THAI AIRWAYS INTERNATIONAL PCL

Quarter 2/2012



DISCLAIMER

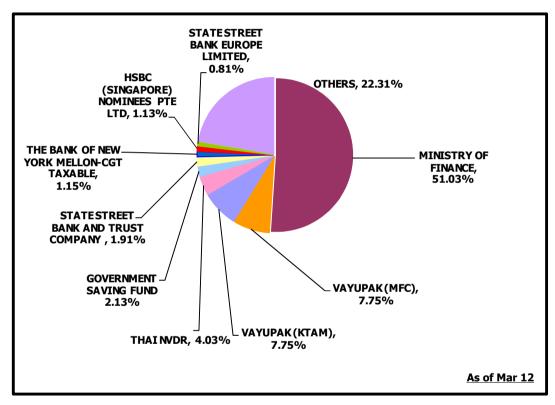
The information contained herein is intended to represent the Company's operating and financial position at a given point in time and may also contain forward looking information which only reflects expectations based on the prevailing geo-political, economic and non-controllable factors. Such information 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

Major Shareholders



Thailand's National Flag Carrier

51.03%: Holding by MOF

15.50%: Holding by Vayupak

(MFC & KTAM)

33.47%: Others

Market Capitalization:

47,148 MTHB

(As of June 2012)

ORDINARY SHARES	Number of shares	Par (baht)	Total (baht)
Registered capital	2,698,900,950	10	26,989,009,500
Paid-up capital	2,182,771,917	10	21,827,719,170



Business Overview



Status Update



Q2'2012	МТНВ	USD mn. Equivalent*	% Change YoY
Total Revenue	48,506	1,517	+6.5%
Net Profit (Included FX gains 1,316 MTHB)	-1,526	-48	+80.6%
Assets	277,375	8,677	+1.1% (Change from Year 2011)

^{*} FX Currency Rate at 31.9651 Baht/Dollar (As of 29 JUN 12)



2012	Q2'2012	% Change YoY	1H'2012	% Change YoY
Passenger carried (Million)	4.86	+15.7%	10.02	+9.9%
Million Revenue Passenger Kilometers (MRPK)	14,102.00	+10.7%	29,707.00	+7.6%
Freight carried (tons)	165,147.00	-5.4%	335,772.00	-3.3%
Million Revenue Freight Ton Kilometers (MRFTK)	646.00	-10.7%	1,297.00	-8.8%



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

2012	
# of Aircraft (As of JUN)	87**
Frequency Flights per Week (Effective 25 MAR – 27 OCT)	873
Destinations Served (Effective 25 MAR – 27 OCT)	69
Countries Served (Effective 25 MAR – 27 OCT)	35

Operation Summary

			Q2'2012			1H'2012	
	Units	2012	2011	% Change YoY	2012	2011	% Change YoY
Passenger Production	MASK	18,776	19,172	-2.1%	38,729	38,743	-0.04%
Passenger Traffic	MRPK	14,102	12,737	+10.7%	29,707	27,618	+7.6%
Cabin Factor	%	75.1	66.4	+8.7%	76.7	71.3	+7.6%
Passenger carried	Million	4.86	4.20	+15.7%	10.02	9.13	+9.8%
Passenger Yield*	THB/km	2.64	2.73	-3.3%	2.70	2.75	-1.8%
Freight Production	MADTK	1,164	1,250	-6.9%	2,360	2,483	-4.9%
Freight Traffic	MRFTK	646	723	-10.7%	1,297	1,422	-8.8%
Freight Factor	%	55.4	57.9	-2.5%	54.9	57.3	-4.1%
Freight carried	Tons	165,147	174,570	-5.4%	335,772	347,318	-3.3%
Freight Yield*	THB/km	10.07	9.92	+1.5%	10.05	9.81	+2.4%

Note: * Yield includes fuel surcharge

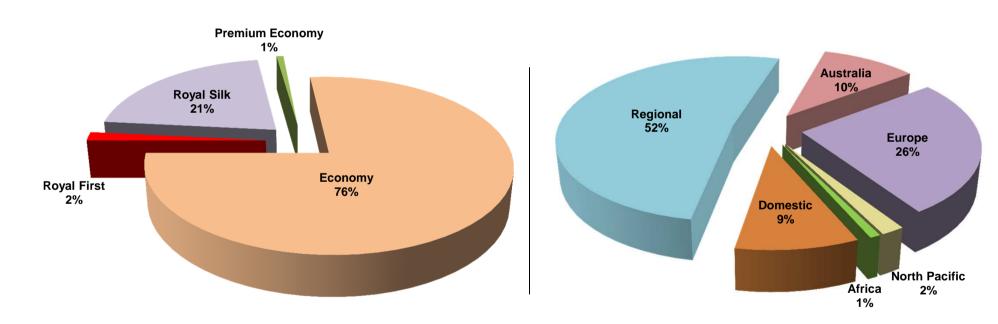


Revenue

By Class

By Area

Q2' 2012

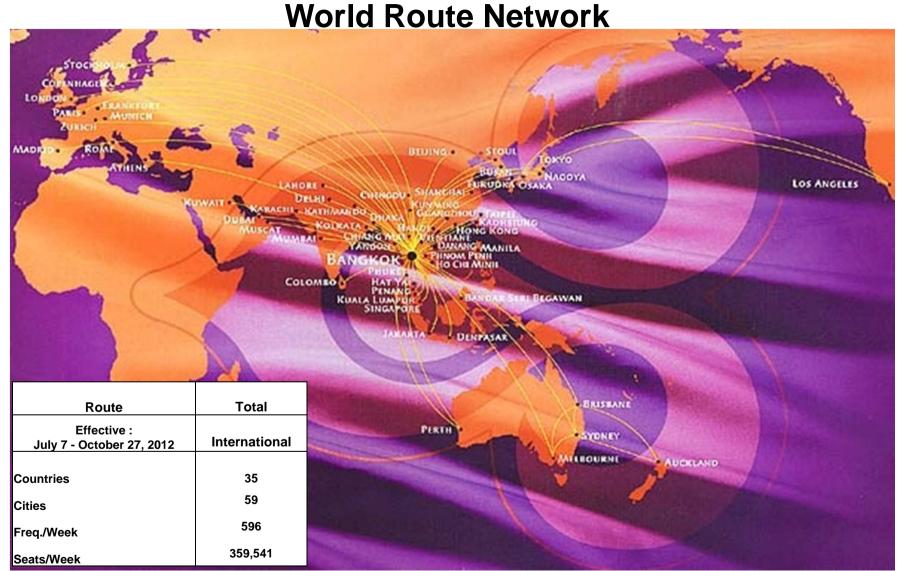


Passenger revenue Q2'2012* = 37,093 MTHB



^{*} Schedule flight only

THAI's Route Network

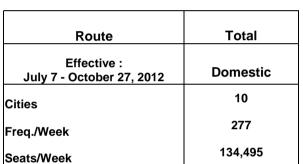


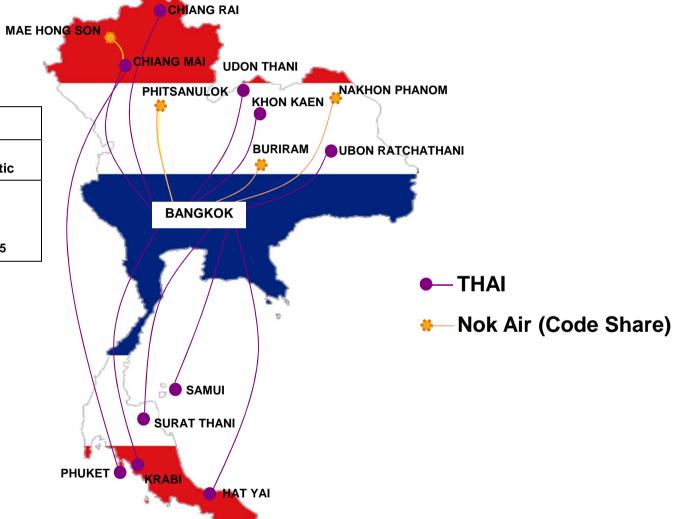


THAI's Route Network

Investor Relations Department

Domestic Route Network





Current Fleet

Current Fleet: 87 Aircrafts*

52% of O 33% of FL 15% of OL
O=Owned FL=Financial lease OL=Operating lease





(Note: Approximately) *Excluding: 1 A340-500 Charter flight, 4 B737-400 and 2 ATR-72 leased to Nok

As of JUN12

Aircraft Type	Version	# of	# of Seat				Financial Method	
All Craft Type	version	Aircraft	First	Business	Economy	Total	rmanciai wethod	
A300-600	36R1	4	N.A.	46	201	247	9 O	
A300-000	3452	5	N.A.	28	232	260	90	
A340-600	3461	6	8	60	199	267	6 FL	
A330-300	3302	12	N.A.	42	263	305	10 O, 11 FL ,2 OL	
A330-300	3303	11	N.A.	36	263	299	100, 1172,202	
A320-200	3201	1	N.A.	N.A.	174	174	OL	
B737-400	7341	5	N.A.	12	137	149	2 O, 3 OL	
	7442	6	14	50	325	389		
B747-400	7443	10	10	40	325	375	14 O, 4 FL	
	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	5	N.A.	34	330	364	4 O 2 EI	
<i>B111-</i> 300	7732 TKE	1	N.A.	34	325	359	4 O, 2 FL	
B777-300ER	7739	5	8	30	274	312	5 OL	
Total		87	40	472	3,589	4,101	45 O, 29 FL, 13 OL	

T 100

Aircraft Delivery Plan

NEW A/C DELIVERY	2012	2013	2014	2015	2016	2017	TOTAL
A380-800	3 (FL) (SEP/NOV/DEC)	3 (FL) (JAN/JUL/AUG)	-	-	-	-	6
B777-300ER	2 (OL) (AUG/OCT)	6 (OL) (MAR/APR/JUN/ JUL/AUG/OCT)	3 (FL)	3 (FL)	-	-	14
A330-300	3 (FL) (FEB/SEP/OCT)	2 (FL) (JAN/APR)	-	-	-	-	5
A350-900	-	-	-	-	2 (FL) I 2 (OL) R	2 (FL) I 6 (OL) R	12
B787-9	-	-	-	-	-	2 (OL)	2
B787-8	-	-	4 (OL)	2 (OL)	-	-	6
A320 (Thai Smile)	4 (OL) (JUN/AUG/AUG/SEP)	6 (OL) (JAN/MAR/-/-/-)	2 (FL) 5(OL)	3 (FL)	-	-	20
TOTAL	12	17	14	8	4	10	65
Average Fleet Age*	10.3	9.4	8.8	8.5	8.9	8.0	9.0

^{*}Based on Leased A320

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

Investor Relations Department



Phase Out Plan

PHASE-OUT PLAN	2012	2013	2014	2015	2016	2017	TOTAL
B747-400	2 (DEC)	2	-	-	2	2	8
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	2* (JUL/JUL)	2*+2	2	1	-	-	9
ATR-72	-	2*	-	-	-	-	2
TOTAL	10	17	9	5	2	8	51

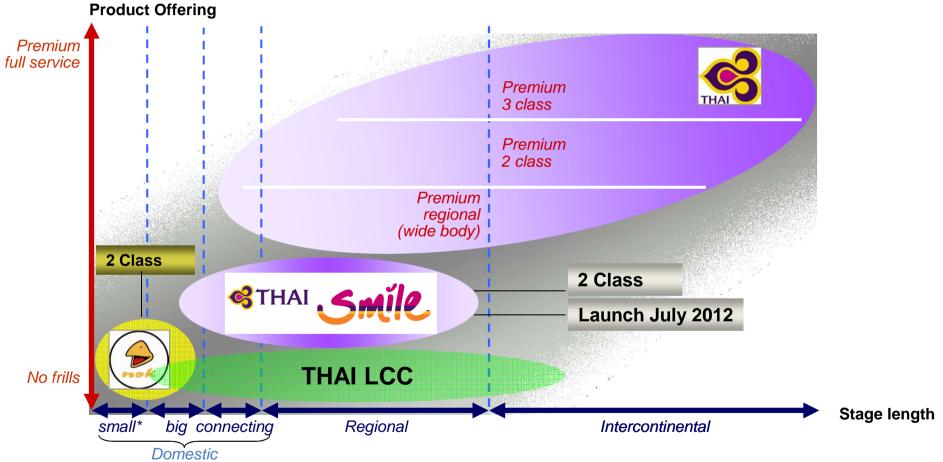
Note: *Return from Nok Air



Strategy to close THAI's business gap

THAI Smile to complement THAI's product offering

Brand positioning matrix for THAI and affiliated companies



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



THAI's Portfolio

Product by Cost Base

Brand	Brand positioning	Cost base
THAI	Premium network carrier	 MEDIUM to HIGH Minor improvements could be made in cost efficiency
STHAIS MILE	Regional carrier	LOW to MEDIUM • Low cost base achieved through aspects of LCC model, such as single aircraft type, new fleet, etc.
POK I	Domestic value-for-money carrier	LOW to MEDIUM • Domestic focus with some added value and maintaining very low cost

THAI Smile – A New Chapter

THAI Smile's first flight has commenced on July 7, 2012

Ticket Sale: April 27, 2012







Economy Class consists of up to 156 seats, 3 seats abreast in 2 rows divided by a single aisle



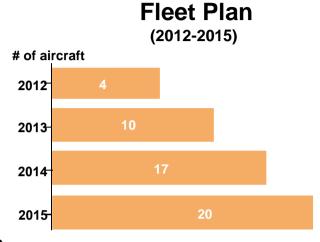




THAI Smile Fleet Plan & Routes Network



THAI Smile base at Suvarnabhumi, operates in domestic and regional secondary routes and synchronize with TG network.



Brand new narrow body aircraft



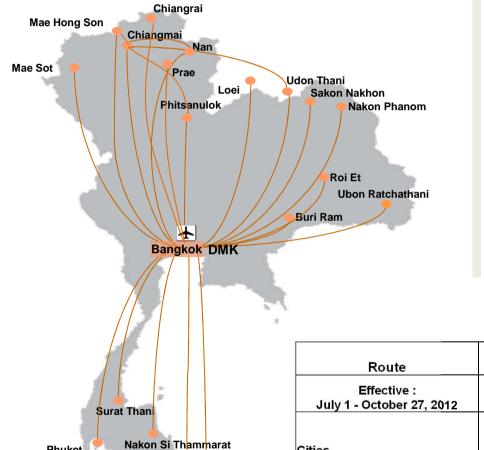
EFFECTIVE	FREQUENCY	DESTINATION
7 JUL 2012	14 Flights/ week	Bangkok- Macau V.V.
16 AUG 2012	14 Flights / week	Bangkok – Surat Thani V.V.
22 AUG 2012	28 Flights / week	Bangkok - Krabi V.V.

^{*} Effective: July 7 - October 27, 2012

Investor Relations Department

Nok Air Routes Network

Nok Air base at Don Mueang, operates only domestic point-to-point



Cities

Freq./Week

TG's Proportion of Shareholding increased from 39% to 49%



Investor Relations Department

Total

Domestic

19

313

Phuket

Trang

Hat Yai

Upgrades and Retrofit Schedule

of Aircraft **First Business Economy Process** B747-400 6 ■ All have been completed NO. 7-12 ■ NO. 13 has been completed B747-400 6 NO. 13-18 ■ NO. 14-18 OCT. 2012 – MAY 2013 ■ NO. 1 has been completed B777-200 8 NO. 1-8 ■ NO.2-8 SEP. 2012 - JUN. 2013



New Interactive In-Flight Entertainment

Full Audio Video on Demand (AVOD) in all classes*

(* Except A330-300, A300-600 and B737-400)

Entertainment

- Premium class over 3 hours flight: Portable media player (IPAD 2)

- Economy class: On – Earphone services

- Movies: 100 titles

- Short program: 150 programs

- CD Album: 500 albums

- Games: 60 games

- USB plug and play



Onboard Services

- E-Meal Menu - E-Duty Free Shopping

- E-Magazine - Seat Chat

Infotainment

- About THAI - Airport Information

- Window on Thailand - Travel Destination Information

Connectivity

- Voice Call - SMS Text Messaging

- GPRS Email - Internet Access

Food and Beverage

Chef gallery



























- 6 Differ menu will be cycled for Regional route and 4 menu for Europe route
- Food and beverage menu will be changed monthly





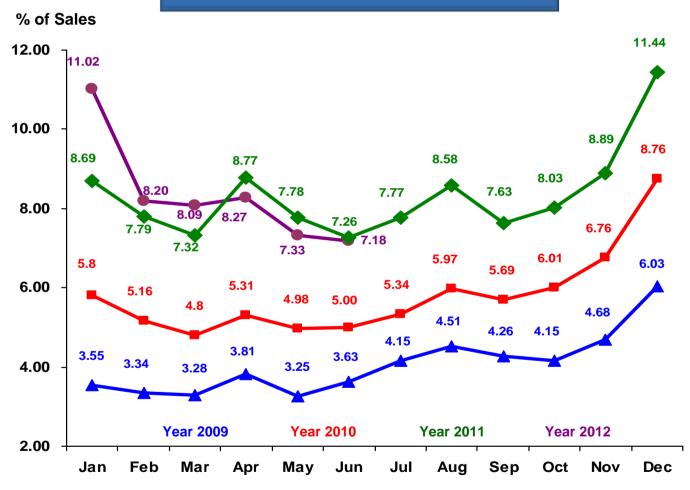
Investor Relations Department





Statistic on e-Service

Ticket Sales Via Internet

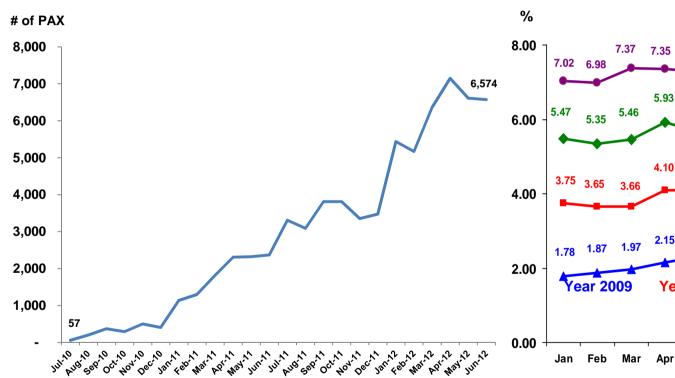


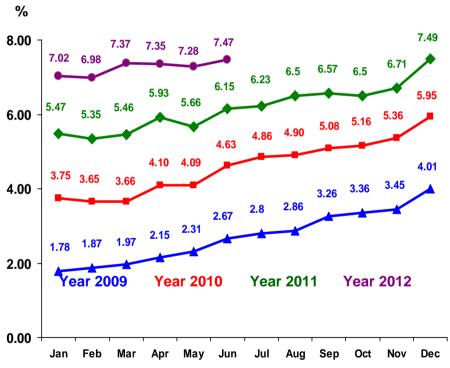


Statistic on e-Service

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

Check-in via Internet





Rising Fuel Cost

2012 JET KEROSENE PRICE

MARKET PRICE vs. TG PRICE



^{*} Into-plane fee excluded

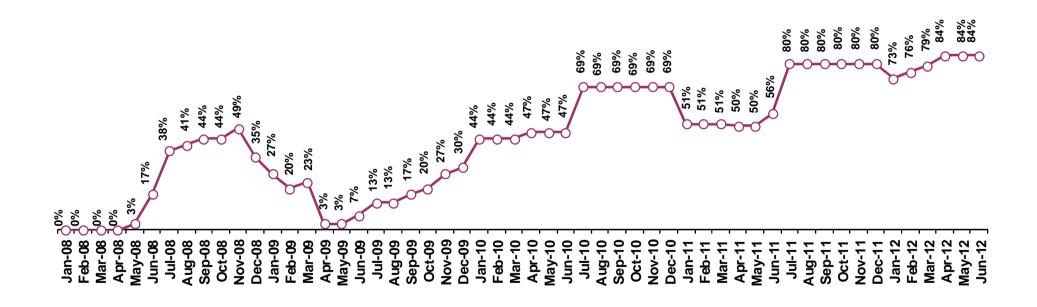
MONTH

Investor Relations Department

Fuel Management

Hedging combined with fuel surcharge greatly mitigates fuel price fluctuation risk

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





Pending Legal Issues

FC

US Cargo United State Department of Justice Stopped further proceedings **US Cargo Class Action** Korea

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

MTHB

In 2008 Put in reserve 4,290

1,783 In 2010 Wrote back

In 2011 Wrote back 1,042

Outstanding in reserve 1,465



Performance Summary (Q2'2011 & Q2'2012)

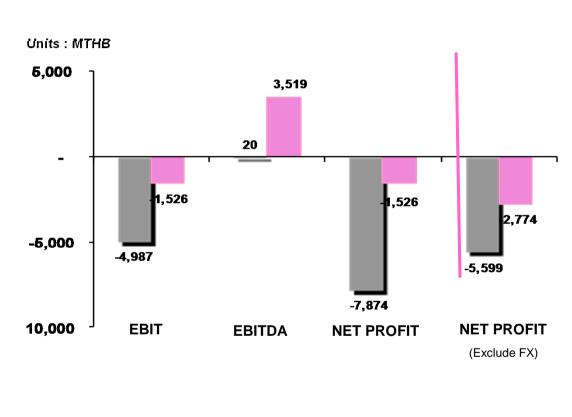
THAI and its subsidiary

(Units : MTHB)	Q2'2011	Q2'2012
Total Revenue	45,559	48,506
Total Expense*	51,518	51,233
Profit(Loss) before foreign currency exchange and income tax	-5,959	-2,727
Gain(Loss) on foreign currency exchange	-2,265	1,316
Profit(Loss) before income tax	-8,224	-1,411
Income tax expense(income)	-360	48
Loss for the the period	-7,864	-1,459
Profit(Loss) attributable to owner of the parent	-7,874	-1,527

^{*} Exclude Profit(Loss) on foreign currency exchange



EBIT, EBITDA and Net Profit (Q2'2011 & Q2'2012)



Q2' 2011

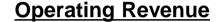
Factors Impacting Q2'2012 Results

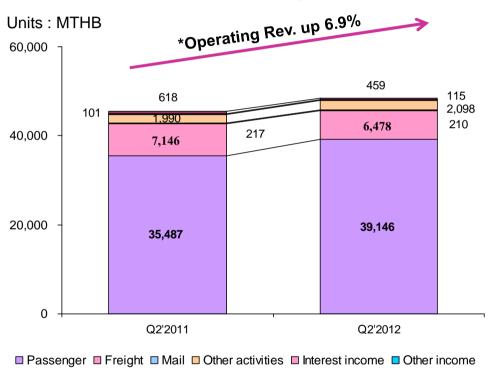
- Small number of passengers due to the low season period.
- Unfavorable world economic situation.
- High fuel price.
- Facing difficulty to increase the selling price because of the intensified competition.
- Repairs to the runway of the Suvarnabhumi airport in June 2012 that caused flight delay.
- Special ticket price campaign to stimulate passenger.



Q2' 2012

Operating / Total Revenue (Q2'2011 & Q2'2012)





Total Revenue

	% C	Change	
Revenue		YoY	% to Tot. Rev.
Passenger		10.31	80.70
Freight	-	9.34	13.35
Mail	-	3.20	0.43
Other activities		5.45	4.33
Interest income		13.63	0.24
Other income	-	25.71	0.95
Total Income		6.47	100.00

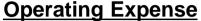
- Operating revenue Q2'2011 = 44,840 MTHB
- Operating revenue Q2'2012 = 47,932 MTHB

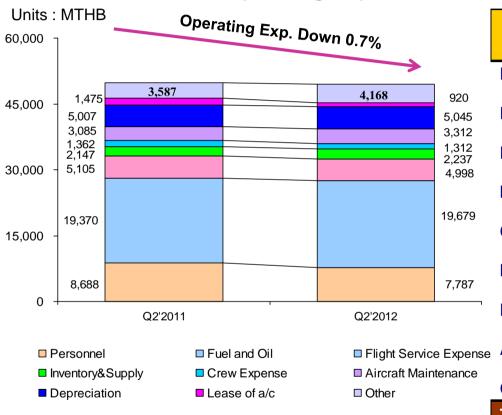
Total revenue Q2'2011 = 45,559 MTHB Total revenue Q2'2012 = 48,506 MTHB



^{*}Excludes Interest & Other income

Operating / Total Expense (Q2'2011 & Q2'2012)





- Operating expense Q2'2011 = 49,827 MTHB
- Operating expense Q2'2012 = 49,458 MTHB

Total Expense

	% Change	% of
Expense	YoY	Tot. Exp.
Personnel expense	- 10.37	14.01
Fuel and oil	1.59	40.14
Flight service expense	- 2.10	10.09
Inventories and supplies	4.19	4.65
Crew expense	- 3.66	2.89
Maintenance/overhual	7.36	5.88
Depreciation/amortisation	0.76	10.16
e Aircraft lease/spare parts	- 37.62	2.34
Other expense	- 38.67	9.84
Total Expense	- 7.19	100.00

Total expense Q2'2011 = 53,783 MTHB Total expense Q2'2012 = 49,917 MTHB





Ratios – Q2'2011 & Q2'2012

Ratios	units	Q2'2011	Q2'2012
Earnings Per Share	(THB)	-3.61	-0.7
Book Value per Share	(THB)	28.94	29.94
Price / Book Value	(Times)	1.00	0.72
Return on Total Assets	(%)	-2.7	-0.6
Return on Total Equity	(%)	-11.0	-2.3
EBIT	(MTHB)	-4,987	-1,526
EBITDA	(MTHB)	20	3,519
IBD to Equity	(Times)	2.2	2.1
Debt Service Coverage*	(Times)	0.1	0.8
Interest Coverage	(Times)	0.0	2.5
Operating Profit Margin	(%)	-11.1	-3.2
Net Profit Margin	(%)	-17.6	-3.2

^{*} EBITDAR - TAX / Interest + Rent + Long Term Debt Repayment - Refinance



Performance Summary (H1'2011 & H1'2012)

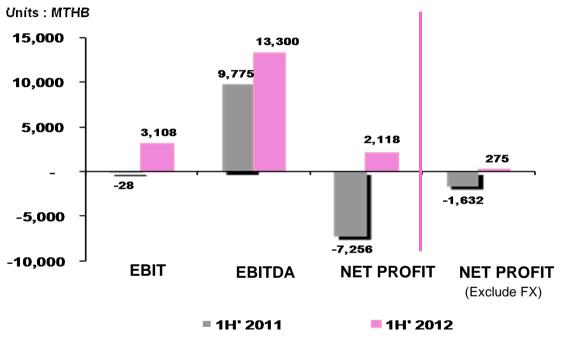
THAI and its subsidiary

(Units : MTHB)	H1'2011	H1'2012
Total Revenue	97,410	103,011
Total Expense*	99,257	102,397
Profit(Loss) before foreign currency exchange and income tax	(1,847)	614
Gain(Loss) on foreign currency exchange	(5,623)	1,843
Profit(Loss) before income tax	(7,470)	2,457
Income tax expense(income)	(239)	247
Loss for the the period	(7,231)	2,210
Profit(Loss) attributable to owner of the parent	(7,256)	2,264

^{*} Exclude Profit(Loss) on foreign currency exchange



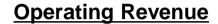
EBIT, EBITDA and Net Profit (H1'2011 & H1'2012)

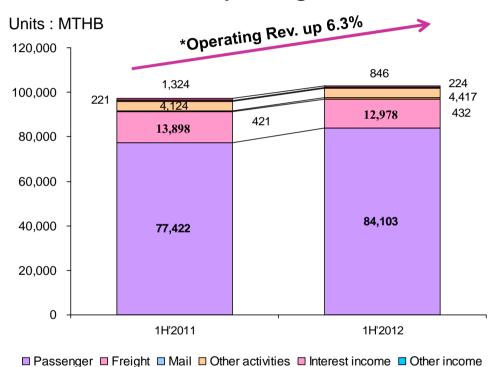


Factors Impacting H1'2012 Results

- Unfavorable world economic situation.
- · High fuel price.
- Facing difficulty to increase the selling price because of the intensified competition.
- Repairs to the runway of the Suvarnabhumi airport in June 2012 that caused flight delay.
- Special ticket price campaign to stimulate passenger.

Operating / Total Revenue (H1'2011 & H1'2012)





Total Revenue

	% Change		
Revenue	YoY	% to Tot. Rev.	
Passenger	8.63	81.64	
Freight	- 6.61	12.60	
Mail	2.68	0.42	
Other activities	7.09	4.29	
Interest income	5.83	0.23	
Other income	- 36.09	0.82	
Total Income	5.75	100.00	

- Operating revenue 1H'2011 = 95,865 MTHB
- Operating revenue 1H'2012 = 101,931 MTHB

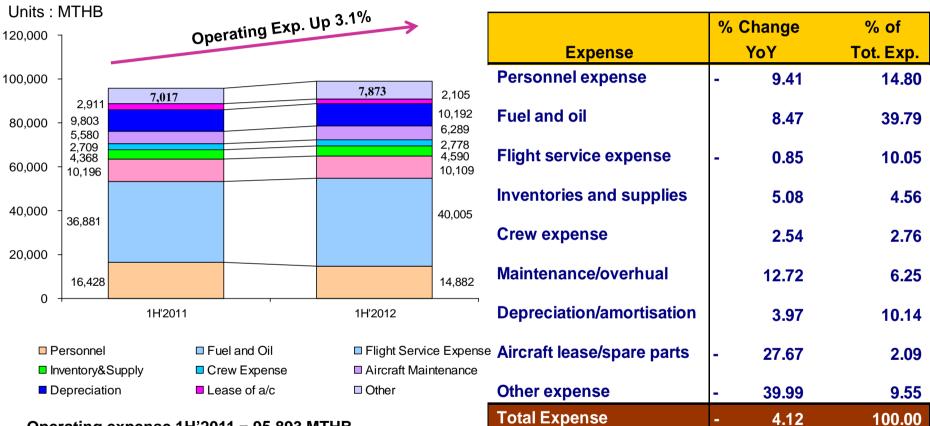
Total revenue H1'2011 = 97,410 MTHB Total revenue H1'2012 = 103,011 MTHB



^{*}Excludes Interest & Other income

Operating / Total Expense (H1'2011 & H1'2012)





- Operating expense 1H'2011 = 95,893 MTHB - Operating expense 1H'2012 = 98,823 MTHB

Total expense H1'2011 = 104,880 MTHB Total expense H1'2012 = 100,554 MTHB



Ratios - H1'2011 & H1'2012

Ratios	units	H1'2011	H1'2012
Earnings Per Share	(THB)	-3.32	0.97
Book Value per Share	(THB)	28.94	29.94
Price / Book Value	(Times)	1.00	0.72
Return on Total Assets	(%)	0.8	0.8
Return on Total Equity	(%)	3.3	3.3
EBIT	(MTHB)	-28	3,108
EBITDA	(MTHB)	9,775	13,300
IBD to Equity	(Times)	2.2	2.1
Debt Service Coverage*	(Times)	0.7	1.4
Interest Coverage	(Times)	3.6	4.6
EBITDA Margin	(%)	10.2	13.05
Operating Profit Margin	(%)	-0.0	3.1
Net Profit Margin	(%)	-7.6	2.1

^{*} EBITDAR - TAX / Interest + Rent + Long Term Debt Repayment - Refinance



On – going Measures

Revenue Enhancement



Eliminate negative contribution flights.

Increase positive result areas; more frequency on spilled flights and add new flights on interval timing.



Restructure pricing / fare strategy in all areas.

Monitor sales promotion campaign.



Commit revenue target.

Cost Control



Defer unnecessary investment and expenses and prioritize investment.







Decrease overtime expenses.



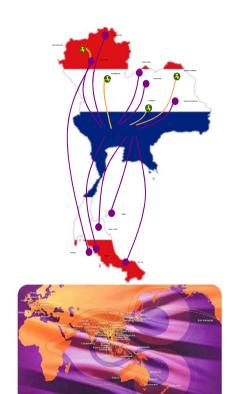
Embargo non-revenue tickets on high demand route.



Reduce training, travel expenses, stationary, utilities expenses.



Route Network



- Route network and fleet restructuring to focus in regional traffic.
- Re time flight schedule to enhance connectivity and improve minimum connecting time (MCT).
- Capacity shift from long haul to shorter sectors improving yields & margins.
- Developing Phuket as second point of interest to diversify market & improve yield.
- Selecting secondary city pairs to serve from Bangkok to diversify market & improve yield.
- Integrated & develop network management system (NMS) & revenue management system (RMS).
- Multi product approach to close market gap: Thai Smile.



Aircraft & Fleet



Resize aircraft & adjust frequency to fit the market demand.



Switch aircraft type, suitable with demand to optimize profit.



Expand freighter business to more positive contribution areas.



 Analyze Fuel Consumption Management & develop database for route network profitability.



Others



IT strategic project, corporate SAP, ready to go – live on Sep1, 2012.





Adjust or decrease number of service equipment according to total of passengers on economy class by using loading ratio.





Reduce wastage in the in – flight spare equipment only carry what is actually required.

Change glass wine bottle to plastic wine bottle for lighter weight.

New Partners









- Launched ROH & AGODA online hotels booking.
- Launched China UnionPay Card for web sales in China market.
- Increase corporate accounts : Signed contract with Michelin Group.

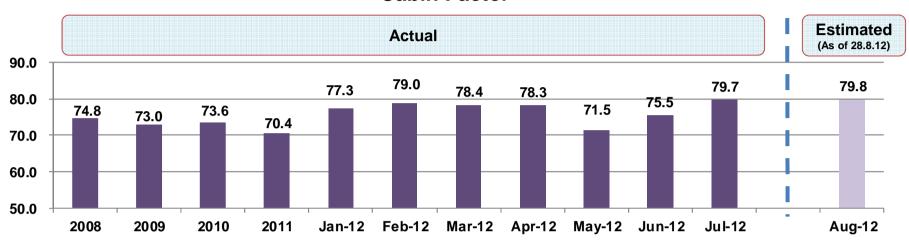


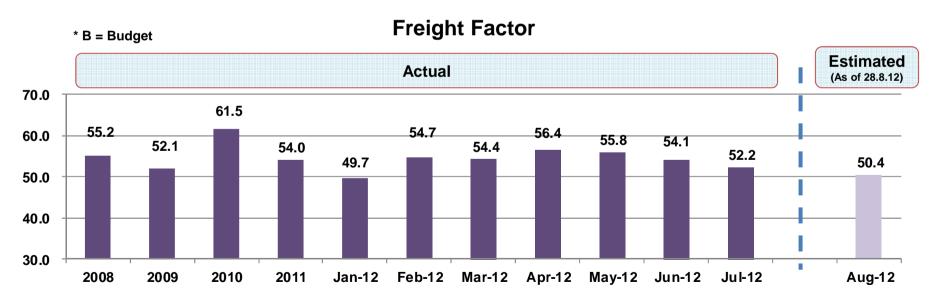




Looking Ahead

Cabin Factor

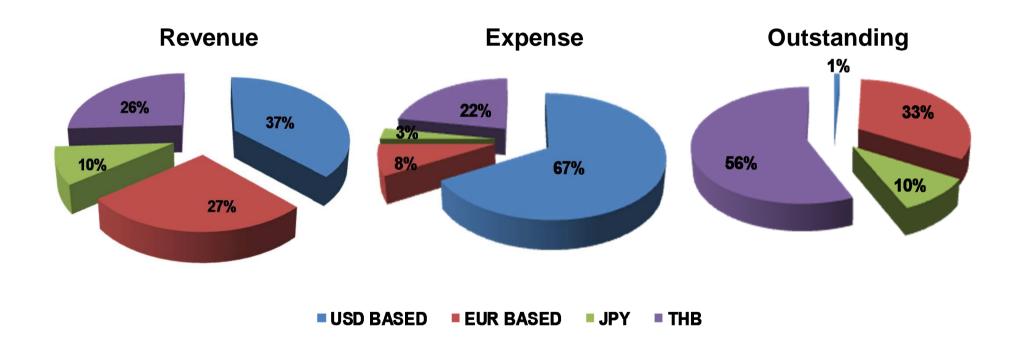






Currency Break down

Foreign Currency Exposure (As of JAN-JUN 2012)



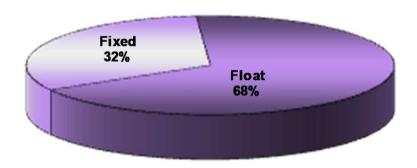


Debt Structure

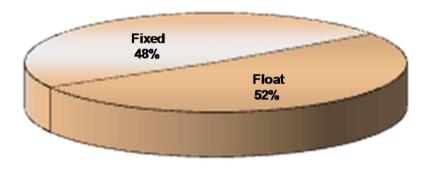
Proportion of Fixed and Float (As of JUN 2012)

Before Swap

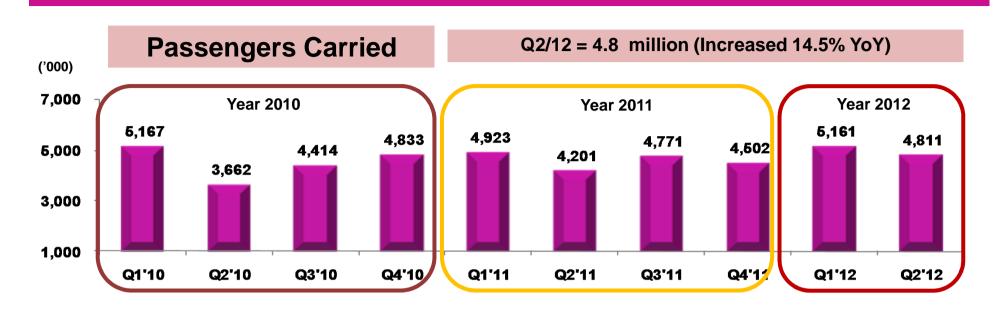
After Swap

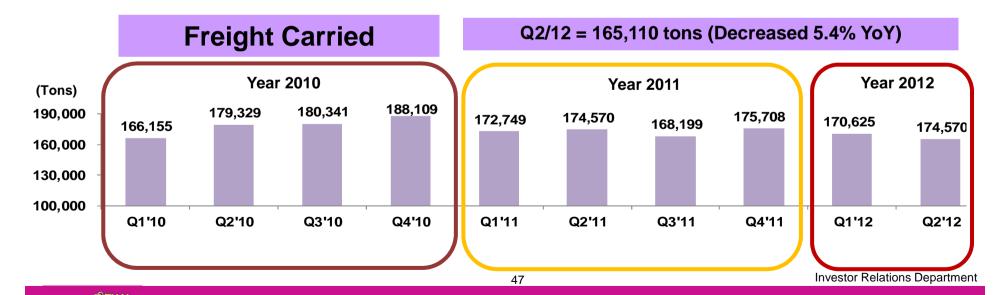


Percentage of TOTAL (TOTAL = 141,430 MTHB)

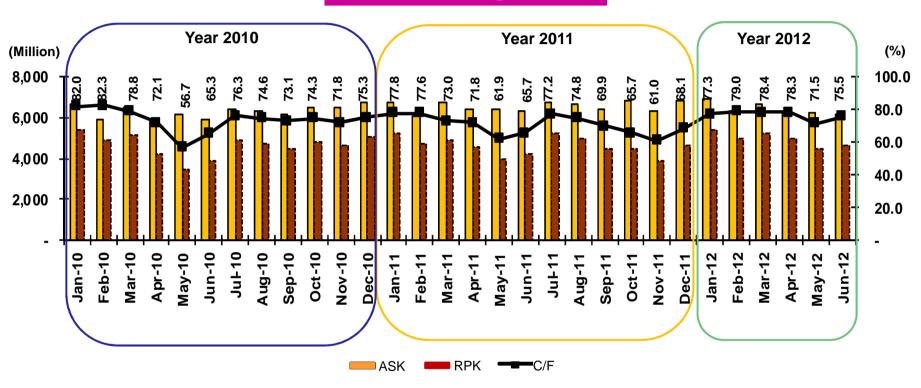


Percentage of TOTAL (TOTAL = 141,430 MTHB)





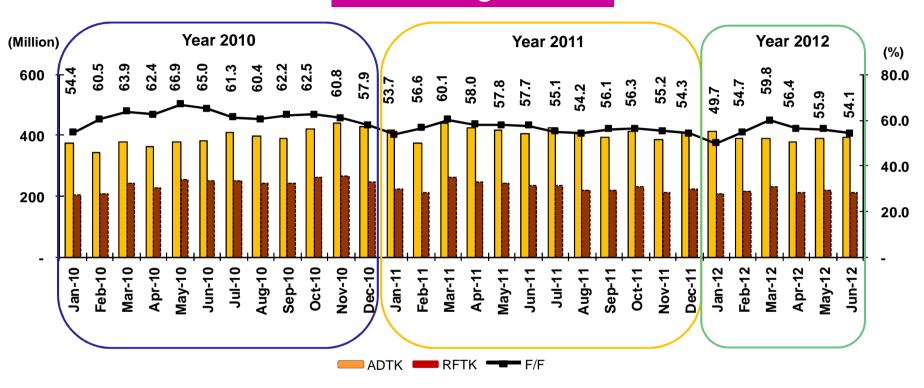
Passenger



	YoY (Month)			YoY (Quarter)			YoY (Year to date)		
	JUN'12	JUN'11	YoY%	Q2'12	Q2'11	YoY%	JAN-JUN'12	JAN-JUN'11	YoY%
MASK	6,182	6,358	- 2.8	18,776	19,172	- 2.1	38,729	38,743	- 0.04
MRPK	4,667	4,176	11.8	14,102	12,737	10.7	29,707	27,618	7.6
Cabin factor%	75.5	65.7	14.9	75.1	66.4	13.1	76.7	71.3	7.6

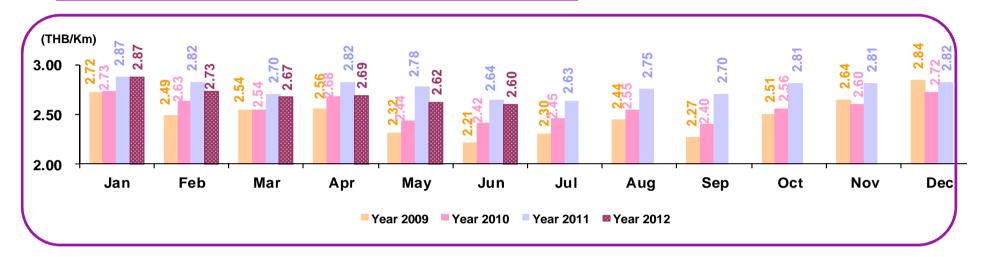


Freight



	YoY (Month)			YoY (Quarter)			YoY (Year to date)		
	JUN'12	JUN'11	YoY%	Q2'12	Q2'11	YoY%	JAN-JUN'12	JAN-JUN'11	YoY%
MADTK	394	407	- 3.2	1,163	1,250	- 7.0	2,360	2,483	- 5.3
MRFTK	213	235	- 9.4	645	723	- 10.8	1,297	1,422	- 8.7
Freight factor%	54.1	57.7	- 6.2	55.5	57.8	- 4.1	55.0	57.3	- 3.6

Passenger Yield (Including Fuel Surcharge)



Freight Yield (Including Fuel Surcharge)

