

THAI AIRWAYS INTERNATIONAL PCL

PHATRA SECURITIES PCL



Thai Tourism Day
July 4, 2013



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 equity shares or other securities issued by the Company.

Snapshot



Company	Q1'2013	% Change YoY	Year 2012	% Change YoY
Total Revenue (MTHB)	63,271	+11.8%	213,530	+9.9%
Net Profit (MTHB) (Included FX)	8,283	+58.6%	6,230	+161.1%
Assets (MTHB)	307,657	+9.3%	304,096	+11.0%



Route & Fleet	
# of Aircraft (As of 31 MAY 13)	100*
Frequency Flights per Week (Effective 31 MAR – 26 OCT 13)	969
Destinations Served (Effective 31 MAR – 26 OCT 13)	75
Countries Served (Effective 31 MAR – 26 OCT 13)	37



Note: Including THAI Smile

*Excluding : 4 B 737-400 & 2 ATR-72 leased to Nok Air

Operations Summary

	Unit	Q1'2013			JAN-MAY 2013		
		2013	2012	% Change YoY	2013	2012	% Change YoY
Passenger Production	MASK	21,051	19,953	+5.5%	35,019	32,547	+7.6%
Passenger Traffic	MRPK	16,802	15,605	+7.7%	26,731	25,040	+6.8%
Cabin Factor	%	79.8	78.2	+2.1%	76.3	76.9	-0.8%
Passenger carried	Million	5.69	5.16	+10.2%	9.14	8.43	+8.4%
Passenger Yield (Inc. surcharge)	THB/km	2.78	2.75	+1.1%	2.70	2.72	-0.7%
Freight Production	MADTK	1,258	1,196	+5.2%	2,061	1,966	+4.9%
Freight Traffic	MRFTK	641	651	-1.6%	1,062	1,083	-2.0%
Freight Factor	%	50.9	54.4	-6.5%	51.5	55.1	-6.5%
Freight carried	Tons	165,759	175,768	-5.7%	273,722	281,958	-2.9%
Freight Yield (Inc. surcharge)	THB/km	9.16	10.02	-8.6%	9.10	10.04	-9.4%

Note : * Passenger yield is passenger - sales commission and discount / RPK
Based on RCM report

Financial Performance

Financial Performance

Performance Summary (Q1'2012 & Q1'2013)

THAI and its subsidiaries

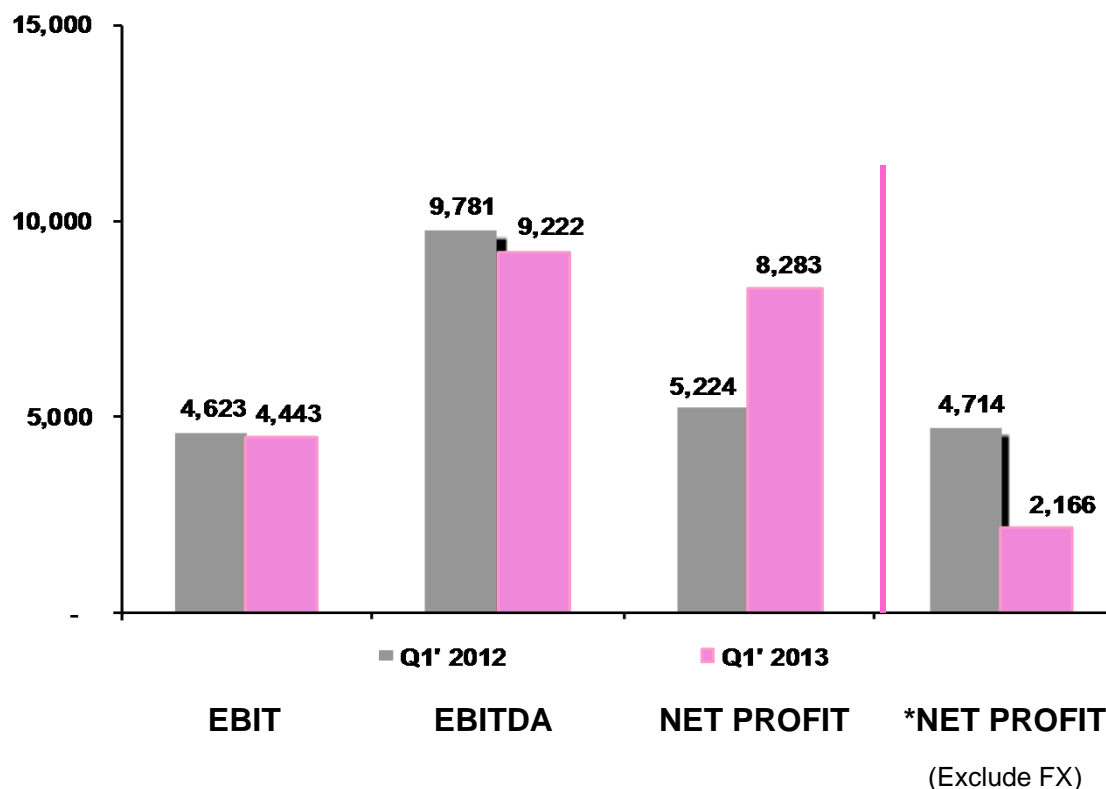
(Units : MTHB)	Q1'2012	Q1'2013
Total Revenue *	56,089	57,142
Total Expense	51,175	55,239
Foreign currency exchange (Loss)	527	6,129
Profit before income tax expense	5,441	8,032
Net tax expense (income)	(200)	263
Net profits (loss)	5,224	8,283

* Excludes Foreign currency exchange

Financial Performance

EBIT, EBITDA and Net Profit (Q1'2012 & Q1'2013)

Units : MTHB

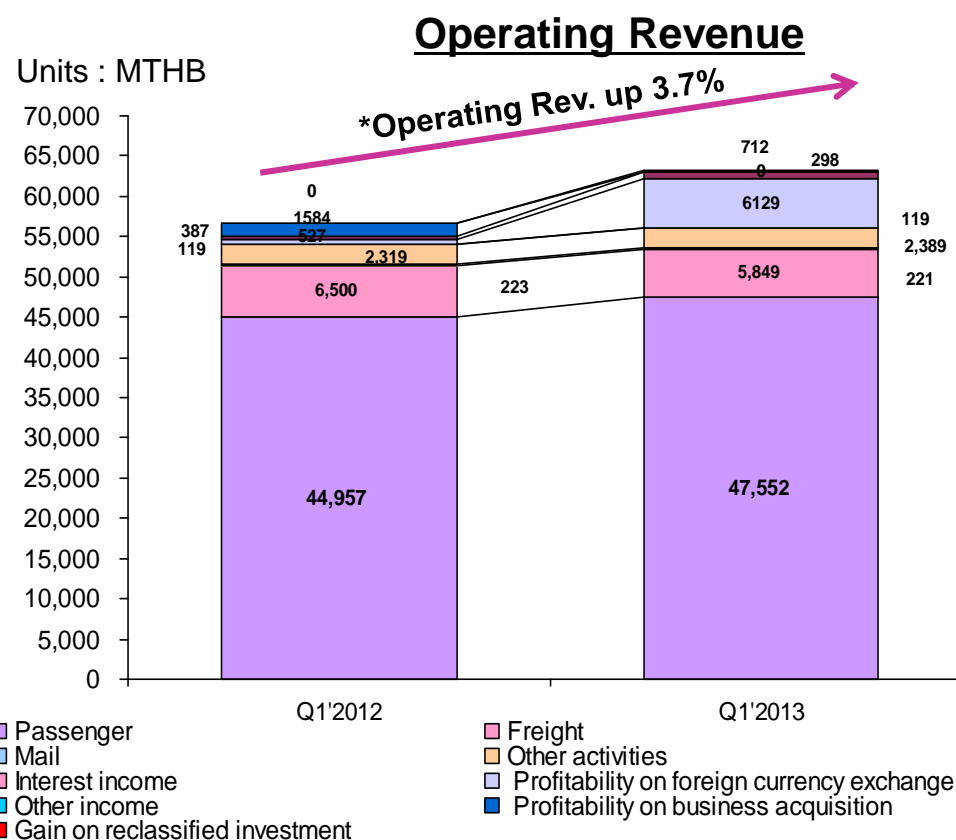


Factors Impacting Q1'2013 Results

- Number of passengers higher than last year by 9.4%
- ASK grew by 5.5% but RPK saw growth of 7.7% over last year
- 2,260 MTHB Impairment loss for 2 A300-600 and 4 A340-500 aircraft
- FX Gain 6,129 MTHB from Baht strength.

Financial Performance

Operating / Total Revenue (Q1'2012 & Q1'2013)



- * Exclude Interest income, FX, Other income, Profitability on business acquisition, Gain on reclassified investment
- Operating revenue Q1'2012 = 53,999 MTHB
 - Operating revenue Q1'2013 = 56,012 MTHB

Total Revenue

Revenue	% Change	% to Tot. Rev.
Passenger	5.77	75.16
Freight	-10.02	9.24
Mail	0.53	0.35
Other activities	3.05	3.78
Interest income	0.28	0.19
Other income	83.96	1.12
FX gain (loss)	1062.00	9.69
Profitability on business acquisition	-100.00	0.00
Gain on reclassified investment	100.00	0.47
Total Income	11.75	100.00

Total revenue Q1'2012 = 56,617 MTHB
Total revenue Q1'2013 = 63,271 MTHB

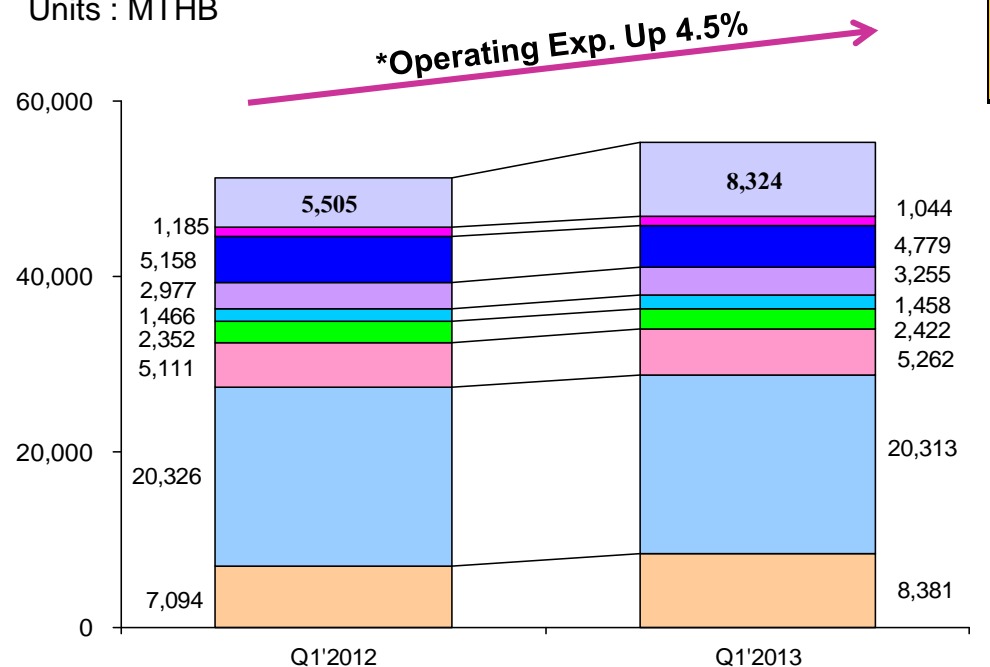
Financial Performance

Operating / Total Expense (Q1'2012 & Q1'2013)

Operating Expense

Total Expense

Units : MTHB



■ Personnel ■ Fuel and Oil ■ Flight Service Expense
■ Inventory & Supply ■ Crew Expense ■ Aircraft Maintenance
■ Depreciation ■ Lease of a/c ■ Other

*** Excludes Impairment losses, Finance costs and Share of profits of associates**
 - Operating expense Q1'2012 = 49,587 MTHB
 - Operating expense Q1'2013 = 51,810 MTHB

Expense	% Change YoY	% of Tot. Exp.
Personnel expense	18.13	15.17
Fuel and oil	0.06	36.77
Flight service expense	2.96	9.53
Inventories and supplies	2.96	4.38
Crew expense	- 0.55	2.64
Maintenance/overhaul	9.31	5.89
Depreciation/amortisation	- 7.35	8.65
Aircraft lease/spare parts	- 11.87	1.89
Other expense	51.21	15.08
Total Expense	7.94	100.00

Total expense Q1'2012 = 51,175 MTHB
Total expense Q1'2013 = 55,239 MTHB

Financial Performance

Ratios – Q1'2012 & Q1'2013

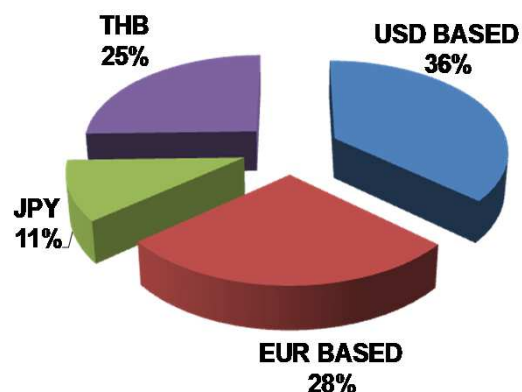
Ratios	units	Q1'2012	Q1'2013
Earnings Per Share	(THB)	2.39	3.79
Book Value per Share	(THB)	31.47	35.26
Price / Book Value	(Times)	0.81	0.81
EBIT	(MTHB)	4,623	4,443
EBITDA	(MTHB)	9,781	9,222
IBD to Equity	(Times)	2.1	2.0
Debt Service Coverage*	(Times)	1.9	1.4
Interest Coverage	(Times)	6.6	6.5
Operating Profit Margin	(%)	8.6	7.9
Net Profit Margin	(%)	9.7	14.8

*EBITDAR – TAX / Interest + Rent + Long Term Debt Repayment - Refinance

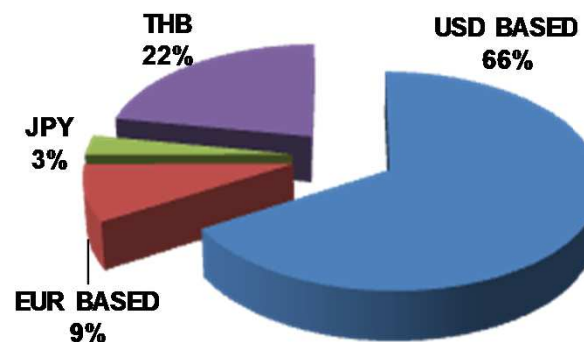
Currency Break down

Foreign Currency Exposure (As of Year 2012)

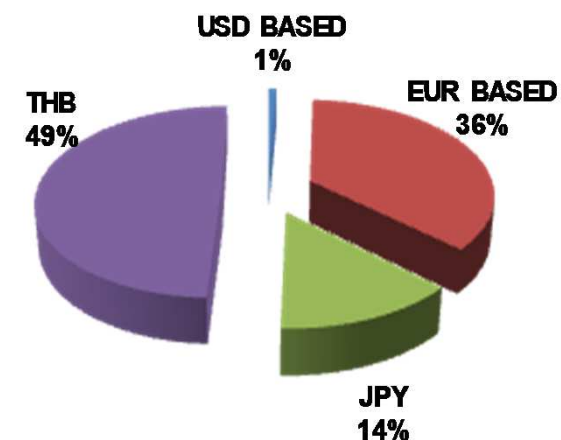
Revenue



Expense



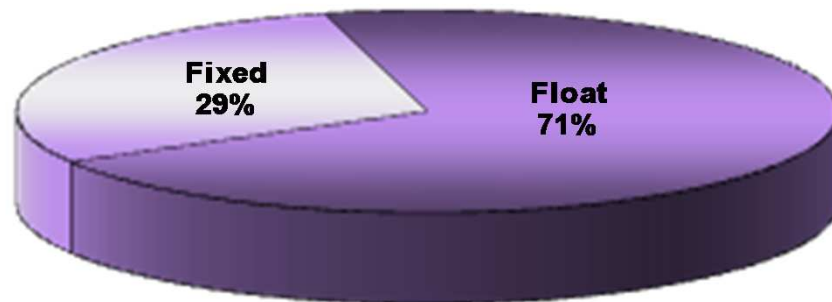
Outstanding loan



Debt Structure

Proportion of Fixed and Float (As of MAR 2013)

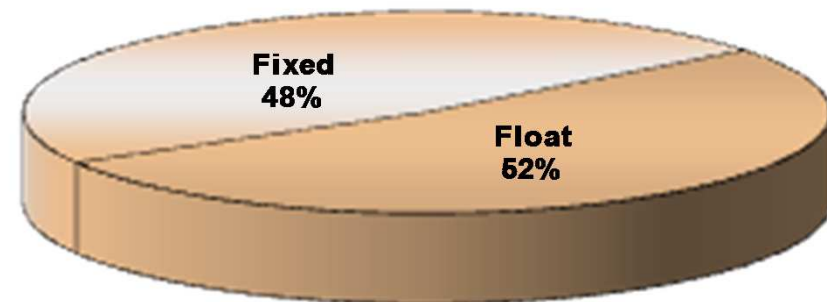
Before Swap



Percentage of TOTAL
(TOTAL = 156,694 MTHB)

Cost of funding = 3.20%

After Swap



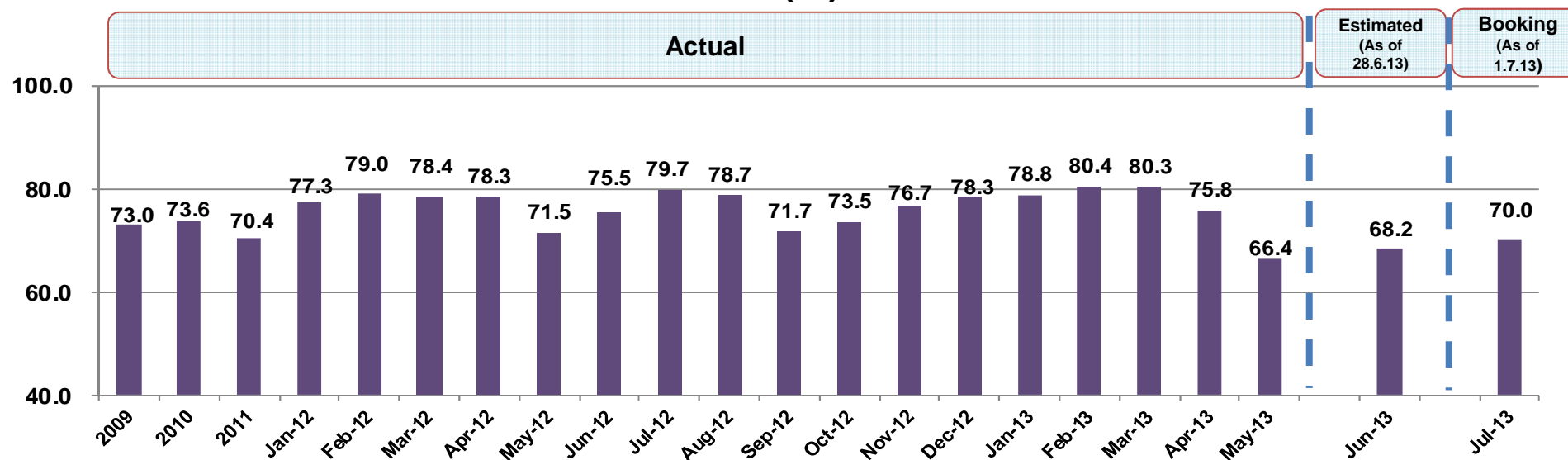
Percentage of TOTAL
(TOTAL = 155,925 MTHB)

Cost of funding = 3.39%

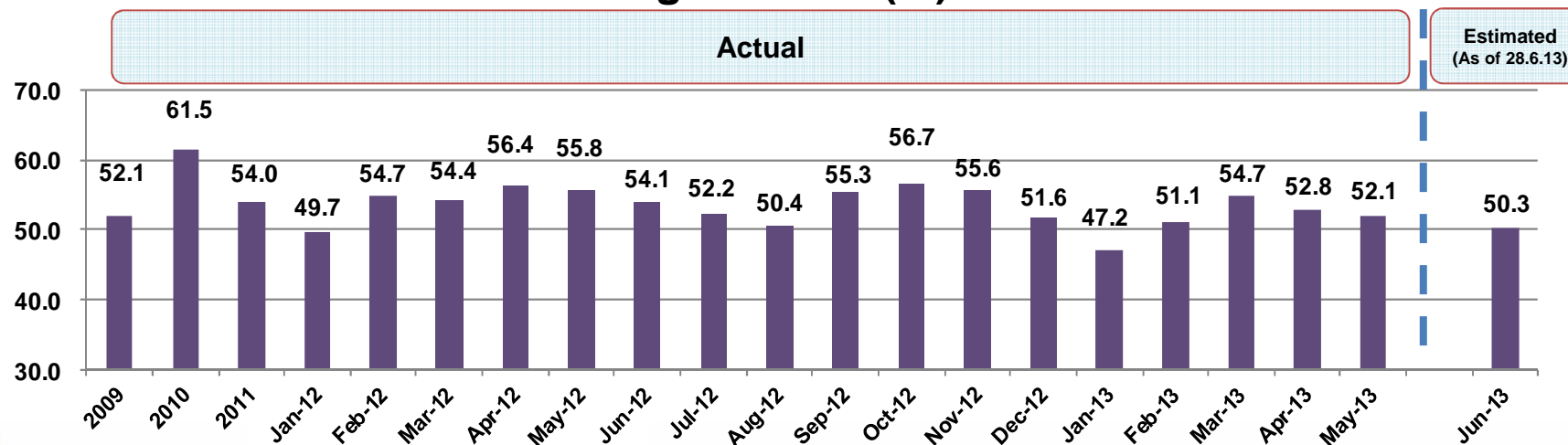
Looking ahead

Looking Ahead

Cabin Factor (%)



Freight Factor (%)



Company Facts

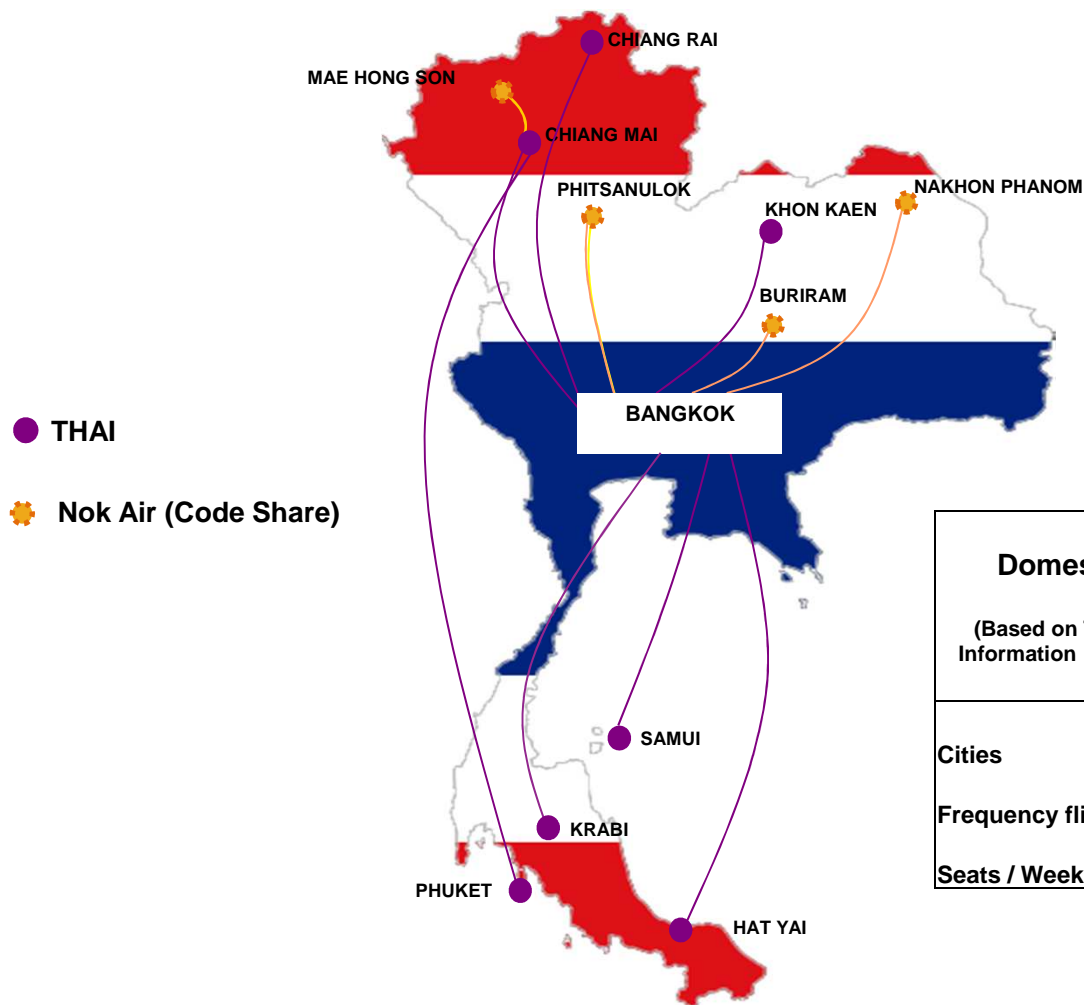
THAI's Route Network

World Route Network



THAI's Route Network

Domestic Route Network



Domestic Route (Based on Traffic Program Information Summer Issue 2)	31 MAR 2013 to 26 OCT 2013	25 MAR 2012 to 27 OCT 2012
Cities	7	10
Frequency flight / Week	215	277
Seats / Week	112,371	134,495

Current Fleet

Current Fleet: 100 Aircraft*

44% of O
O=Owned

34% of FL
FL=Financial lease

22% of OL
OL=Operating lease



(Note: Approximately)

*Excluding: 4 B737-400 and 2 ATR-72 leased to Nok

As of 31 MAY 13

Aircraft Type	Version	# of Aircraft	# of Seat				Financial Method
			First	Business	Economy	Total	
A300-600	36R1	1	N.A.	46	201	247	6 O
	36R3	5	N.A.	28	232	260	
A340-600	3461	6	8	60	199	267	6 FL
A330-300	3302	12	N.A.	42	263	305	10 O, 15 FL ,2 OL
	3303	8	N.A.	36	263	299	
	3304	7	N.A.	36	263	299	
A320-200	3201	2	N.A.	N.A.	174	174	6 OL
	3202	4	N.A.	N.A.	174	174	
A380-800	3801	4	12	60		507	4 FL
B737-400	7341	5	N.A.	12	137	149	2 O, 3 OL
B747-400	7442	5	14	50	325	389	13 O, 4 FL
	7443	3	10	40	325	375	
	7444	6	10	40	325	375	
	7445	1	9	40	325	374	
	Freighter	2	N.A.	N.A.	N.A.	N.A.	
B777-200	7723	8	N.A.	30	279	309	6 O, 2 OL
B777-200ER	77E1	6	N.A.	30	262	292	6 FL
B777-300	7732	6	N.A.	34	330	364	6 O
B777-300 ER	7739	5	8	30	274	312	9 OL
	77B1	4	N.A.	42	306	348	
Total		100	71	656	4,657	5,819	43 O, 35 FL, 22 OL

s Department

Aircraft Delivery Plan

NEW A/C DELIVERY	2012	2013	2014	2015	2016	2017	TOTAL
A380-800	3 (FL) (SEP/NOV/DEC)	3 (FL) (MAR/OCT/NOV)	-	-	-	-	6
B777-300ER	2 (OL) (AUG/OCT)	6 (OL) (MAR/APR/JUN/ JUL/AUG/OCT)	3 (FL) (JAN/JUL/OCT)	3 (FL)	-	-	14
A330-300	3 (FL) (FEB/SEP/OCT)	2 (FL) (JAN/MAY)	-	-	-	-	5
A350-900	-	-	-	-	2 (OL) R	2 (FL) I 6 (OL) R	10
B787-9	-	-	-	-	-	2 (OL)	2
B787-8	-	-	4 (OL)	2 (OL)	-	-	6
A320 (Thai Smile)	4 (OL) (JUN/AUG/AUG/SEP)	2 (OL)4(FL) (JAN/MAR)/(OCT/ OCT/NOV/DEC)	2 (FL) 5(OL)	3 (FL)	-	-	20
TOTAL	12	17	14	8	2	10	63
Average Fleet Age*	10.3	9.3	8.6	8.5	9.4	8.5	9.1

* Based on Leased A320

As at 31 DEC 2012

Note : OL = Operating lease / FL = Financial lease
I = Intercontinental / R = Regional

Phase Out Plan

PHASE-OUT PLAN	2012	2013	2014	2015	2016	2017	TOTAL
B747-400	-	4	-	-	-	2	6
B777-300ER (Jet Airways)	-	5	-	-	-	-	5
A340-500	4 (MAY)	-	-	-	-	-	4
B777-200	-	-	-	-	-	4	4
A330-300	-	-	2	4	-	2	8
A300-600	2 (MAR)	4	5	-	-	-	11
B737-400	3* (JUL/JUL/OCT)	1*	2	1	-	2	9
ATR-72	-	2*	-	-	-	-	2
TOTAL	9	16	9	5	-	10	49

*Return from Nok Air

As at 31 DEC 2012



THAI Smile Fleet Plan & Route Network

THAI Smile based at Suvarnabhumi Airport
Operates in domestic and regional secondary routes
and synchronize with TG network.

FREQUENCY*	DESTINATION
14 Flights / week	Bangkok - Macau V.V.
5 Flights / week	Bangkok - Mandalay V.V.
21 Flights / week	Bangkok - Udon Thani V.V.
17 Flights / week	Bangkok - Phuket V.V.
14 Flights / week	Bangkok - Surat Thani V.V.
14 Flights / week	Bangkok - Krabi V.V.
14 Flights / week	Bangkok - Ubon Ratchathani V.V.
7 Flights / week	Bangkok - Chiang Mai V.V.
7 Flights / week	Chiang Mai - Phuket V.V.
2 Flights / week	Bangkok - Ahmedabad V.V.
4 Flights / week	Phuket - Kuala Lumpur V.V.
2 Flights / week	Phuket - Delhi V.V.
2 Flights / week	Phuket - Mumbai V.V.

Currently 6 aircrafts Airbus 320-200 (As at 31 MAR 2013)

Fleet Plan (2012-2015)

	# of aircraft
Year 2012	4
Year 2013	2 10
Year 2014	17
Year 2015	20

International & Domestic Route*	Total
Countries	5
Cities	12
Frequency / Week	123

*Note: Based on Traffic Program Information Summer 2013 Issue 2
: Effective : 31 MAR - 26 OCT 2013

ent

17 Aircrafts

(As at 31 MAR 2013)

10 of Boeing 737-800



3 of Boeing 737-400



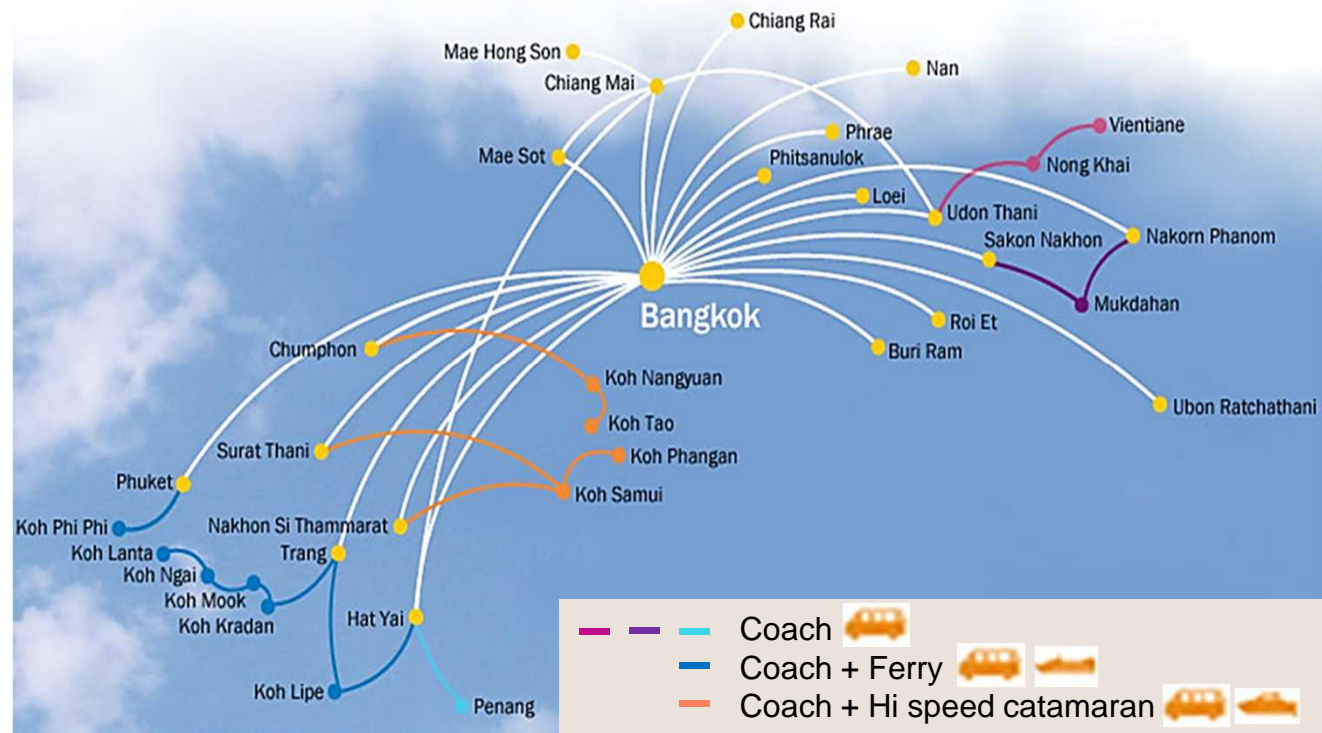
4 of ATR 72



Route	Total
As at 31 MAR 2013	Domestic
Cities	20
Freq./Week	483









Nok Air Route Network

Nok Air based at Don Mueang Airport
Currently operates only domestic point-to-point



TG's Proportion of Shareholding
increased from 39% to 49% (NOV 2011)

THAI's Upgrade and Retrofit Schedule

	# of Aircraft	First	Business	Economy	Progress
B747-400 No. 7-12	6				All: Completed MAR. 2012
B747-400 No. 13-18	6				# 13-17: Completed APR 2013 # 18: By SEP 2013
B777-200	8				# 1-7: Completed MAY 2013 # 8: By JUN 2013



B747-400 Improved seats & new PTV in all classes

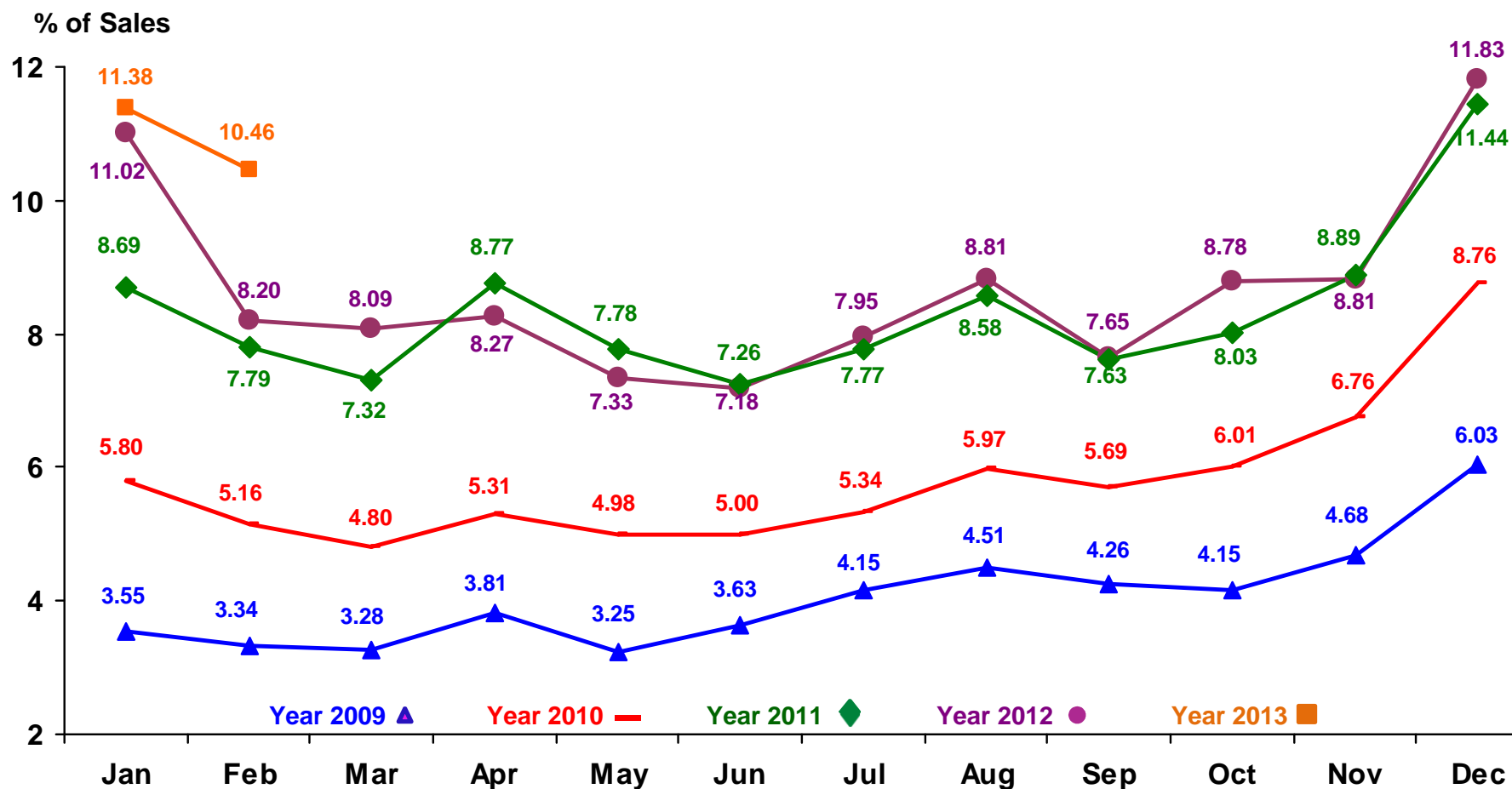


B777-200 Installed in seat VDO in Y class

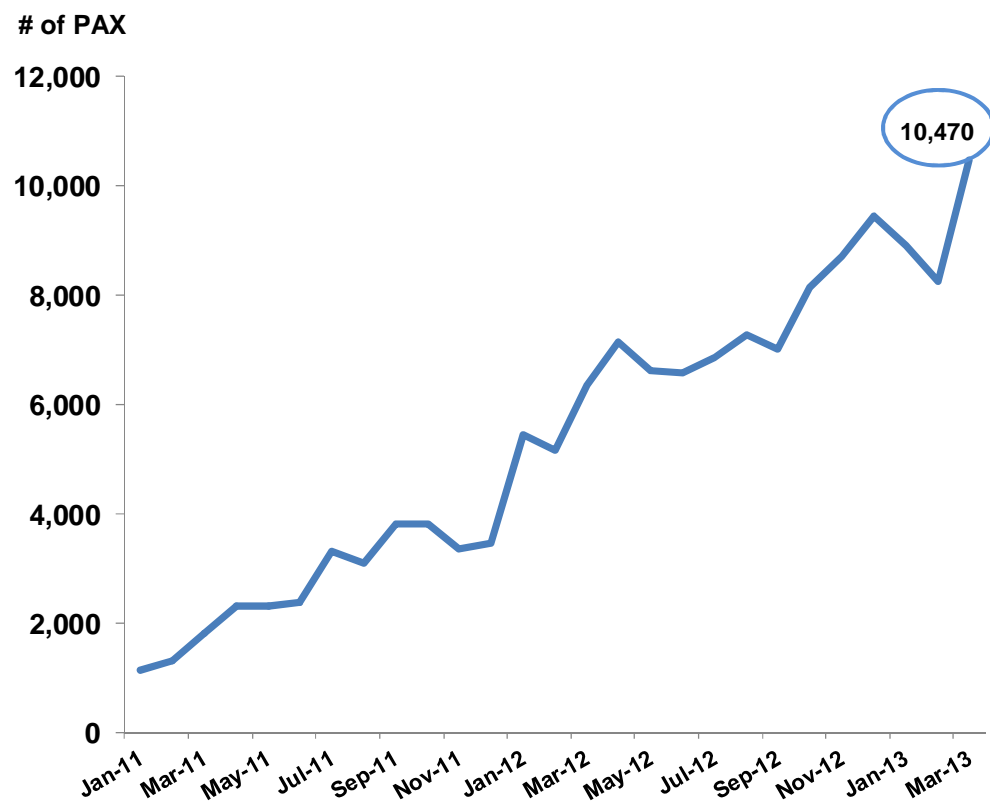


Internet Sales

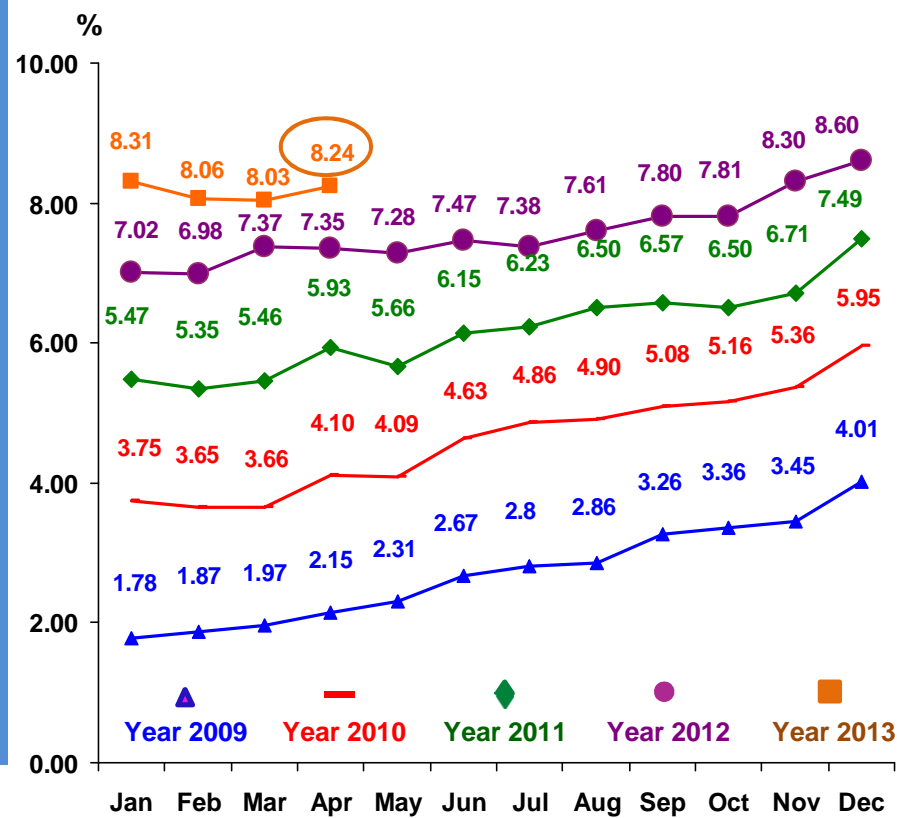
Ticket Sales Via Internet



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



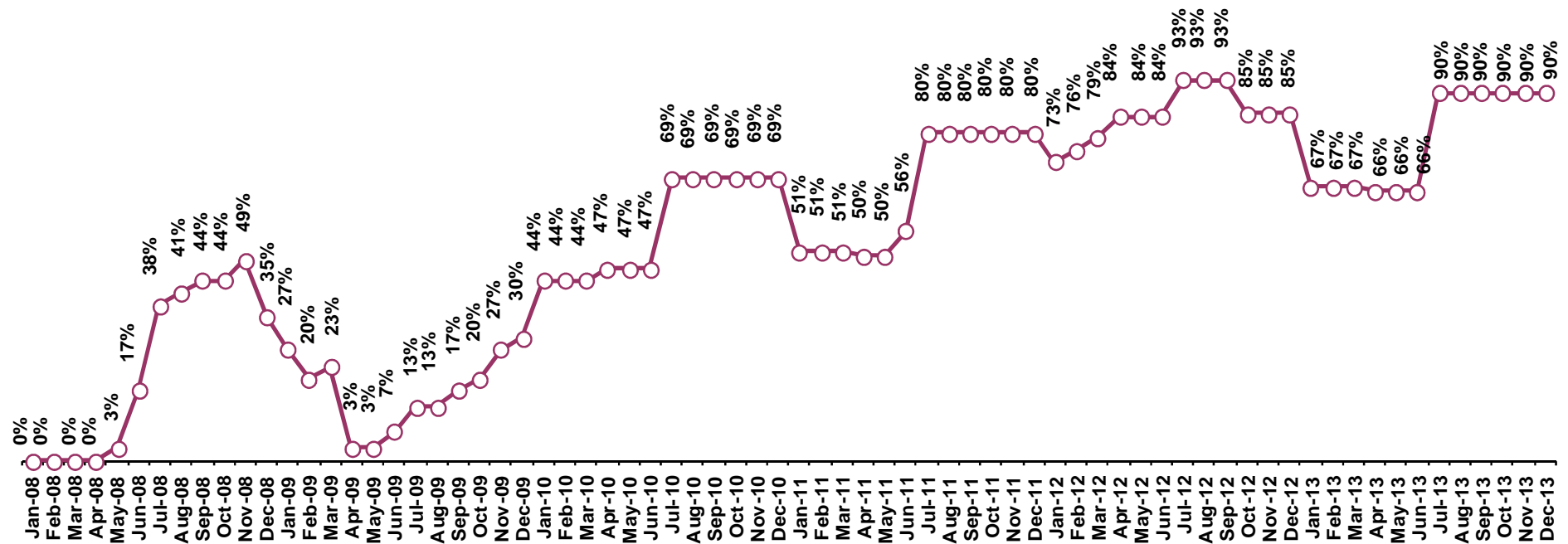
Check-in via Internet



Fuel Management

Hedging combined with fuel surcharge greatly mitigates fuel price fluctuation risk

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

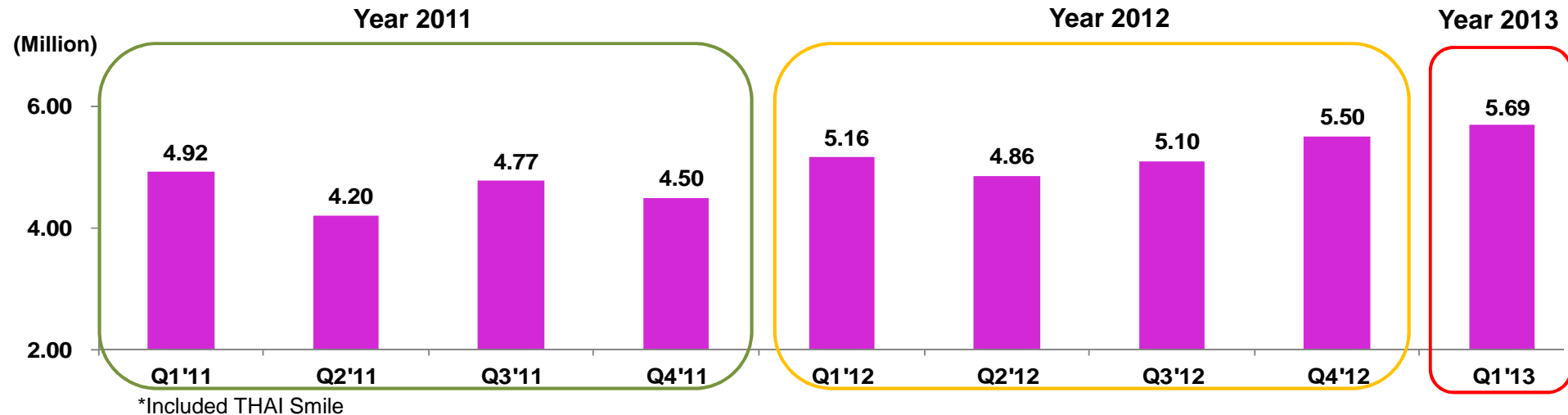


Operating Statistics

Operating Statistics

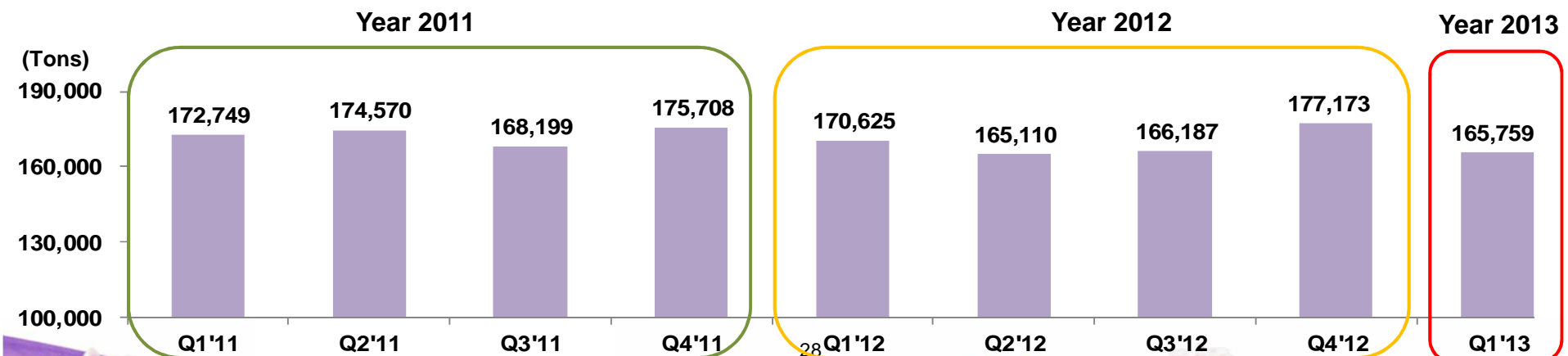
Passengers Carried*

Q1'13 = 5.69 million (Increased 10.2% YoY)



Freight Carried

Q1'13 = 165,759 tons (Decreased 5.7% YoY)

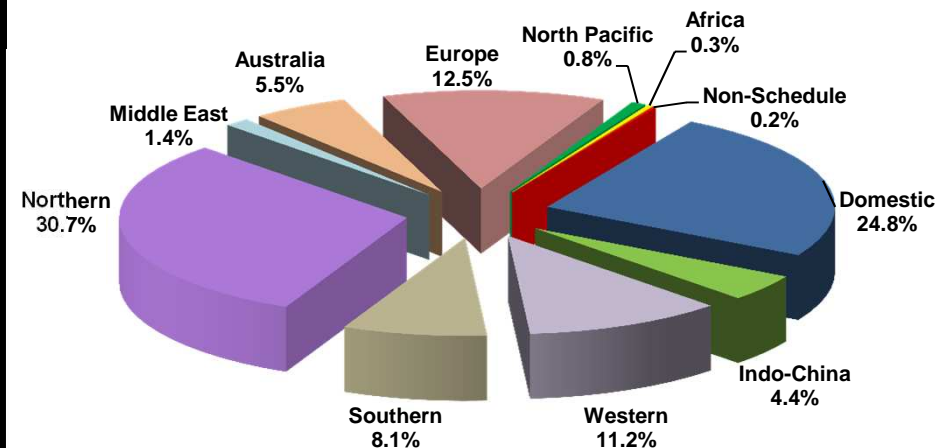
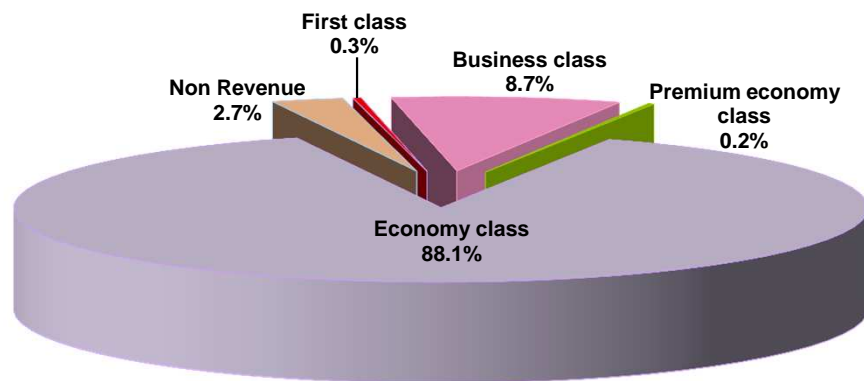


THAI's NO. of PAX

By Class

By Area

JAN-MAY 2013



Total passengers for JAN-MAY 2013 = 8.51 million

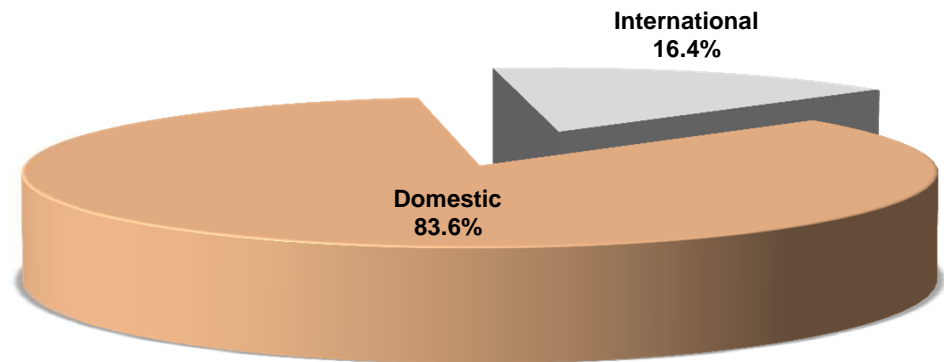
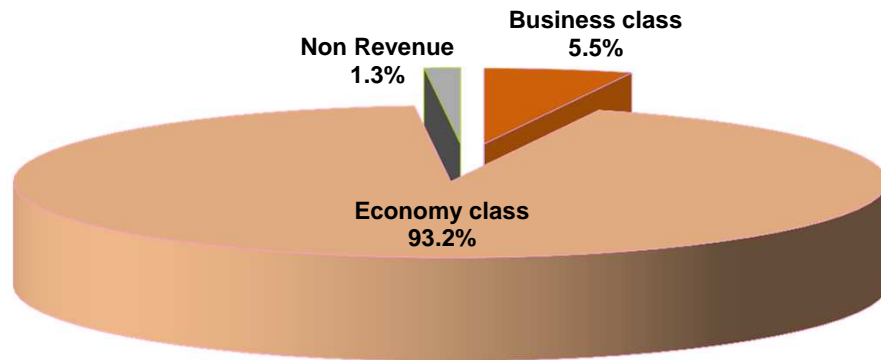
Total passengers for JAN-MAY 2012 = 8.44 million

THAI Smile's NO. of PAX

By Class

By Area

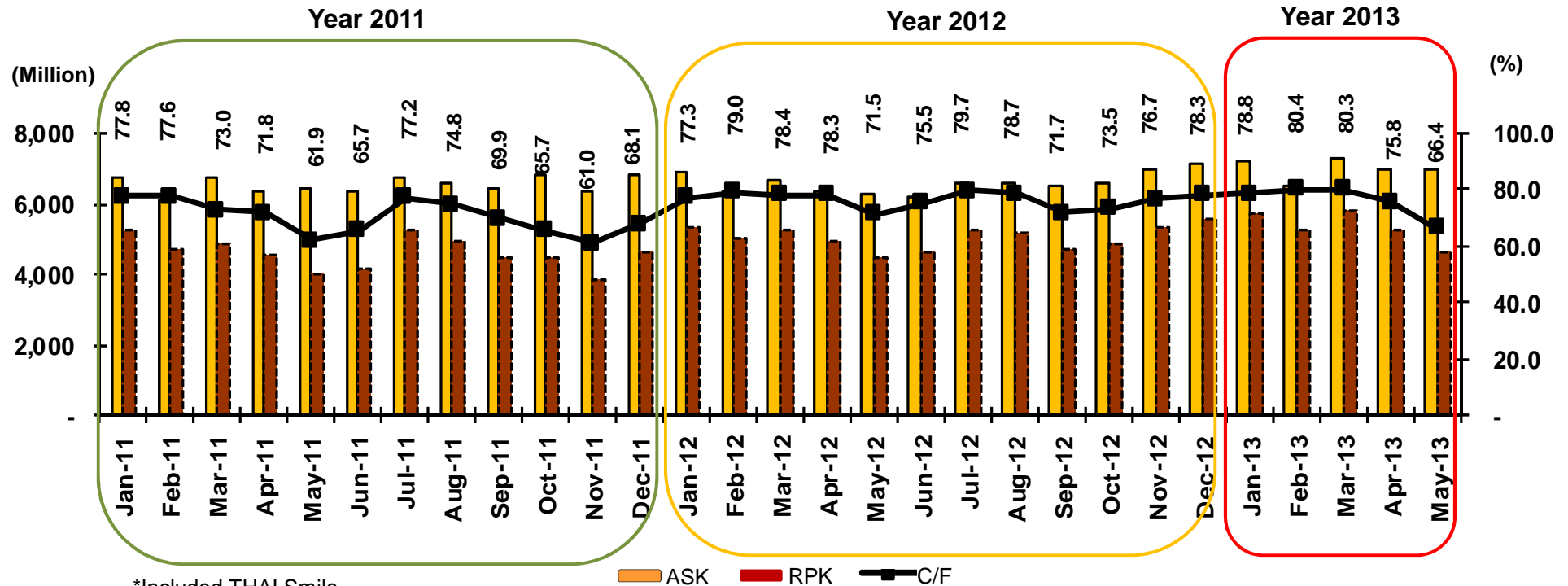
JAN-MAY 2013



Total passengers for JAN-MAY 2013 = 635,527

Operating Statistics

Passenger*

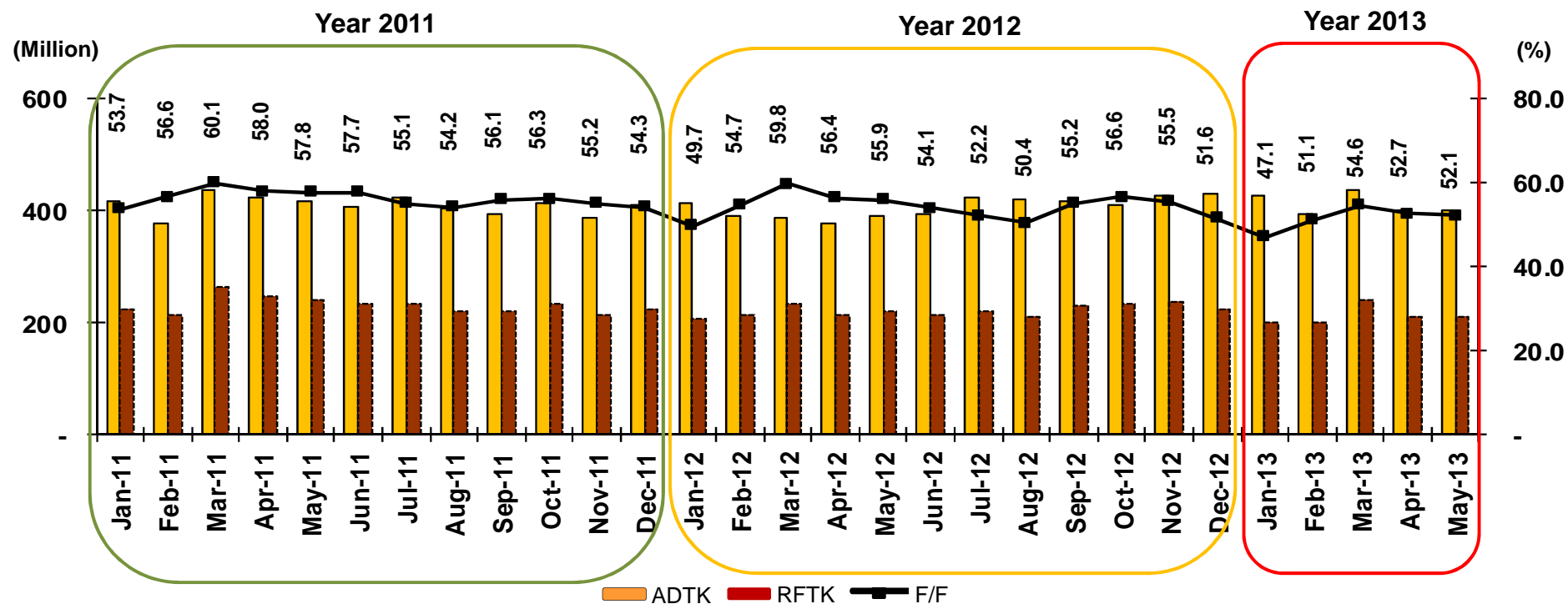


*Included THAI Smile

	YoY (Month)			YoY (Year to date)		
	MAY'13	MAY'12	YoY%	JAN-MAY'13	JAN-MAY'12	YoY%
MASK	7,007	6,259	12.0	35,019	32,547	7.6
MRPK	4,653	4,477	3.9	26,731	25,040	6.8
Cabin factor (%)	66.4	71.5	- 7.2	76.3	76.9	- 0.8

Operating Statistics

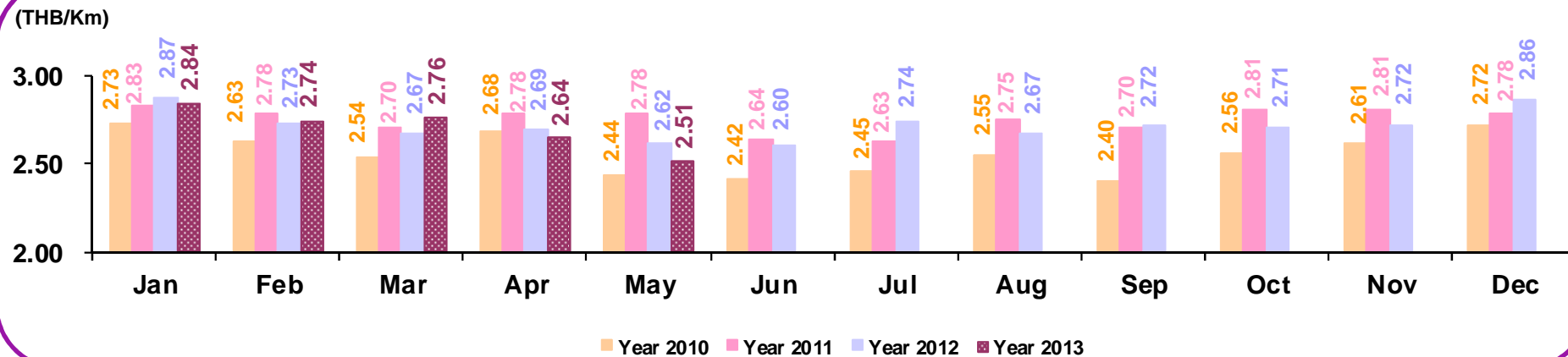
Freight



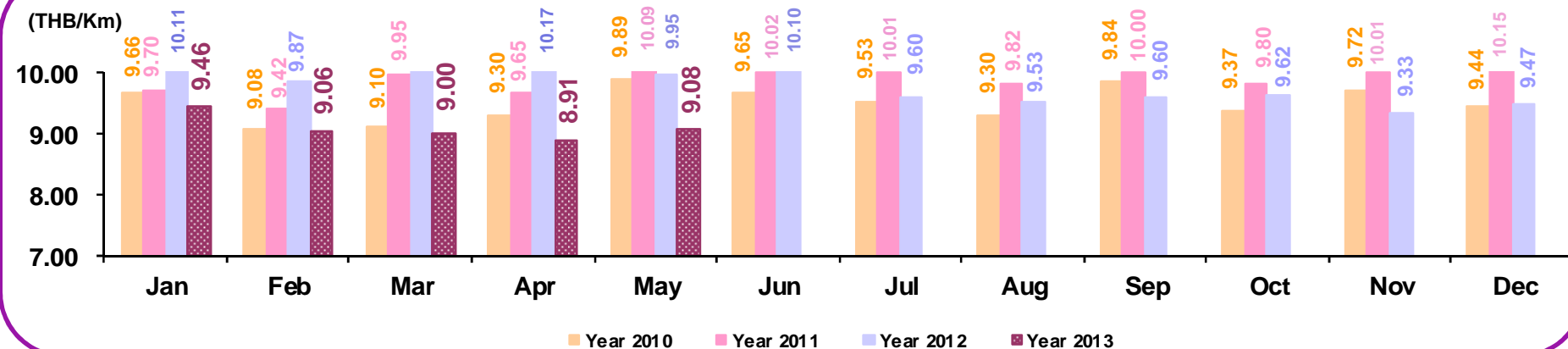
MADTK MRFTK Freight factor (%)	YoY (Month)			YoY (Year to date)		
	MAY'13	MAY'12	YoY%	JAN-MAY'13	JAN-MAY'12	YoY%
	401	392	2.3	2,061	1,966	4.8
	209	219	- 4.6	1,062	1,083	- 1.9
	52.1	55.9	- 6.7	51.5	55.1	- 6.5

Operating Statistics

Passenger Yield (Including Fuel Surcharge)



Freight Yield (Including Fuel Surcharge)



Note: Yield 2012 is passenger - sales commission and discount/RPK
Based on RCM report

Aircraft Utilization

Aircraft Utilization

Hours / Day / Aircraft

