39 O, 38 FL, 12 OL
Exc. 2 of ATR-72 4 of 737-400 leased to Nok (Note: N.A = Not available)								

#### **Aircraft Utilization**

#### **Aircraft Utilization**

Hours / Day / Aircraft





## **Aircraft Delivery Plan**

NEW A/C DELIVERY	2011	2012	2013	2014	2015	2016	2017	TOTAL
A380-800	-	3 (FL)	3 (FL)	-	-	-	-	6
B777-300ER	-	2 (OL)	6 (OL)	3 (FL)	3 (FL)	-	-	14
B777-300ER (Jet Airways)	1+1 (OL)							2
A330-300	5+2 (FL)	3 (FL)	2 (FL)	-	-	-	-	12
A350-900	-	-	-	-	-	2 (FL) + 2 (OL)	2 (FL) + 6 (OL)	12
B787-9	-	-	-	-	-	-	2 (OL)	2
B787-8	-	-	-	4 (OL)	2 (OL)	-	-	6
A320	-	4 (OL)	2 (OL)	2 (FL)	3 (FL)	-	-	11
TOTAL	9	12	13	9	8	4	10	65

Note : OL = Operating lease FL = Financial lease



#### **Phase Out Plan**

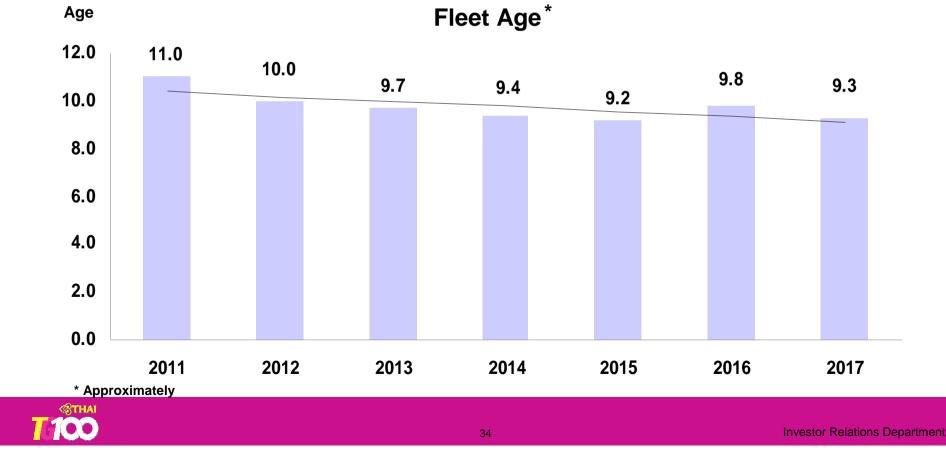
PHASE-OUT PLAN	2011	2012	2013	2014	2015	2016	2017	TOTAL
B747-400	2*	2	2					6
B777-300ER (Jet Airways)			5					5
A340-500		2	2					4
A340-600					2	2	2	6
B777-200							2	2
A330-300							3	3
A300-600	2	4	2	3	2			13
B737-400		3**	1**	2	3			9
ATR-72			2					2
TOTAL	4	11	14	5	7	2	7	50

Note : \* To be converted to cargo planes \*\* Return from Nok Air

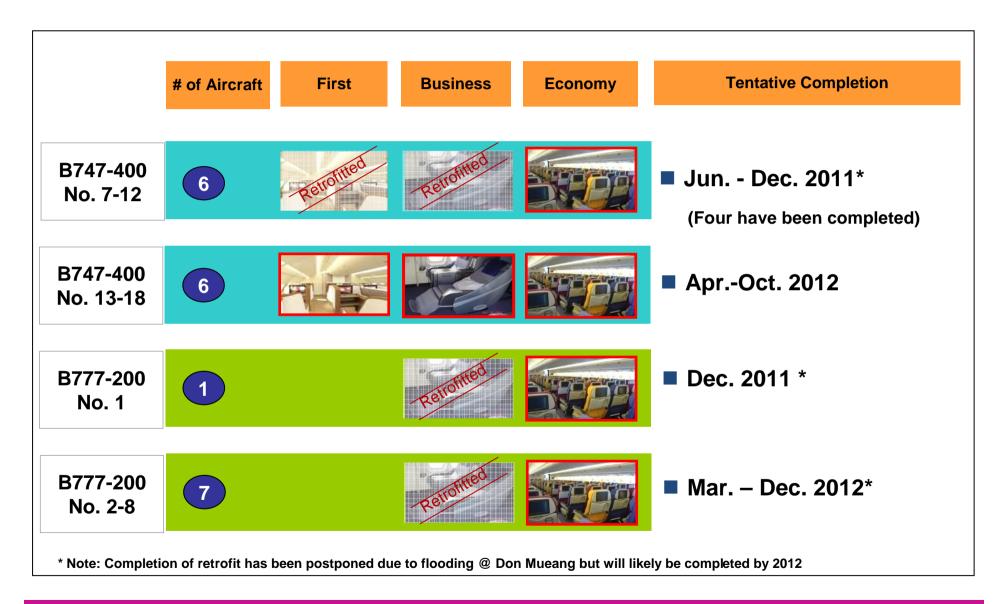


# Fleet Strategy Through 2017

	2011	2012	2013	2014	2015	2016	2017	TOTAL
# of Aircraft	89	93	95	99	100	102	105	
Total Seats in operation	26,691	28,249	29,570	30,972	31,581	32,391	33,660	
Seat Growth	5.8%	5.8%	3.8%	8.7%	2.0%	2.6%	3.9%	4.7%



#### **Upgrades and Retrofit Schedule**





## **Aircraft lease to Supplement Capacity**

- Leased 3 B777-300ER aircraft from Jet Airways for 3 years
- Another 2 B777-300ER will be leased from Jet Airways : August and November 2011
- Used on European flights and to replace routes where older A330-300 aircraft flies in the region





## New Aircraft A330 & A380

#### New Airbus A380-800

New Airbus A330-300

**Royal Silk Class** 





**Economy Class** 



**Royal First class** 



Royal Silk Class









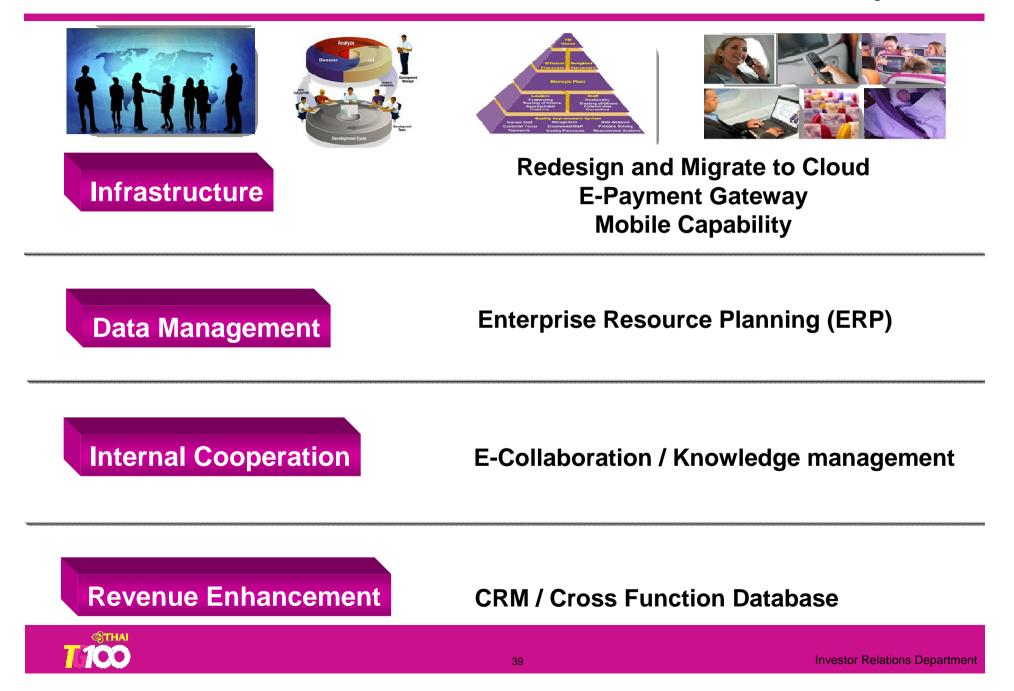
**Investor Relations Department** 

## **New In-Flight Entertainment Interactive**

#### Full Audio Video on Demand (AVOD) in all classes\* (\* Except A330-300, A300-600 and B737-400)



### **IT Development**



## **Route Network and Fleet**

#### **Route Network Strategy**



- Develop Bangkok and Thailand as main hubs by implementing more direct flights into Thailand, focus on frequency increment and hub connectivity
- Enhance network strength in key markets to maintain leading market positioning and build network strength around homeland
- Expand network in secondary routes, operating by narrow body aircraft with light premium service
- Establish THAI LCC to compete in price sensitive market
- Leverage alliances and strategic partners to expand network and cover all market segments
- Increase flight schedule flexibility in respond demand dynamic, seasonality, and competitive environment
- Develop more direct flight to HKT as main destination

#### **Fleet Strategy**

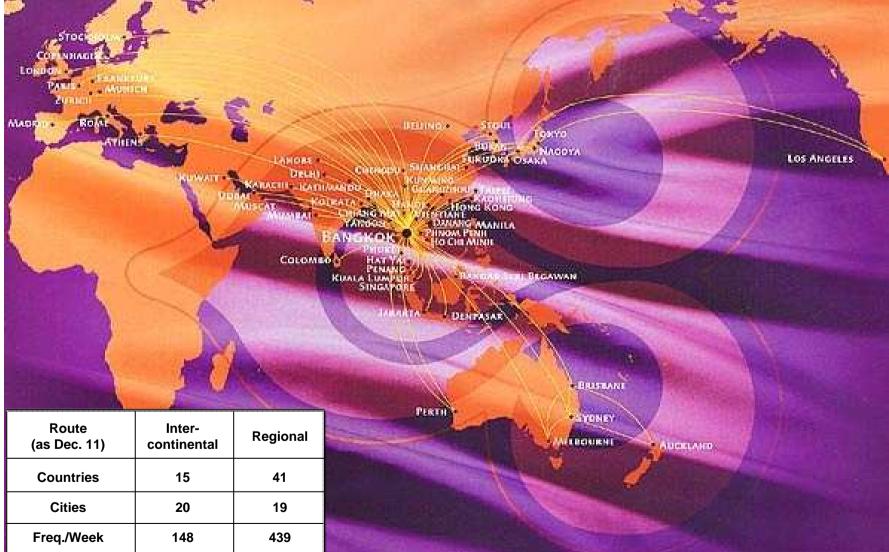


- Improve fleet efficiency to lower maintenance and fuel expenses, reduce environmental impact and increase asset utilization
- Secure long-term fleet delivery positions to ensure continuous supply to support sustainable growth
- Implement fleet simplification in long-term to reduce operating costs and improve operating efficiency
- Match aircraft size with demand and competition
- Design proper seat configuration to gain competitive advantage



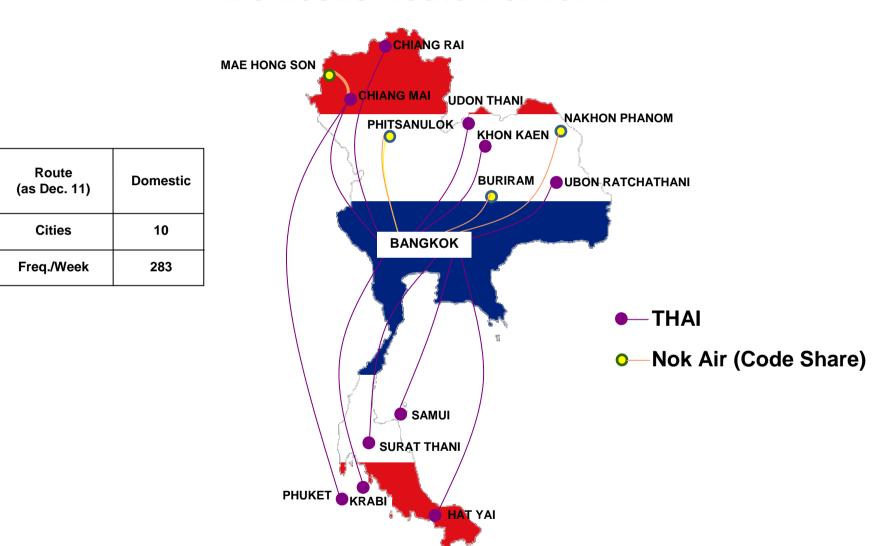
### **THAI Route Network**

#### **World Route Network**





## **THAI Route Network**



**Domestic Route Network** 



# Increase direct flights from BKK to secondary market and increasing over all connectivity but will adjust capacity to reflect demand

#### Winter Program



#### **New Flights Opening**

BKK-Brussel v.v.	3 Flights / Week
BKK-Belgium v.v. (As from 17NOV11)	3 Flights / Week
BKK-Copenhagen-Phuket (As from 11NOV11)	3 Flights / Week
BKK-Osaka v.v. (As from 16NOV11)	3 Flights / Week
HKT-Seoul v.v.	3 Flights / Week
BKK-Singapore v.v.	7 Flights / Week

#### **Flight Resumption**

BKK-Beijing v.v.	4 Flights / Week
BKK-Kathmandu v.v.	3 Flights / Week
BKK-Hat Yai v.v.	7 Flights / Week

<b><u>Route Adjustment</u></b> Effective Oct. 30, 2011 – Mar. 24, 2012				
BKK-Phuket-Perth v.v.	HKT-Perth v.v.			
BKK-Tokyo-Phuket	BKK-Narita v.v.			
BKK-Chiang Mai-Phuket-BKK	BKK-Chiang Mai-Phuket v.v.			

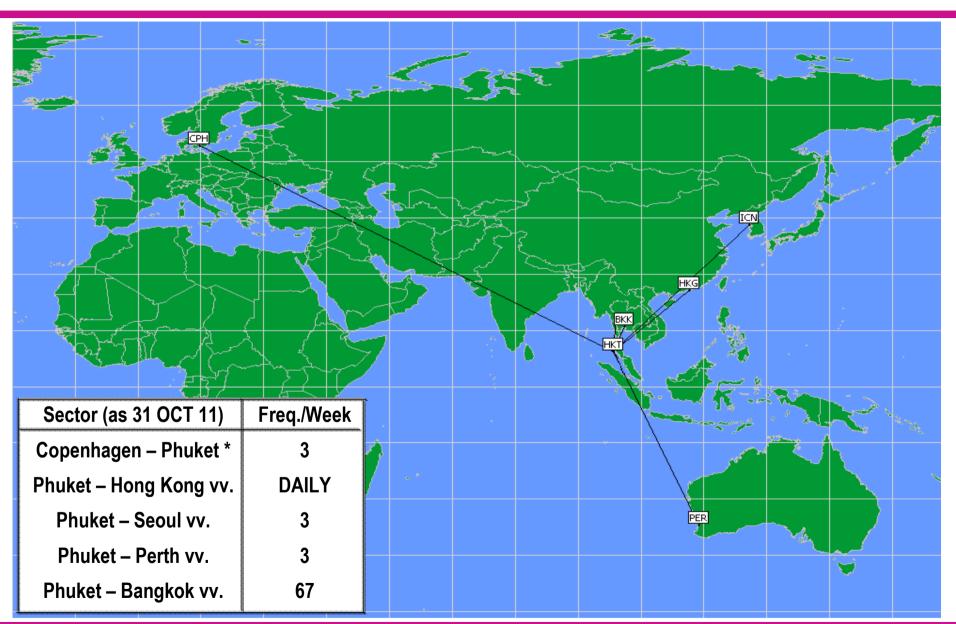
#### **Additional Frequency**

BKK-Oslo v.v.	5 to 7 Flights / Week
BKK-Perth v.v.	4 to 7 Flights / Week
BKK-Xiamen v.v.	3 to 4 Flights / Week
BKK-Chengdu v.v.	4 to 5 Flights / Week
BKK-Nagoya v.v.	10 to 11 Flights / Week
(As from 01JAN12)	
BKK-Mumbai v.v.	6 to 13 Flights / Week
BKK-Gaya-Varanasi v.v.	4 to 7 Flights / Week
(30OCT- 31DEC11)	

Effective Oct. 30, 2011



## **THAI Phuket Route Network**





## **Fuel Management**

#### Minimum 20% fuel hedging requirement to mitigate risk of rapid fuel cost rise

>80%	Board Authority	
>60<=80%	Fuel Price Risk Management Committee (President, EVP Finance & Accounting, VP, Director and Department)	
>30<=60%	VP, Director and Department Level Decision	
>20<30%		
<=20%	Board Authority	
ঞ্জthai	1m 2m 3m 4m 5m 6m 7m 8m 9m 10m 11m 12m <mark>13m 14m 15m 16m 17m 18m</mark>	>18 months Contract Perio

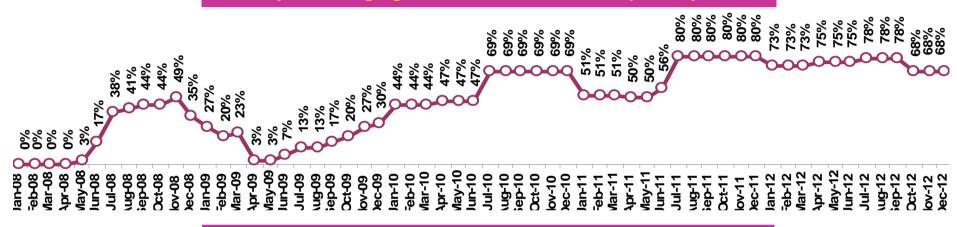
Hedging Volume



### **Fuel Management**

Hedging combined with fuel surcharge greatly mitigates fuel price fluctuation risk

Monthly fuel hedging 2008-2011 - % of consumption by month



Percentage of Fuel Surcharge & Hedging Coverage



## IATA Carbon Offset Program



**Emissions Trading** 

2012

**Monetary Value** Amount of Shortfall Carbon Credit ~200 MTHB



• CERs 60%

• EUAs 40%

#### THAI is the first Asian airline with IATA to find means to offset fuel burn

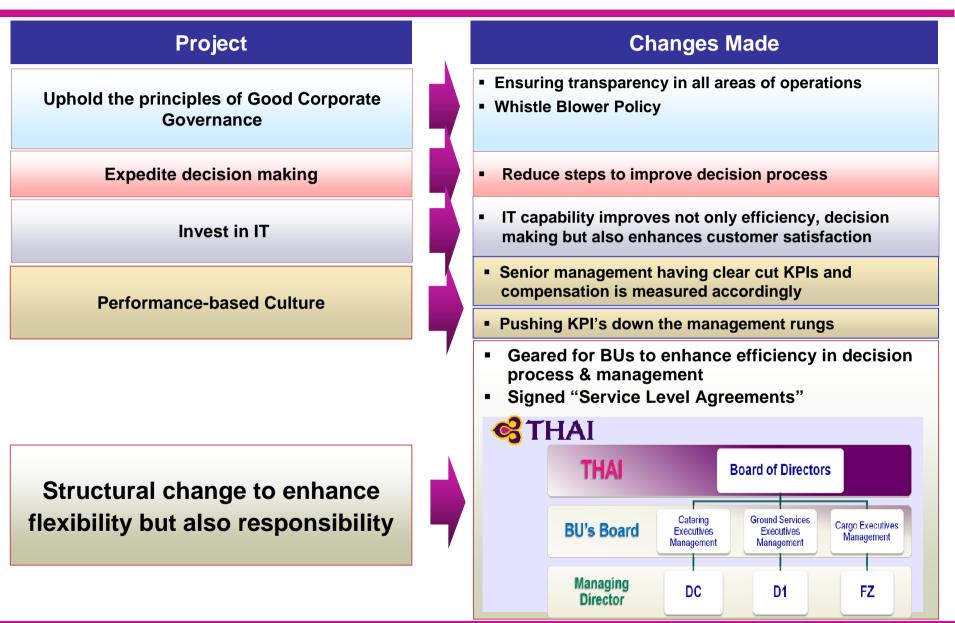
#### **Carbon Footprint**



•Determined the carbon footprint of 2 meals and provided labeling declaring carbon quantity for customers as their choice



## **Improvements in Dynamism**





EC
US Cargo DOJ
US Cargo Class Action
Korea

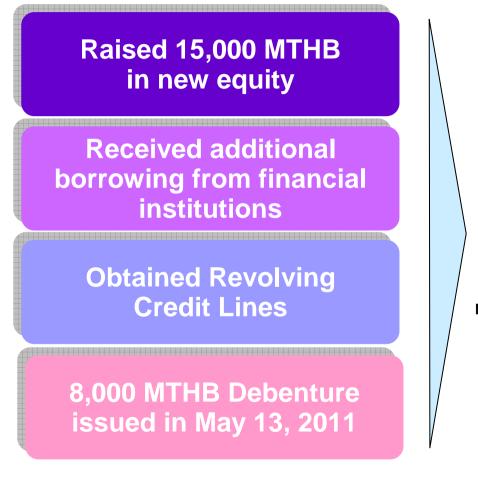
Rescinded all charges against THAI Stopped further proceedings Settled by paying USD 3.5 mn Pending charges is for KW 2.85 mn

	MTHB
In 2008 Put in reserve	4,290
In 2010 Wrote back	1,783

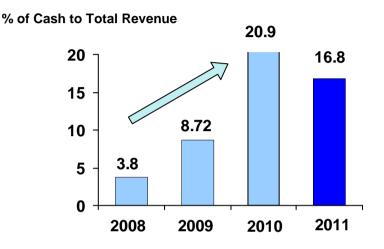
Outstanding in reserve 2,507



## **Improved Capital Structure**

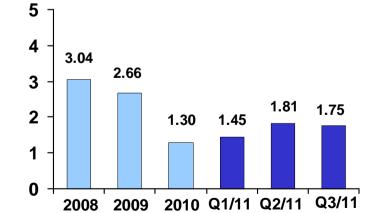


#### **Improved Cash Position**



#### **Stable Capital Structure**

Net Interest Bearing Debt to Equity (Times)





# **Financial Performance**



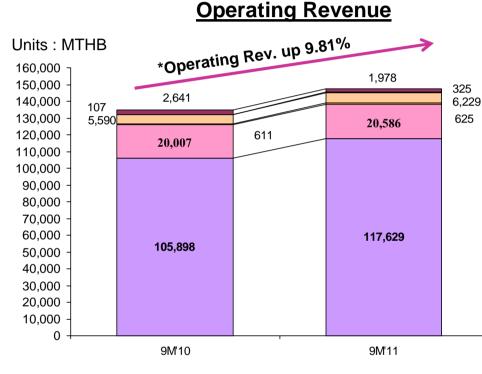
### **Financial Performance**

## Performance Summary (9M/2010 & 9M/2011)

THAI and its subsidiaries

	Jan-Sep	
(Units : MTHB)	2011	2010
Total Revenue	147,371	134,854
Total Expense	-144,871	-125,570
Foreign currency exchange (Gain)	-3,325	7,317
Share of profit of investments by the equity method	142	226
Profit (Loss) before finance costs, income tax	-683	16,827
Financial Cost	-4,195	-3,922
Net tax expense (income)	99	-907
Net profits (loss)	-4,779	11,998

## Operating / Total Revenue (9M/2010 & 9M/2011)



□ Passenger □ Freight □ Mail □ Other activities □ Interest income □ Other income

		% to
Revenue	% Change	Tot. Rev.
Passenger	11.08	79.82
Freight	13.97	13.97
Mail	2.16	0.42
Other activities	11.44	4.23
Interest income	203.57	0.22
Other income	- 25.12	1.34
Total Income	9.28	100.00

#### Total Revenue

\*Excludes Interest & Other income Operating revenue 9M/10 = 132,106 MTHB Operating revenue 9M/11 = 145,069 MTHB

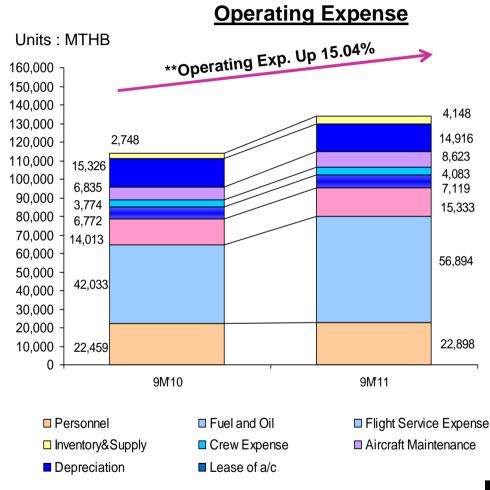
Total revenue 9M/10 = 134,854 MTHB Total revenue 9M/11 = 147,371 MTHB



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## **Financial Performance**

#### Operating / Total Expense (9M/2010 & 9M/2011)



#### \*\* Excludes FX & Impairment losses Operating expense 9M/10 = 125,004 MTHB Operating expense 9M/11 = 143,812MTHB

	<	81	H	AI
f	(	Ö		)

<u>Total Expense</u>				
	% Change	% of		
Expense	ΥοΥ	Tot. Exp.		
Personnel expense	1.95	15.45		
Fuel and oil	35.35	38.39		
Flight service expense	9.42	10.35		
Inventories and supplies	5.13	4.80		
Crew expense	8.18	2.75		
Maintenance/overhual	26.16	5.82		
Depreciation/amortisation	- 2.68	10.06		
Aircraft lease/spare parts	50.90	2.80		
Other expense	230.50	9.58		
Total Expense	25.32	100.00		

Total expense 9M/10 = 118,253 MTHB Total expense 9M/11 = 148,195 MTHB

### Ratios - 9M/2010 & 9M/2011

Ratios	units	9M/10	9M/11
Earnings Per Share	(THB)	6.99	-2.20
Book Value per Share	(THB)	36.56	31.41
Price / Book Value	(Times)	1.15	0.64
EBIT	(MTHB)	7,331	341
EBITDA	(MTHB)	22,658	15,257
EBITDAR	(MTHB)	25,406	19,404
Operating Profit Margin	(%)	5.5	0.2
Net Profit Margin	(%)	9.1	-3.3
EBITDA Margin	(%)	17.2	10.5
Interest Bearing Debt to Equity	(Times)	1.9	2.0
Net Interest Bearing Debt to Equity	(Times)	1.4*	1.7*
Interest Coverage	(Times)	5.8	3.6

\* (Interest Bearing Debt – Cash and Cash Equivalent) / Equity

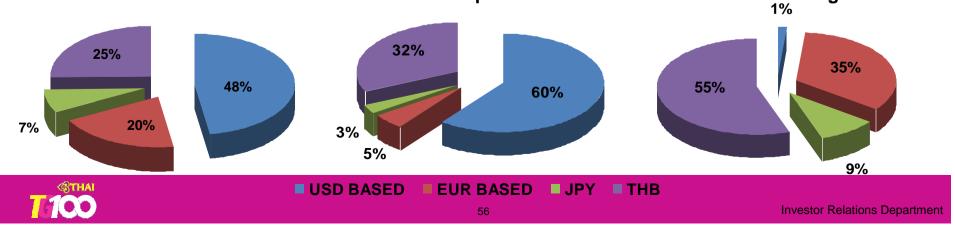


## **Financial Performance**

## **Foreign Currency Exposure (Year 2010)**

Unit : MTHB

	Reve	nue	Expense		Surplus	Outstanding Borrowings				
					or Deficit	Before Swap		After Swap		
	Amount	%	Amount	%	Amount	Amount	%	Amount	%	
USD BASED	85,801	48	89,994	60	- 4,193	1,977	1	1,212	1	
USD	18,604		79,340							
Others <sup>(1)</sup>	67,197		10,654							
EUR BASED	35,210	20	8,030	5	27,180	49,796	34	50,584	35	
EUR	16,809		5,623							
Others <sup>(2)</sup>	18,401		2,407							
JPY	13,509	7	3,980	3	9,529	13,766	9	13,766	9	
THB	45,753	25	47,228	32	- 1,475	80,741	55	80,741	55	
TOTAL	180,273	100.00	149,232	100.00	31,041	146,280	100	146,303	100	
	Revenue	;		Ex	pense	Outstanding				



**Investor Relations Department** 

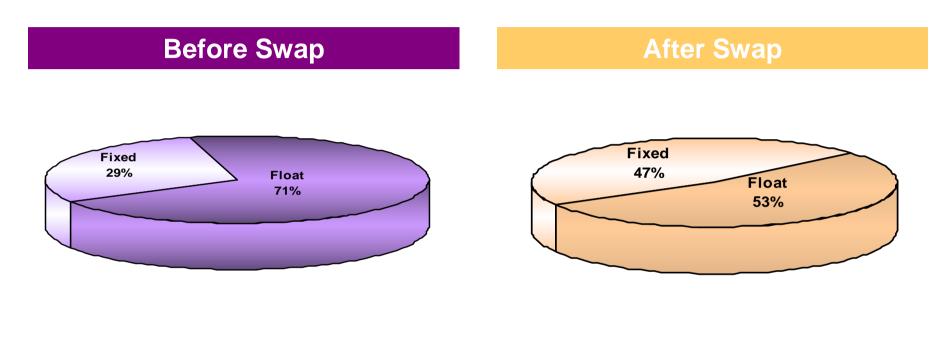
#### TG continues to be net long Euro & Yen



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### **Financial Performance**

#### Proportion of Fixed and Float (As of Dec. 2011)



#### Percentage of TOTAL (TOTAL = 142,350 MTHB)

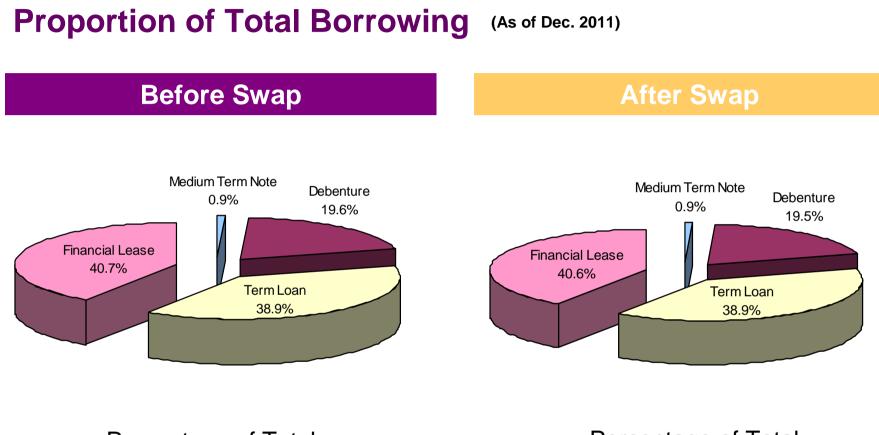
Cost of funding = 3.78%

Percentage of TOTAL (TOTAL = 142,444 MTHB)

Cost of funding = 3.92%



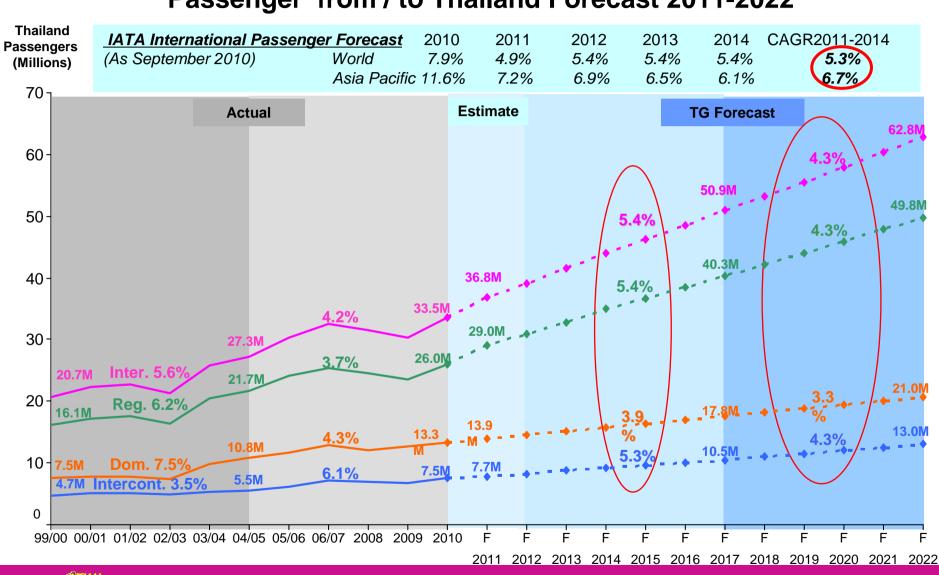
### **Financial Performance**



#### Percentage of Total (Total of on Balance Sheet = 142,350 MTHB)

#### Percentage of Total (Total of on Balance Sheet = 142,444 MTHB)

## **Industry Outlook**

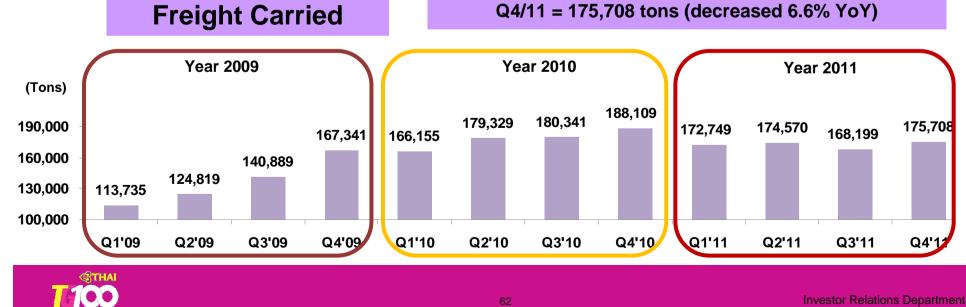


#### Passenger from / to Thailand Forecast 2011-2022

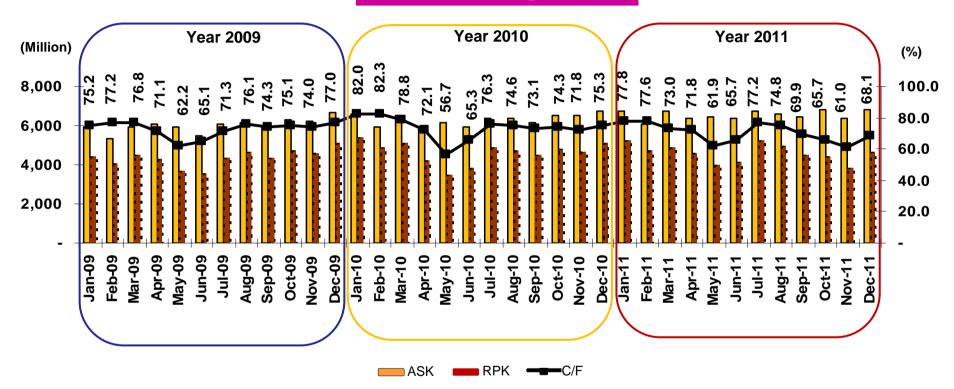
# Appendix



Q4/11 = 4.5 million (decreased 6.9% YoY) **Passengers Carried** ('000) Year 2009 Year 2010 Year 2011 7,000 5,088 5,167 4,923 4,833 4,771 4,589 4,684 4,502 4,414 5,000 4,201 4,114 3,662 3,000 1,000 Q1'09 Q2'09 Q3'09 Q4'09 Q1'10 Q2'10 Q3'10 Q4'10 Q1'11 Q2'11 Q3'11 Q4'11

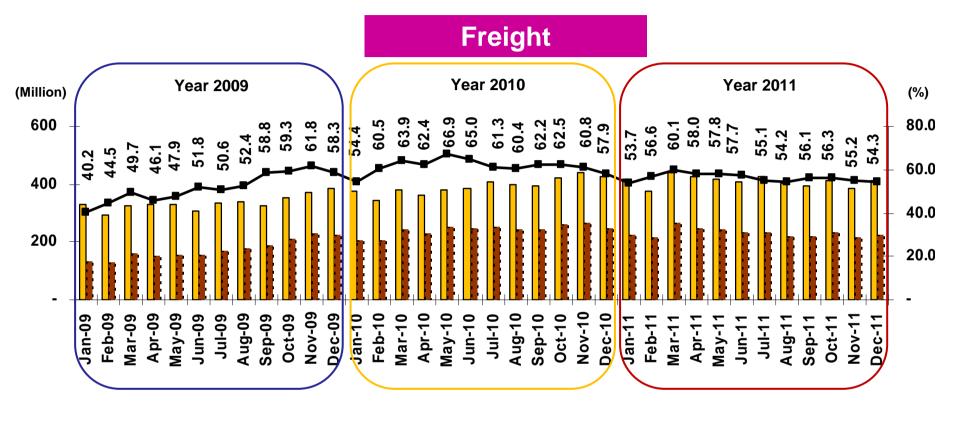


Passenger



	YoY (Month)			QoQ (Quarter)			YoY (Quarter)			YoY (Year)		
	Dec'11	Dec'10	YoY%	Q4'11	Q3'11	QoQ%	Q4'11	Q4'10	YoY%	2011	2010	YoY%
MASK	6,806	6,756	0.7	19,953	19,837	0.6	19,953	19,734	1.1	78,533	75,598	3.9
MRPK	4,632	5,085	- 8.9	12,968	14,681	- 11.7	12,968	14,569	- 11.0	55,267	55,678	- 0.7
Cabin factor%	68.1	75.3	- 9.6	65.0	74.0	- 12.2	65.0	73.8	- 12.0	70.4	73.7	- 4.4



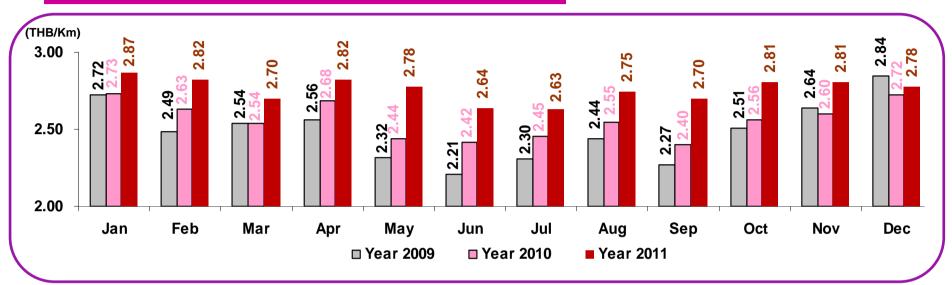


#### ADTK RFTK F/F

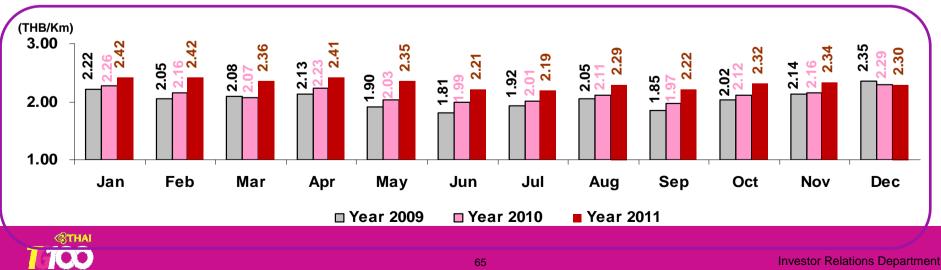
	YoY (Month)			QoQ (Quarter)			YoY (Quarter)			YoY (Year)		
	Dec'11	Dec'10	YoY%	Q4'11	Q3'11	QoQ%	Q4'11	Q4'10	YoY%	2011	2010	YoY%
MADTK	411	428	- 4.0	1,210	1,224	- 1.1	1,210	1,288	- 6.1	4,917	4,708	4.4
MRFTK	223	248	- 10.1	669	675	- 0.9	669	778	- 14.0	2,765	2,895	-4.5
Freight factor%	54.3	57.9	- 6.4	55.3	55.1	0.3	55.3	60.4	- 8.5	56.2	61.5	- 8.6



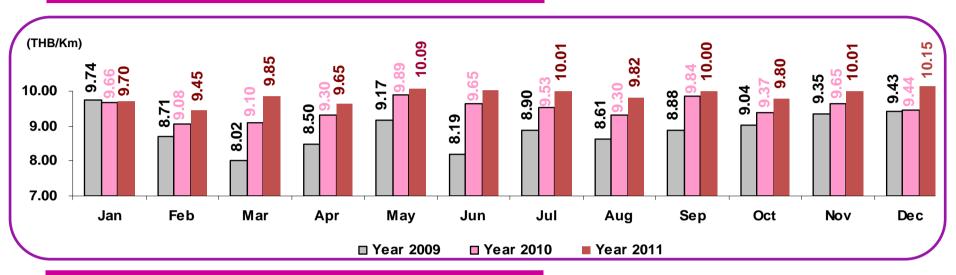
#### Passenger Yield (Including Fuel Surcharge)



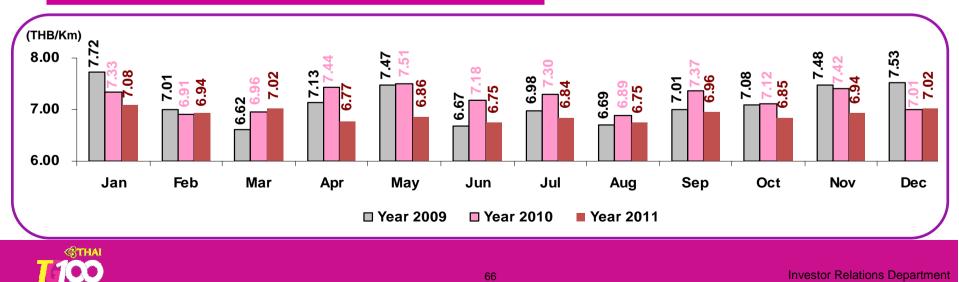
#### Passenger Yield (Excluding Fuel Surcharge)



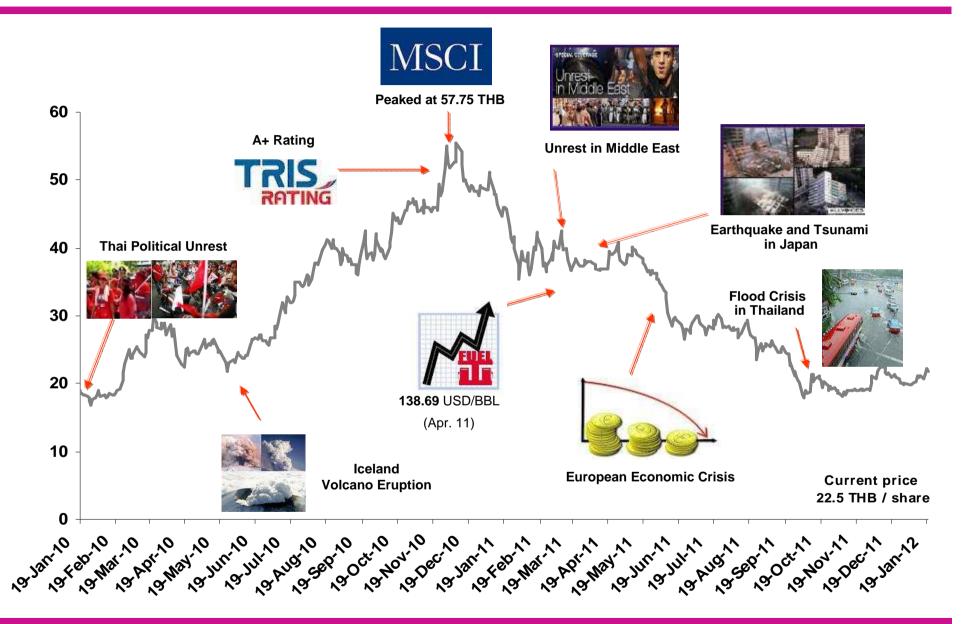
#### Freight Yield (Including Fuel Surcharge)



#### Freight Yield (Excluding Fuel Surcharge)



#### **Price Volatility from External Events**



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### **Awards and Accolades**

#### Achieved Top 5 in the World and Targeting Top 3 in Asia

