

THAI AIRWAYS INTERNATIONAL PCL

Year 2013

(Updated on March 5, 2014)



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

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	Q4'2013	% Change YoY	Year 2013	% Change YoY
Total Revenue (MTHB)	54,706	-3.2%	211,605	-0.9%
Net Profit (MTHB) (Included FX)	-4,652	-686.8%	-12,047	-293.4%
Assets (MTHB) (As at DEC13)	307,085	+1.0%	307,085	+1.0%



Route & Fleet	
Number of Aircraft (As of 31 DEC 13)	100
Frequency Flights per Week (Effective 30 MAR 14 – 25 OCT 2014)	1,000
Destinations Served (Effective 30 MAR 14 – 25 OCT 2014)	78
Countries Served (Effective 30 MAR 14 – 25 OCT 2014)	37



Note: Including THAI Smile

Operations Summary

	Unit	Quarter 4			Year to Date (JAN-DEC)		
		2012	2013	% Change YoY	2012	2013	% Change YoY
Passenger Production	MASK	20,774	22,241	+7.1%	79,231	85,655	+8.1%
Passenger Traffic	MRPK	15,843	15,795	-0.3%	60,679	63,479	+4.6%
Cabin Factor	%	76.3	71.0	-6.9%	76.6	74.1	-3.2%
Passenger carried	Million	5.50	5.31	-3.4%	20.62	21.51	+4.3%
Passenger Yield* (Inc. Surcharge)	THB/km	2.73	2.69	-1.6%	2.72	2.65	-2.6%
Freight Production	MADTK	1,271	1,316	+3.5%	4,892	5,019	+2.6%
Freight Traffic	MRFTK	693	700	+1.0%	2,653	2,565	-3.3%
Freight Factor	%	54.5	53.2	-2.6%	54.2	51.1	-5.8%
Freight carried	Tons	177,173	176,261	-0.5%	679,120	655,570	-3.5%
Freight Yield (Inc. Surcharge)	THB/km	9.36	9.18	-1.9%	9.77	9.22	-5.6%

Note: Passenger – sales commission and discount/RPK
Base on RCM report

Financial Performance

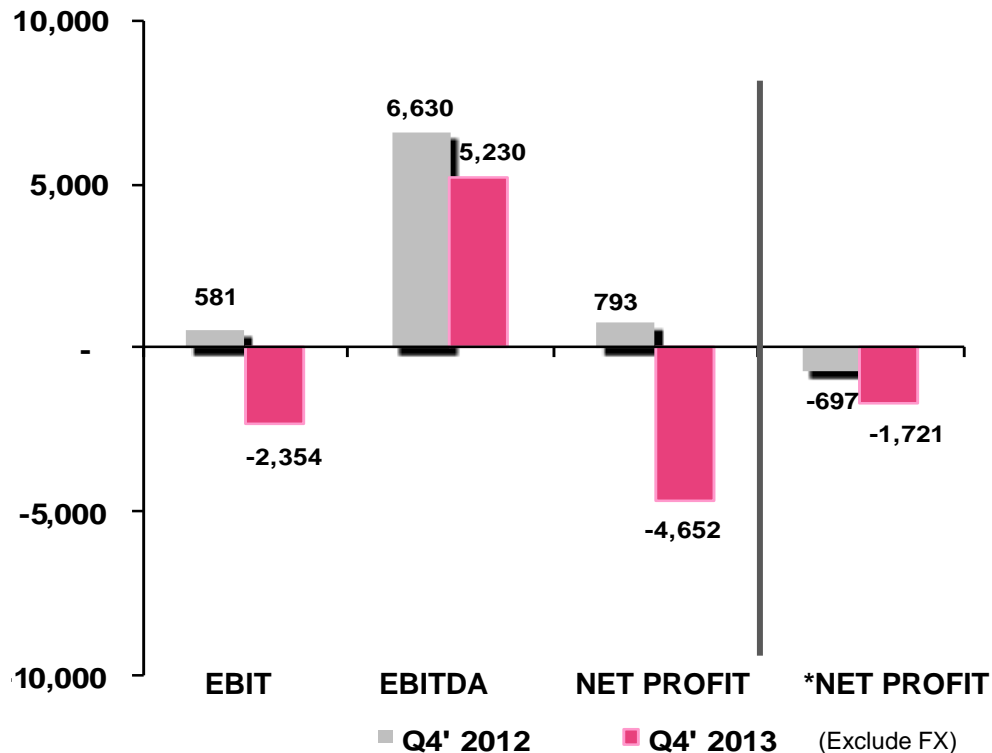
Performance Summary (Q4'2012 & Q4'2013)

THAI and its subsidiaries

(Units : MTHB)	Q4'2012	Q4'2013	%Change
Total Revenue	56,503	54,706	- 3.18
Total Expense	55,320	60,657	9.65
Gain (loss) of Foreign currency exchange	1,490	(2,931)	- 296.71
Profit (loss) before Income Tax Expense	1,183	(5,951)	- 603.04
Net tax expense (Income)	302	(264)	- 187.42
Net profit (loss)	793	(4,652)	(687)

EBIT, EBITDA and Net Profit (Q4'2012 & Q4'2013)

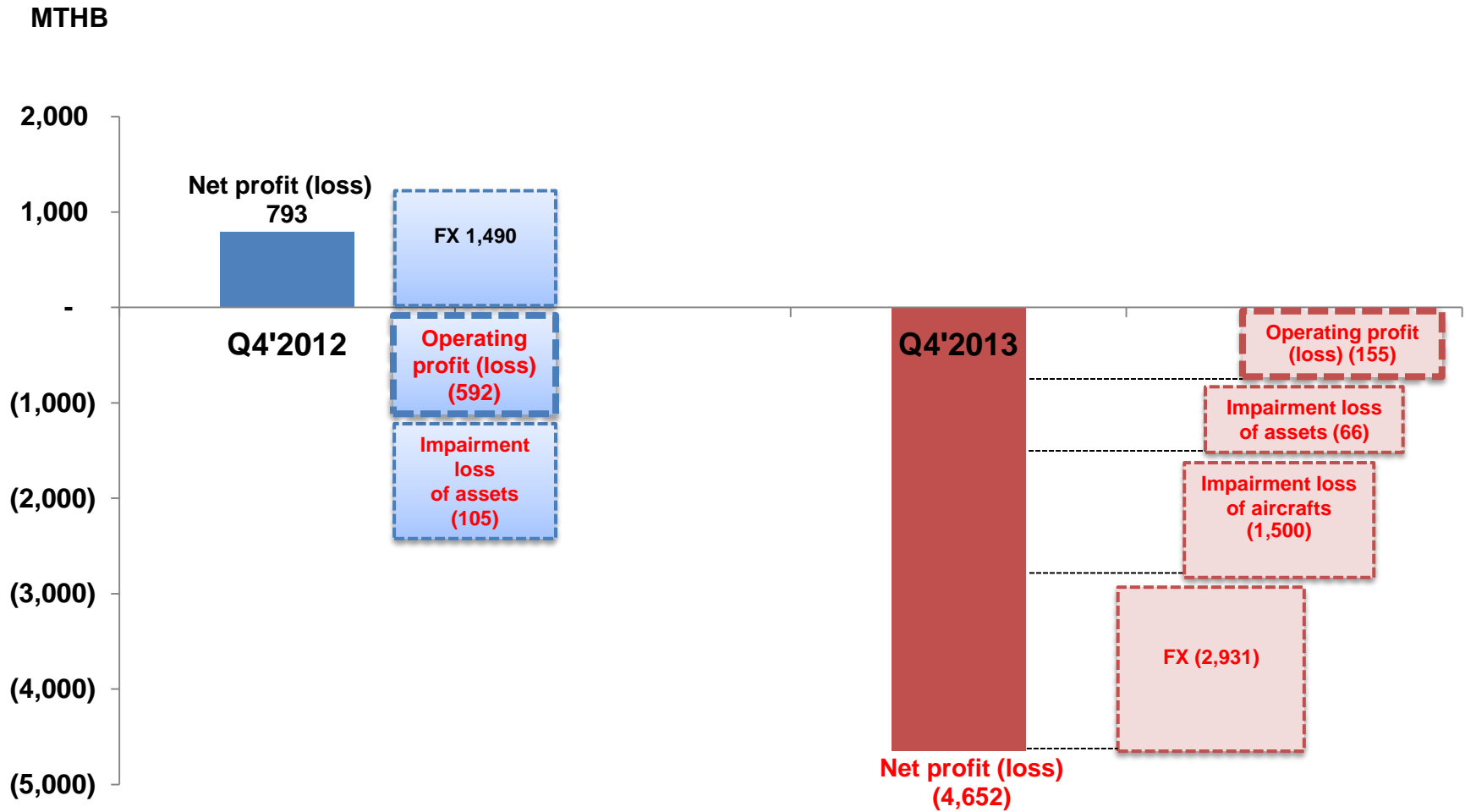
Units : MTHB



Factors Impacting Q4'2013 Results

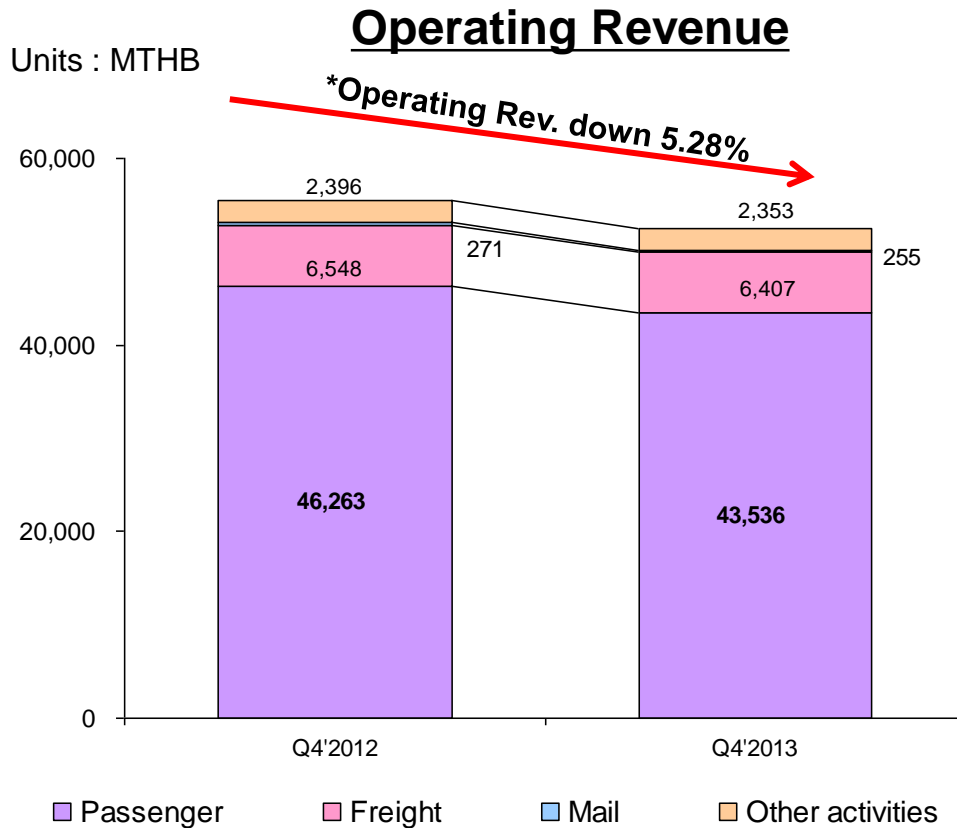
- Number of passengers decreased 3.4%.
- ASK increased 7.1%
- RPK decreased 0.3%
- Cabin factor decreased 6.9% from the same period last year.
- FX Loss 2,931 MTHB from weak Baht.
- Impairment loss aircrafts & assets 1,566 MTHB

Q4/2012 VS Q4/2013 Performance



Financial Performance

Operating / Total Revenue (Q4'2012 & Q4'2013)



Total Revenue

Revenue	% Change	% of Total Revenue
Passenger	-5.90	79.58
Freight	-2.15	11.71
Mail	-5.63	0.47
Other activities	-18.10	4.30
Interest income	-34.97	0.16
Other income	131.94	3.78
Total Revenue	- 3.18	100.00

* Exclude Interest income and Other income

- Operating revenue Q4'2012 = 55,478 MTHB

- Operating revenue Q4'2013 = 52,551 MTHB

Total revenue Q4'2012 = 56,503 MTHB

Total revenue Q4'2013 = 54,706 MTHB

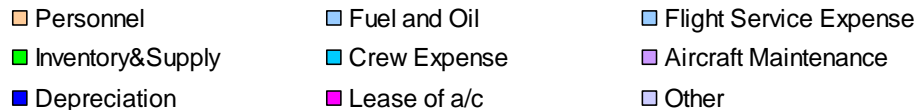
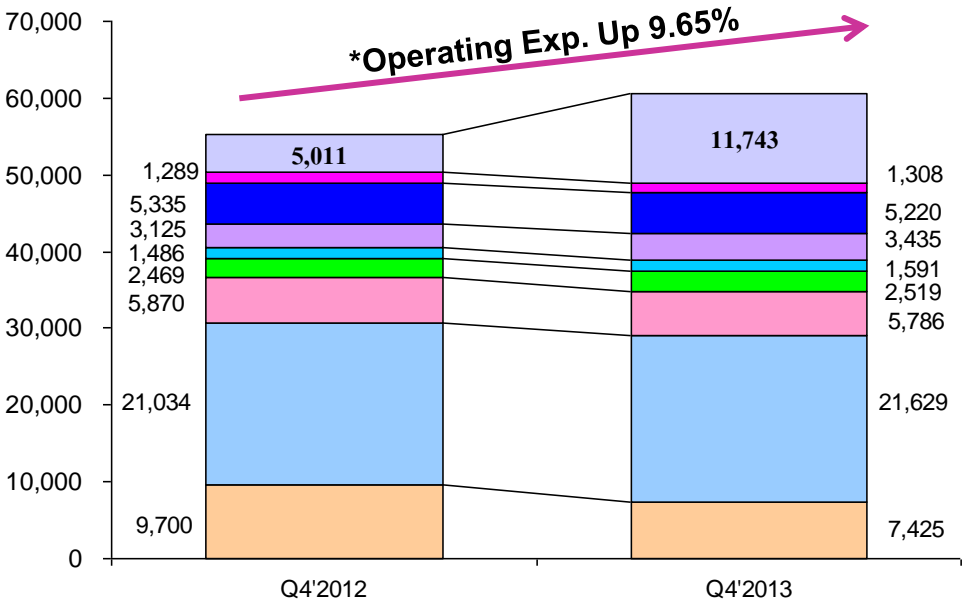
Financial Performance

Operating / Total Expense (Q4'2012 & Q4'2013)

Operating Expense

Total Expense

Units : MTHB



Expense	% Change YoY	% of Tot. Exp.
Personnel expense	- 23.45	12.24
Fuel and oil	2.82	35.66
Flight service expense	- 1.42	9.54
Inventories and supplies	2.03	4.15
Crew expense	7.07	2.62
Maintenance/overhaul	9.92	5.66
Depreciation/amortisation	- 2.16	8.61
Aircraft lease/spare parts	1.47	2.16
Other expense	134.35	19.36
Total Expense	9.65	100.00

* Excludes foreign currency exchange, Impairment losses, Finance costs and Share of profits of associates

- Operating expense Q4'2012 = 55,320 MTHB
- Operating expense Q4'2013 = 60,657 MTHB

Total expense Q4'2012 = 55,320 MTHB
Total expense Q4'2013 = 60,657 MTHB

Ratios – Q4'2012 & Q4'2013

Ratios	units	Q4'2012	Q4'2013
Earnings Per Share	(THB)	0.36	-2.61
Book Value per Share	(THB)	31.99	26.07
Price / Book Value	(Times)	0.62	0.53
EBIT	(MTHB)	581	-2,354
EBITDA	(MTHB)	6,630	5,230
IBD to Equity	(Times)	2.3	3.1
Debt Service Coverage*	(Times)	1.0	0.6
Interest Coverage	(Times)	4.4	3.6
Operating Profit Margin	(%)	1.0	-4.5
Net Profit Margin	(%)	1.6	-10.8

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

Performance Summary (Year2012 & Year'2013)

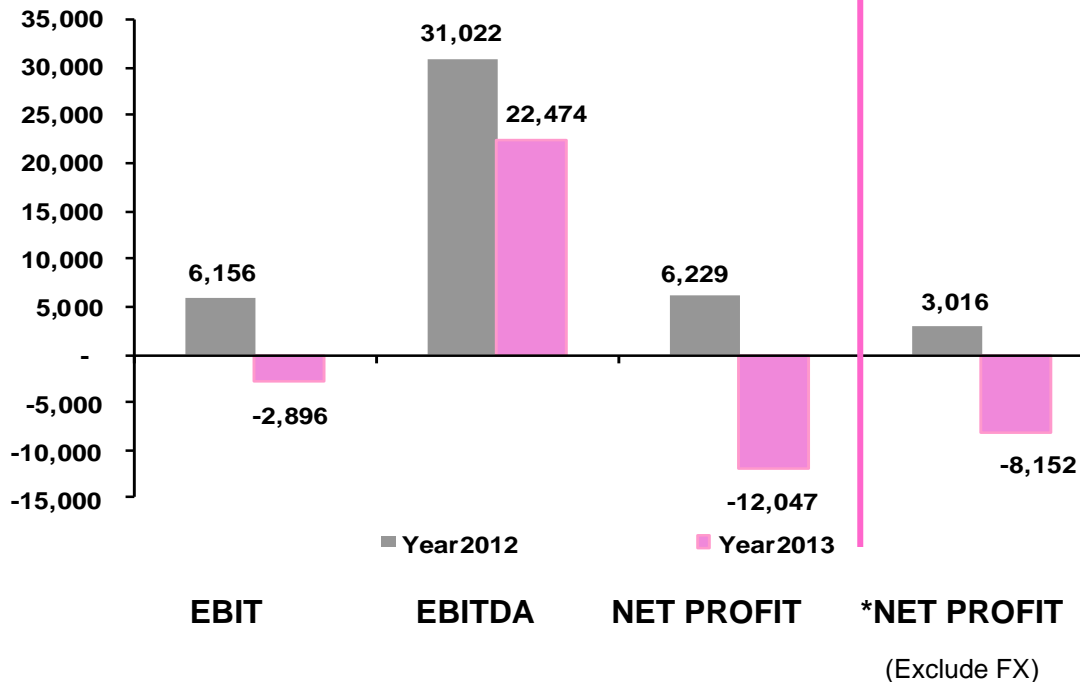
THAI and its subsidiaries

(Units : MTHB)	Year2012	Year2013	%Change
Total Revenue	213,530	211,605	- 0.90
Total Expense*	206,426	224,535	8.77
Foreign currency exchange (loss)	3,213	(3,895)	- 221.23
Profit(loss) before income tax expense	7,104	(12,929)	- 282.00
Net tax expense (income)	593	(929)	- 256.66
Net profits (loss)	6,229	(12,047)	(293)

* Excludes Foreign currency exchange

EBIT, EBITDA and Net Profit (Year2012 & Year2013)

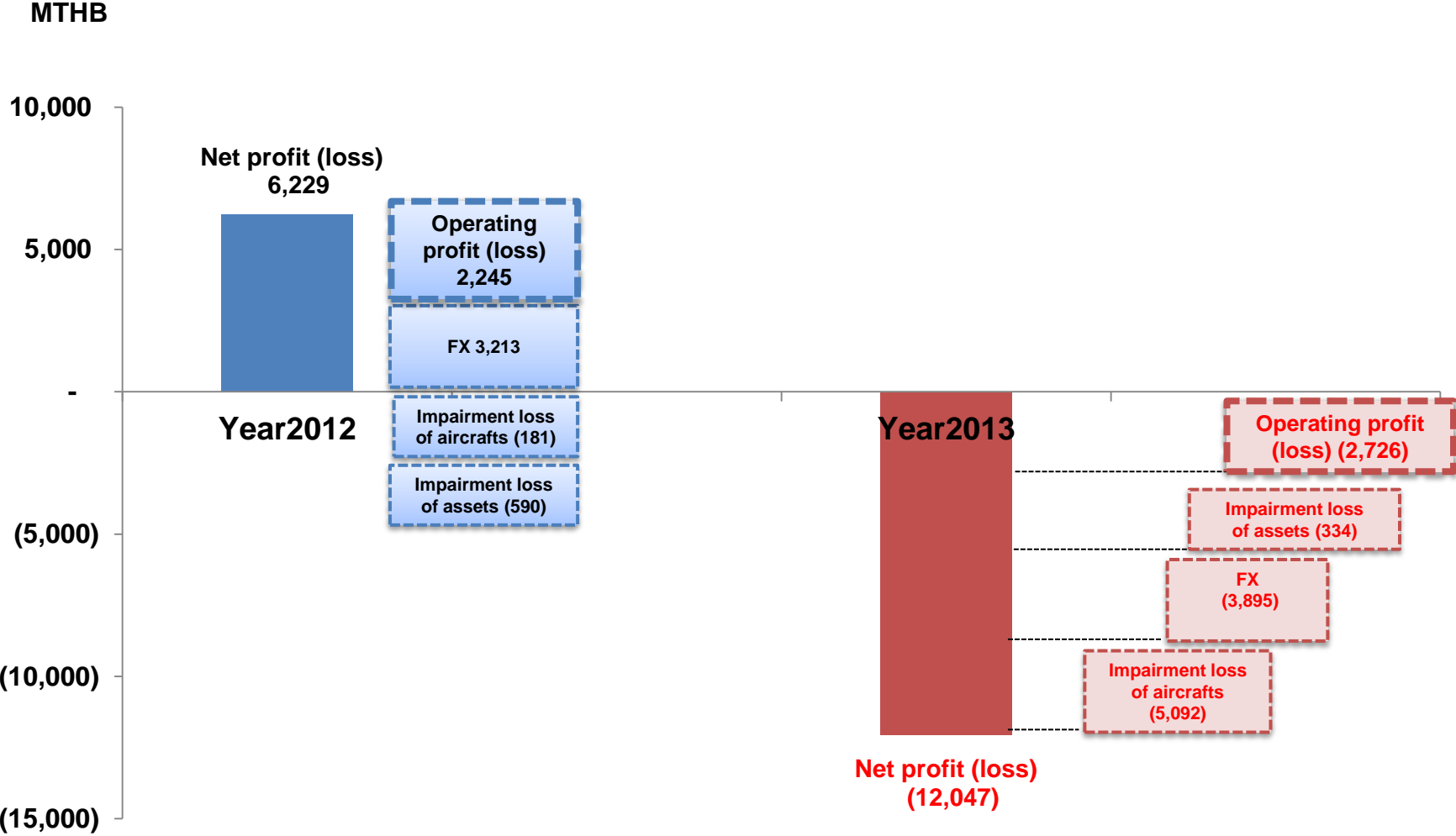
Units : MTHB



Factors Impacting Year2013 Results

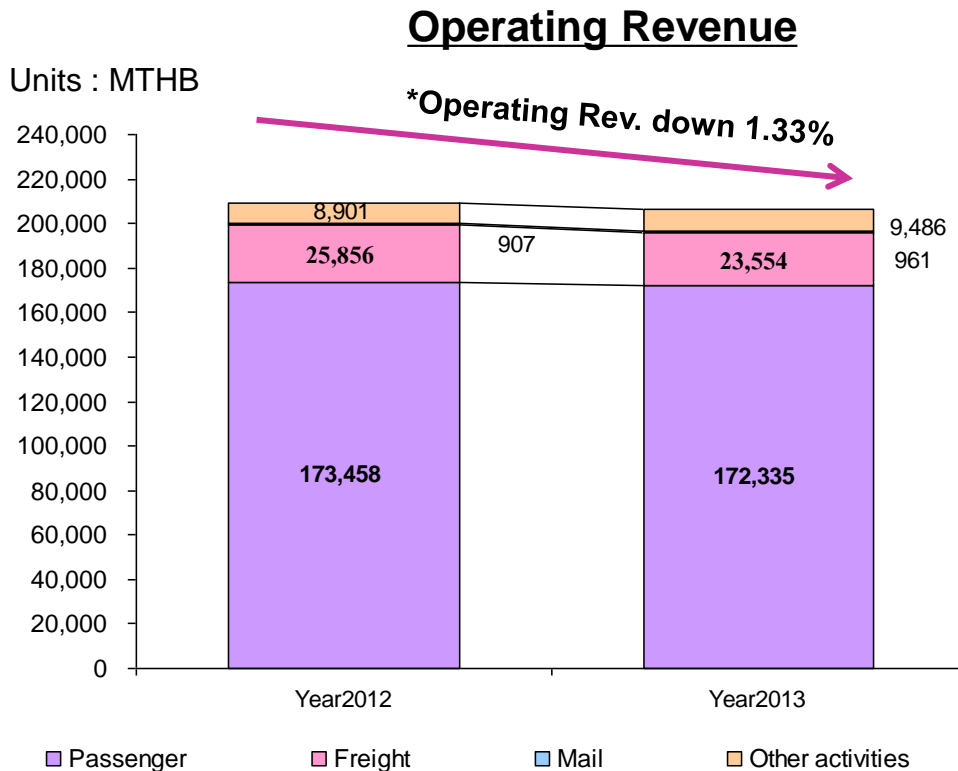
- Number of passengers higher than last year by 4.4%
- ASK increased 8.1% while RPK increased 4.6% but Cabin factor decreased 3.2% from the same period last year.
- FX Loss 3,895 MTHB from weak Baht.
- Impairment loss aircrafts & assets 5,426 MTHB

Year 2012 VS Year 2013 Performance



Financial Performance

Operating / Total Revenue (Year2012 & Year2013) Total Revenue



Revenue	% Change	% to Tot. Rev.
Passenger	-0.65	81.44
Freight	-8.90	11.13
Mail	5.95	0.45
Other activities	6.58	4.48
Interest income	3.86	0.24
Other income	60.48	1.76
Gain on deemed disposal	100.00	0.34
Profitability on business acquisition	-100.00	0.00
Gain on reclassified investment	100.00	0.14
Total Income	- 0.90	100.00

* Exclude Interest income, Other income, Gain on deemed disposal, Profitability on business acquisition, Gain on reclassified investment

- Operating revenue Year2012 = 209,122 MTHB
- Operating revenue Year2013 = 206,336 MTHB

Total revenue Year2012 = 213,530 MTHB
Total revenue Year2013 = 211,605 MTHB

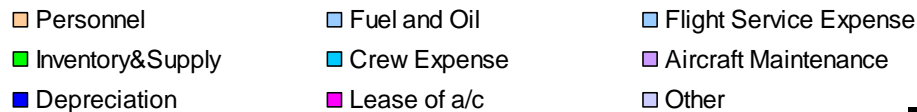
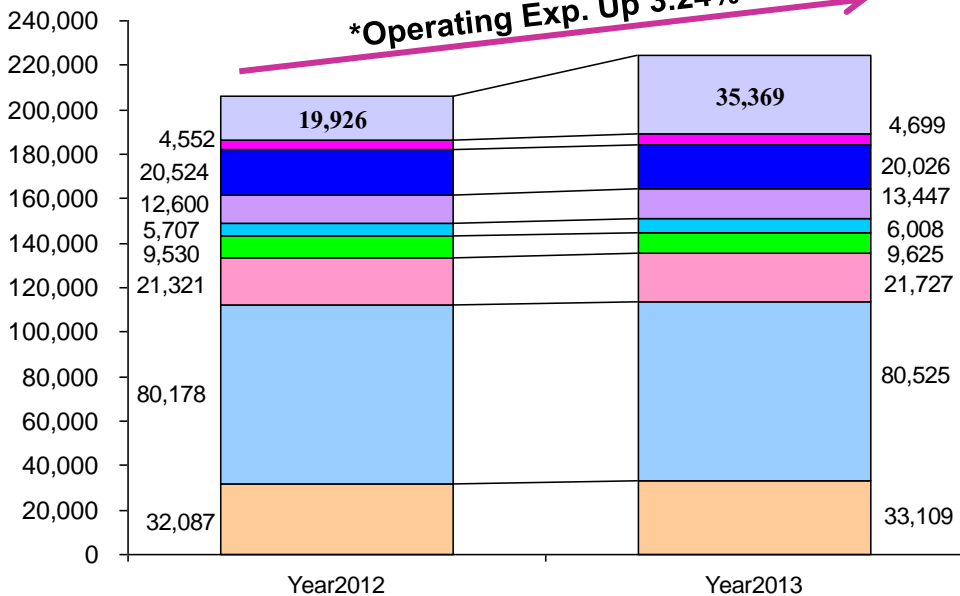
Financial Performance

Operating / Total Expense (Year2012 & Year2013)

Operating Expense

Total Expense

Units : MTHB



Expense	% Change YoY	% of Tot. Exp.
Personnel expense	3.19	14.75
Fuel and oil	0.43	35.86
Flight service expense	1.90	9.68
Inventories and supplies	0.99	4.29
Crew expense	5.28	2.68
Maintenance/overhaul	6.72	5.99
Depreciation/amortisation	- 2.43	8.92
Aircraft lease/spare parts	3.23	2.09
Other expense	77.50	15.74
Total Expense	8.77	100.00

* Excludes foreign currency exchange, Impairment losses, Finance costs and Share of profits of associates

- Operating expense Year2012 = 203,395 MTHB

- Operating expense Year2013 = 209,993 MTHB

Total expense Year2012 = 206,426 MTHB

Total expense Year2013 = 224,535 MTHB

Ratios – Year2012 & Year2013

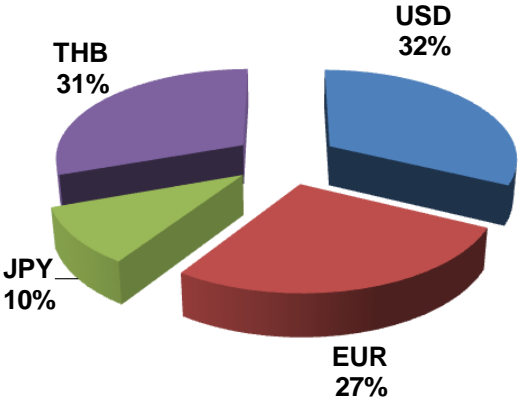
Ratios	units	Year2012	Year2013
Earnings Per Share	(THB)	2.85	-5.52
Book Value per Share	(THB)	31.99	26.07
Price / Book Value	(Times)	0.62	0.53
EBIT	(MTHB)	6,156	-2,896
EBITDA	(MTHB)	31,022	22,474
IBD to Equity	(Times)	2.3	3.1
Debt Service Coverage*	(Times)	1.4	0.9
Interest Coverage	(Times)	5.3	3.7
Operating Profit Margin	(%)	2.9	-1.4
Net Profit Margin	(%)	3.1	-5.8

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

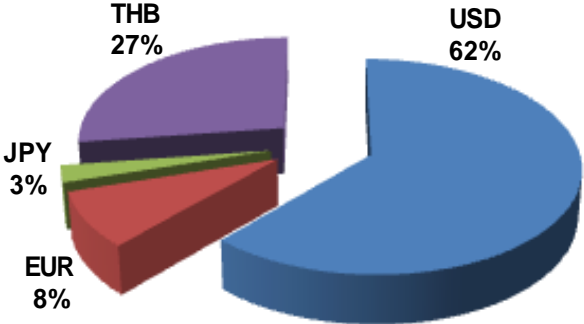
Currency Break down

Foreign Currency Exposure (As of Year 2013)

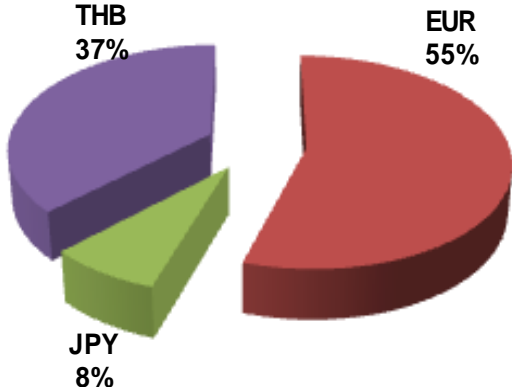
Revenue



Expense

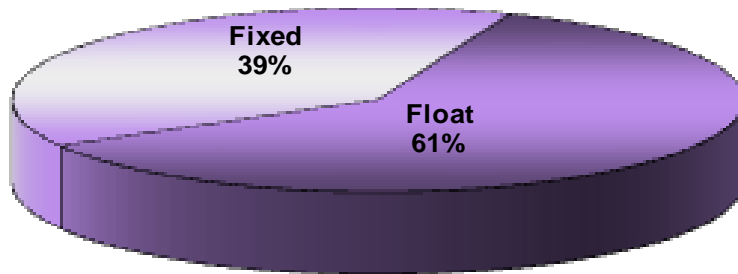


Outstanding loan (After Swap)



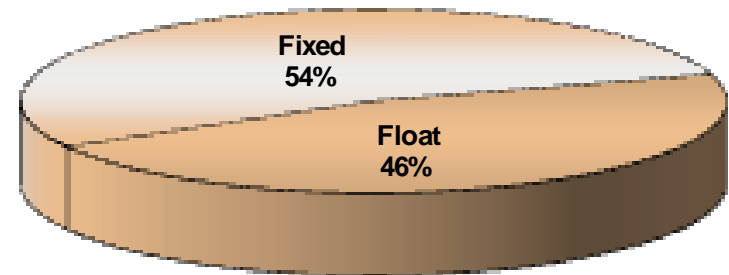
Proportion of Fixed and Float (As of 31 DEC 2013)

Before Swap



Percentage of TOTAL
(TOTAL = 176,602 MTHB)

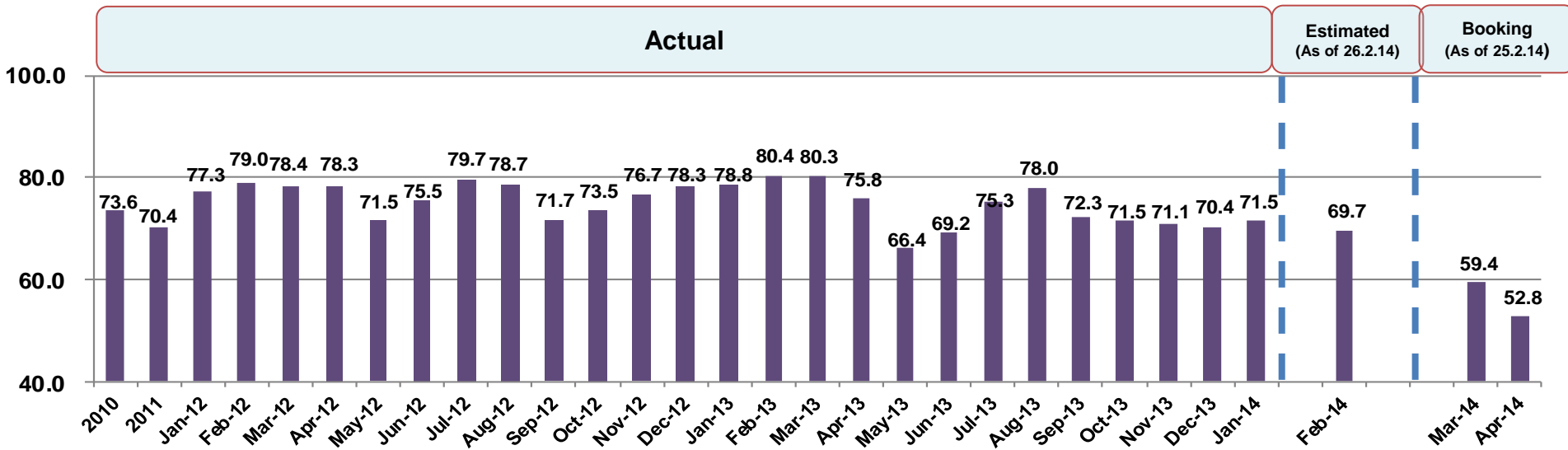
After Swap



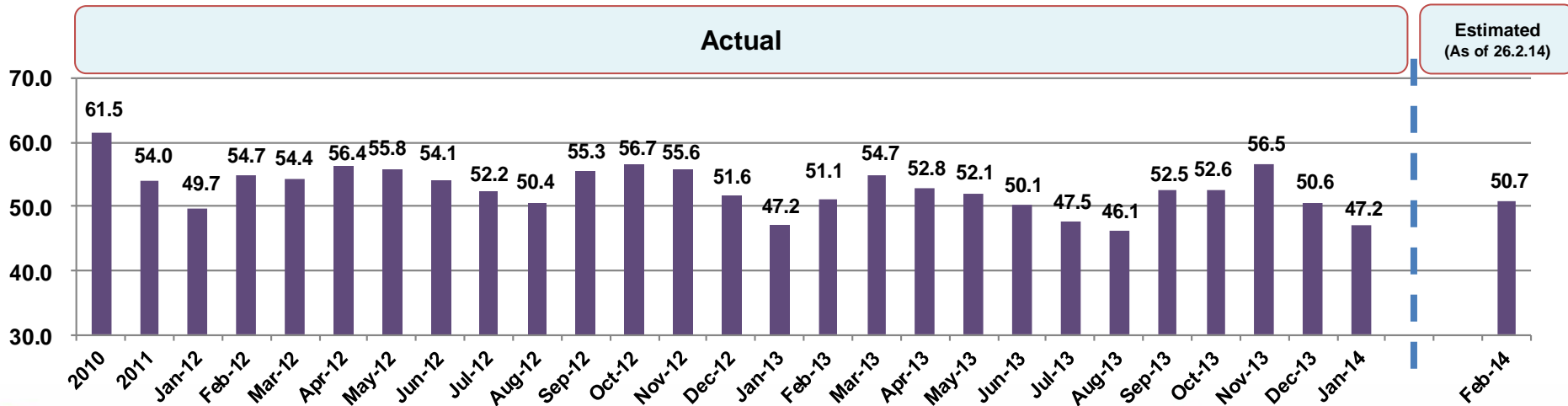
Percentage of TOTAL
(TOTAL = 177,708 MTHB)

Looking ahead

Cabin Factor (%)



Freight Factor (%)



Company Facts

Current Fleet

Current Fleet: 100 Aircrafts

42% of O **33% of FL** **25% of OL**
O=Owned **FL=Financial lease** **OL=Operating lease**

(Note: Approximately)



Average age of aircraft = 9.6 years

Aircraft Type	Version	# of Aircraft	# of Seat				Financial Method
			First	Business	Economy	Total	
A300-600 R	36R3	5	N.A.	28	232	260	5O
A340-600	3461	6	8	60	199	267	6FL
A330-300	3302	11	N.A.	42	263	305	9O, 15FL, 2OL
	3303	8	N.A.	36	263	299	
	3304	7	N.A.	36	263	299	
A320-200	3201	2	N.A.	N.A.	174	174	10OL
	3202	4	N.A.	N.A.	174	174	
	3203	4	N.A.	N.A.	168	168	
A380-800	3801	6	12	60	435	507	2O, 4FL
B737-400	7341	5	N.A.	12	137	149	2O, 3OL
B747-400	7444	6	10	40	325	375	12O, 2FL
	7445	6	9	40	325	374	
	Freighters	2	-	-	-	-	
B777-200	7724	8	N.A.	30	279	309	6O, 2OL
B777-200 ER	77E1	6	N.A.	30	262	292	6FL
B777-300	7732	6	N.A.	34	330	364	6O
B777-300 ER	77B1	8	N.A.	42	306	348	8OL
Total		100	39	490	4,135	4,664	42O, 33FL, 25OL

Note: Exclude 1 of Airbus 330-300 that has been damaged from skidding off the runway after landing at SVBA

Aircraft Delivery Plan

NEW A/C DELIVERY	2013	2014	2015	2016	2017	TOTAL
A330-300	2 (FL) (JAN/APR)					2
A350-900				2 (OL) (MAY/JUL)	5 (3OL/2FL)	7
A380-800	3 (1FL/2O) (MAR/OCT/NOV)	-	-	-	-	3
A320 (Thai Smile)	6 (OL) (JAN/MAR/OCT/ OCT/NOV/DEC)	7 (5OL/2FL) (JAN/FEB/ MAY/JUN/SEP/ NOV/NOV)	3 (FL) (JAN/MAY/ AUG)			16
B777-300ER	6 (OL) (MAR/APR/JUN/ JUL/AUG/OCT)	3 (FL) (JAN/JUL/AUG)	3 (FL) (JAN/JUN/SEP)	-	-	12
B787-8		4 (OL) (JUN/JUL/ OCT/NOV)	2 (OL) (APR/JUN)			6
B787-9					2 (OL) (SEP/OCT)	2
TOTAL	17	14	8	2	7	48

As of 31 DEC 13

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Note : O = Own / FL = Financial lease / OL = Operating lease

Phase Out Plan

PHASE-OUT PLAN	2013	2014	2015	2016	2017	TOTAL
A300-600	4	5	-	-	-	9
A330-300	1	5	5	2	-	13
B747-400	4	-	-	-	2	6
B777-300ER (Jet Airways)	5	-	-	-	-	5
B777-200	-	-	-	-	2	2
B737-400	-	3	-	-	2	5
TOTAL	14	13	5	2	6	40

Note: Exclude Nok Air returned

As of 31 DEC 13

THAI's Route Network

World Route Network

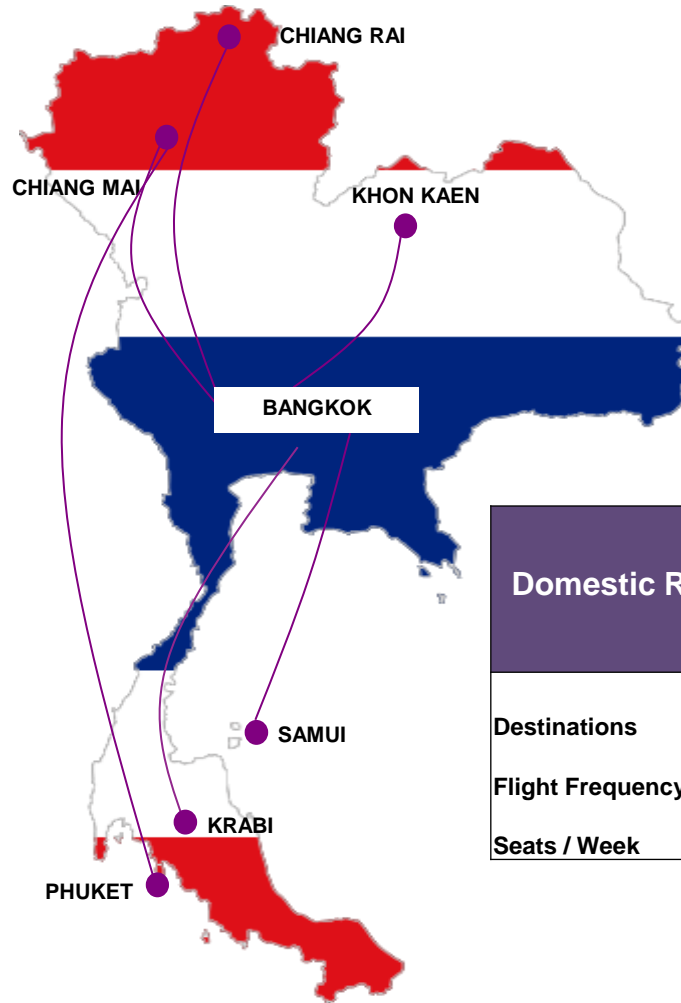


* Schematic scale only ** Flights and destinations are subject to change without prior notice. As of October 2013

THAI
Smooth as silk

THAI's Route Network

Domestic Route Network



Domestic Routes	30 MAR 2014 To 25 OCT 2014 (Based on TPI Summer 2014 Issue 1)	31 MAR 2013 To 26 OCT 2013 (Based on TPI Summer 2013 Issue 2)
Destinations	6	7
Flight Frequency / Week	180	215
Seats / Week	96,002	112,371

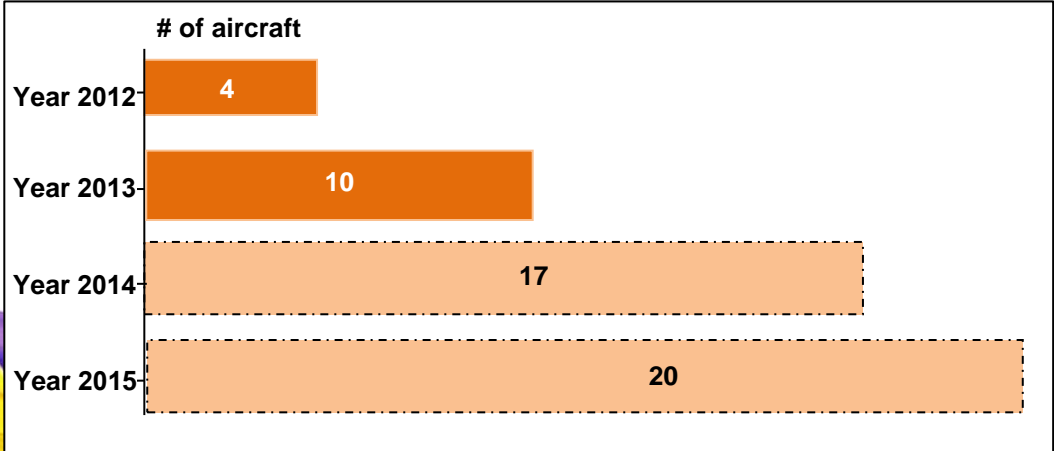
THAI Smile Fleet Plan & Route Network

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



Currently 10 aircrafts Airbus 320-200 (As at 31 DEC 2013)

Fleet Plan (2012-2015)



FREQUENCY*	DESTINATION	
14 Flights / week	Bangkok - Macau	V.V.
14 Flights / week	Bangkok - Phnom Penh	V.V.
14 Flights / week	Bangkok - Vientiane	V.V.
7 Flights / week	Bangkok - Colombo	V.V.
5 Flights / week	Bangkok - Delhi	V.V.
5 Flights / week	Bangkok - Hyderabad	V.V.
4 Flights / week	Bangkok - Mandalay	V.V.
4 Flights / week	Bangkok - Chongqing	V.V.
3 Flights / week	Bangkok - Changsha	V.V.
35 Flights / week	Bangkok - Hat Yai	V.V.
28 Flights / week	Bangkok - Udonthani	V.V.
21 Flights / week	Bangkok - Khon Kaen	V.V.
21 Flights / week	Bangkok - Chiang Mai	V.V.
14 Flights / week	Bangkok - Ubon Ratchathani	V.V.
14 Flights / week	Bangkok - Surat Thani	V.V.
14 Flights / week	Bangkok - Krabi	V.V.
7 Flights / week	Bangkok - Chiang Rai	V.V.
7 Flights / week	Chiang Mai - Phuket	V.V.

International & Domestic Routes	30 MAR 2014 To 25 OCT 2014 (Based on TPI Summer 2014 Issue 1)	31 MAR 2013 To 26 OCT 2013 (Based on TPI Summer 2013 Issue 2)
	Countries	8
Destinations	18	12
Flight Frequency / Week	231	123
Seats/Week	69,697	41,212

Adjust flight schedules



Seasonal Frequency Increase

- Bangkok-Chongqing-Bangkok 3 ➔ 4 flights / week
- Bangkok-Colombo-Bangkok, 6 ➔ 7 flights / week
- Bangkok-Hyderabad-Bangkok 4 ➔ 5 flights / week

Seasonal Temporarily Suspended Flights

- Bangkok-Luang Prabang-Bangkok

Note: Based on TPI Summer 2014 Issue 1 (30 MAR 14 to 25 OCT 14)

Subject to current market condition



Seasonal Frequency Increase

- Bangkok-Madrid-Bangkok 3 ➔ 4 flights / week
- Bangkok-Denpasar-Bangkok 5 ➔ 7 flights / week

Seasonal Frequency Reduction

- Bangkok-Frankfurt-Bangkok 6 ➔ 5 flights / week
- Bangkok-Copenhagen-Bangkok 7 ➔ 6 flights / week
- Bangkok-Oslo-Bangkok 7 ➔ 5 flights / week
- Bangkok-Stockholm-Bangkok 7 ➔ 6 flights / week
- Bangkok-Zurich-Bangkok 7 ➔ 6 flights / week
- Bangkok-Moscow-Bangkok 6 ➔ 4 flights / week
- Bangkok-Brisbane-Bangkok 7 ➔ 5 flights / week
- Bangkok-Islamabad-Bangkok 4 ➔ 3 flights / week

Seasonal Temporarily Suspended Flights

- Bangkok-Sendai-Bangkok
- Copenhagen-Phuket-Copenhagen
- Stockholm-Phuket-Stockholm

Nok Air Route Network

16 Aircrafts
(As of Year 2013)

14 of Boeing 737-800



2 of ATR 72-500



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



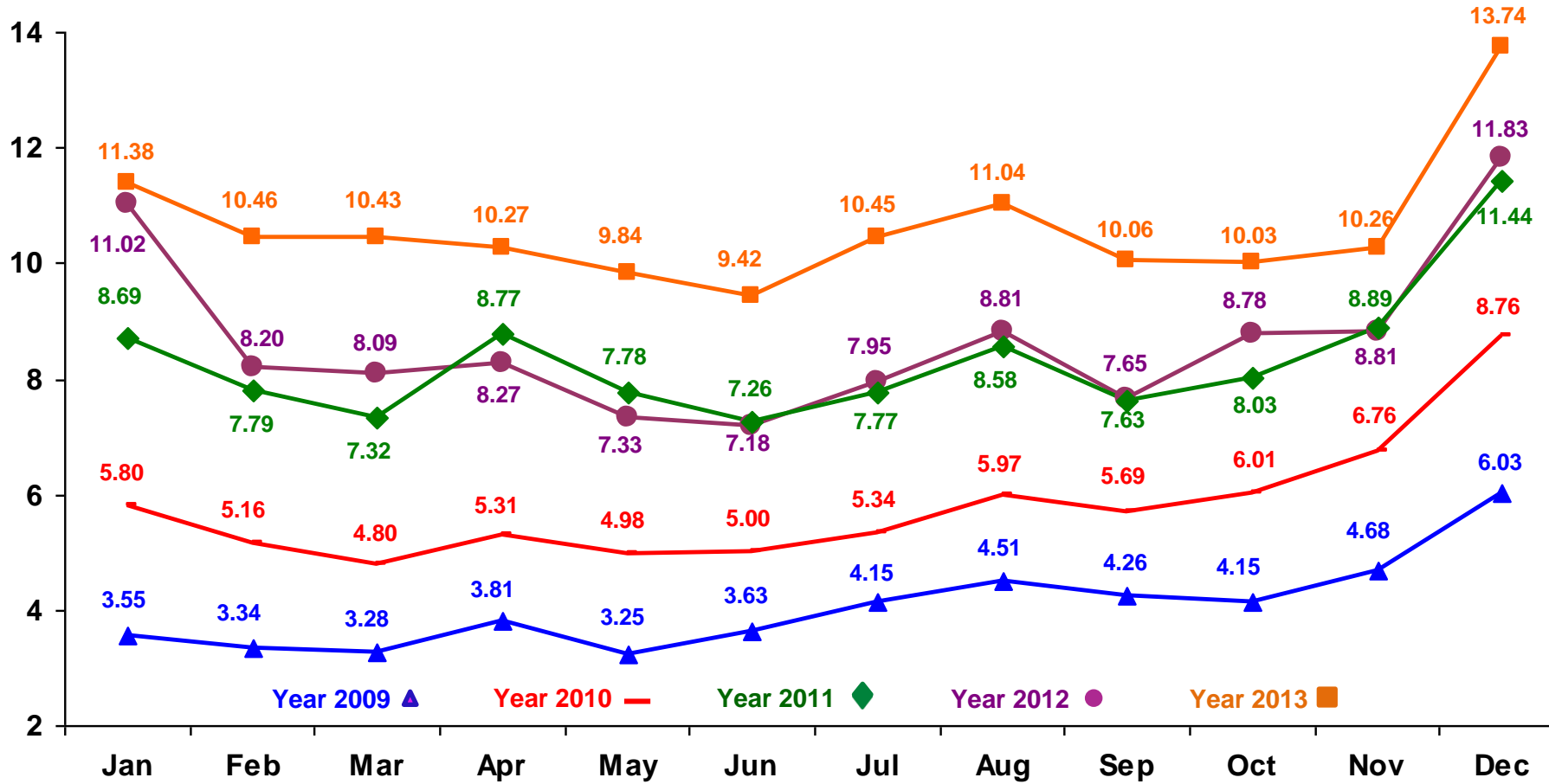
International & Domestic Routes	Year 2013	Year 2012
Destinations	27	21
Freq./Week	606	441

TG's Proportion of Shareholding:
39.2%

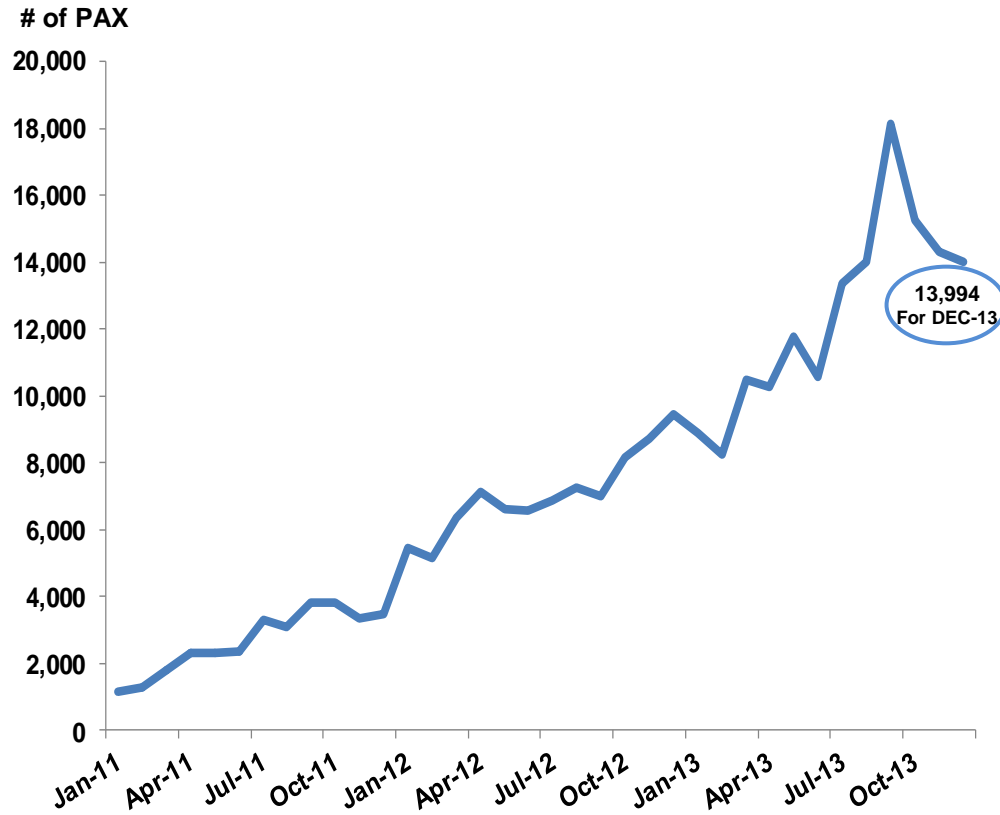
Have 5 of 12 Board seats

Ticket Sales Via Internet

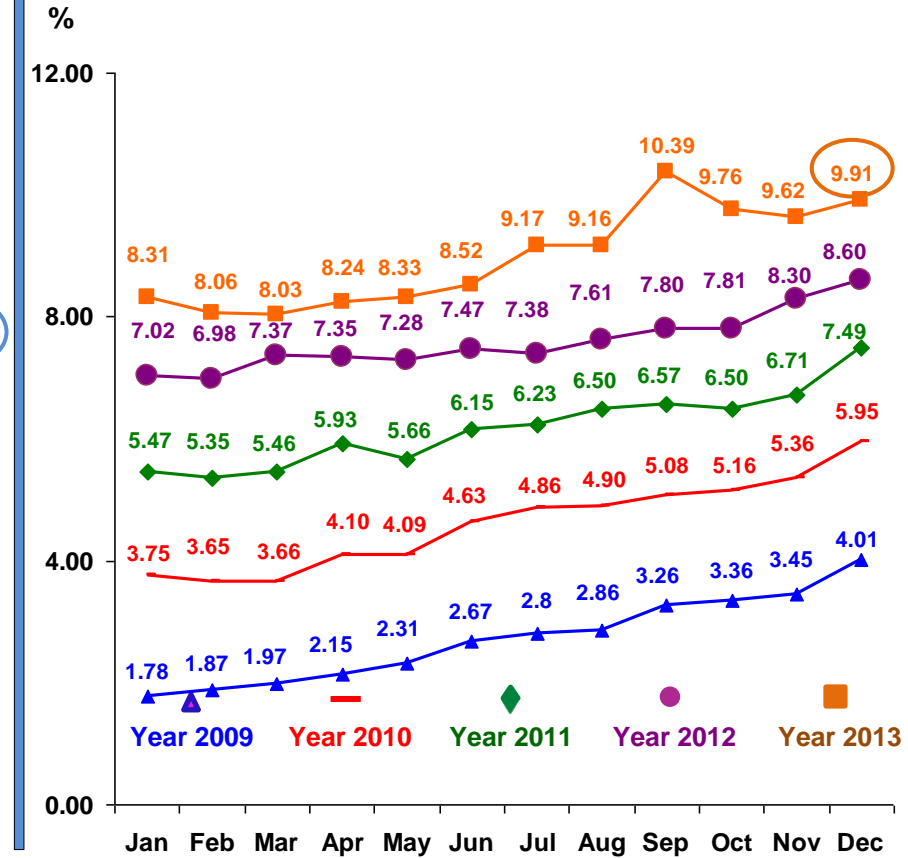
% of Sales



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

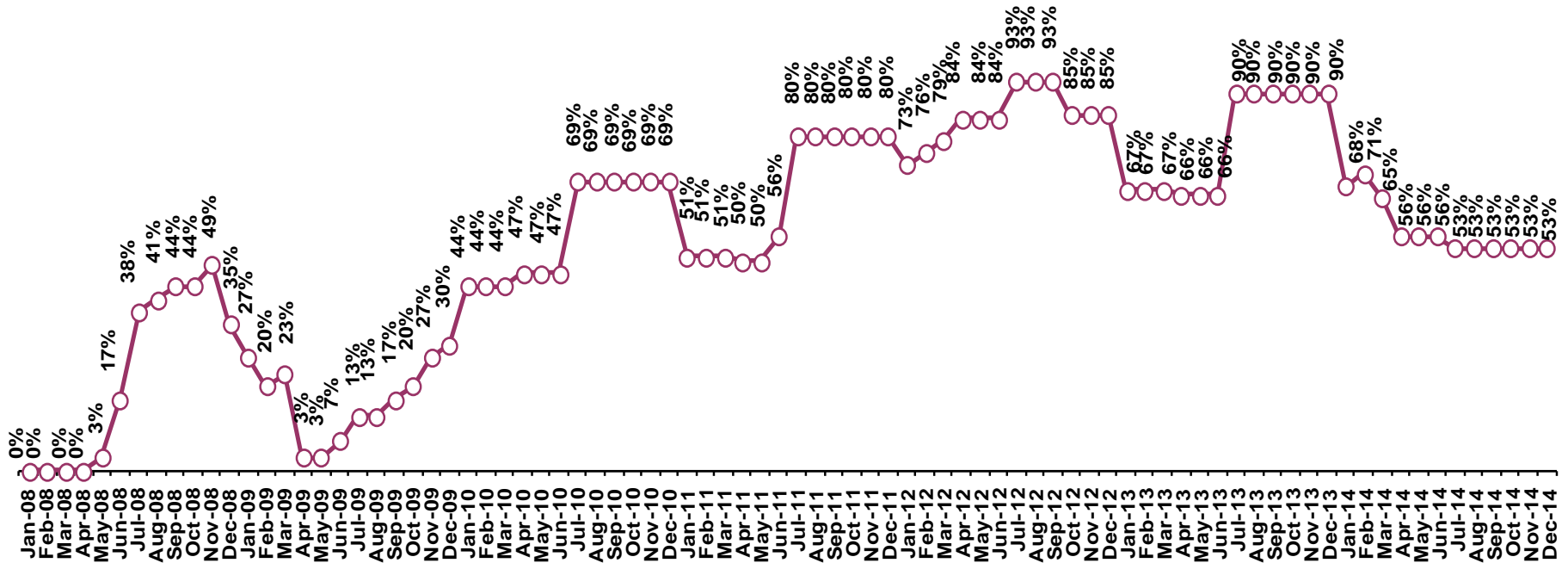


Check-in via Internet



Hedging combined with fuel surcharge greatly mitigates fuel price fluctuation risk

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

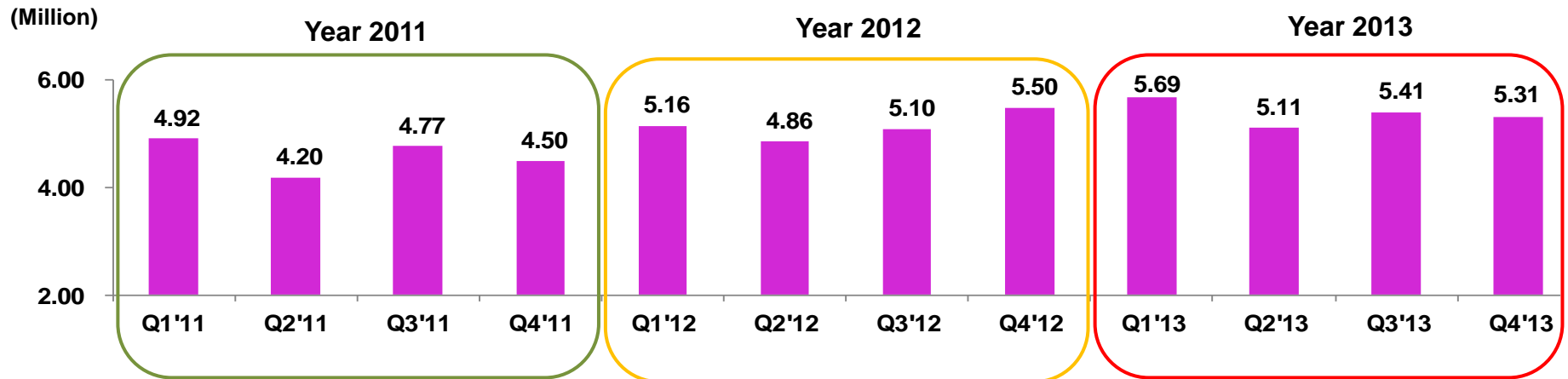


Operating Statistics

Operating Statistics

Passengers Carried*

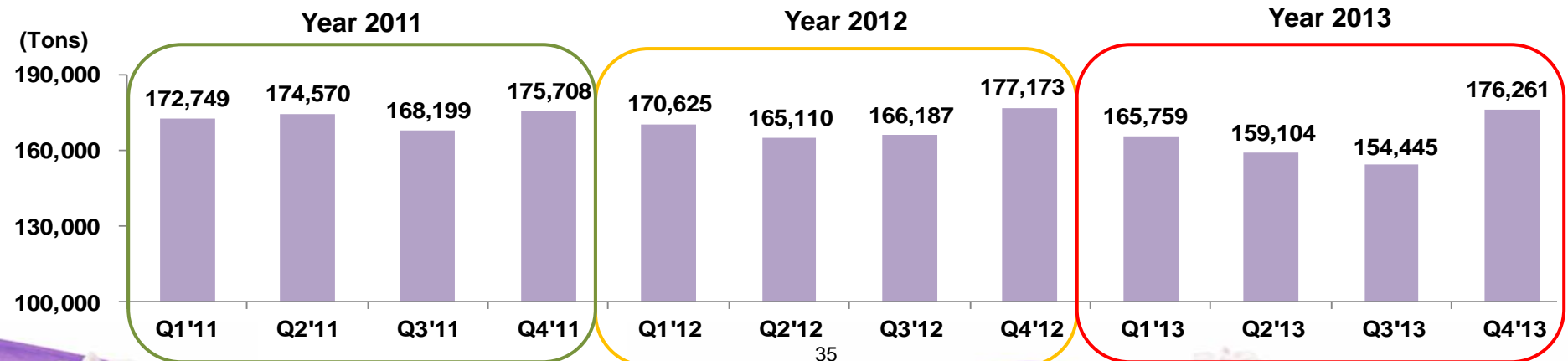
Q4'13 = 5.31 million (Decreased 3.4% YoY)



*Included THAI Smile

Freight Carried

Q4'13 = 176,261 tons (Decreased 0.5% YoY)

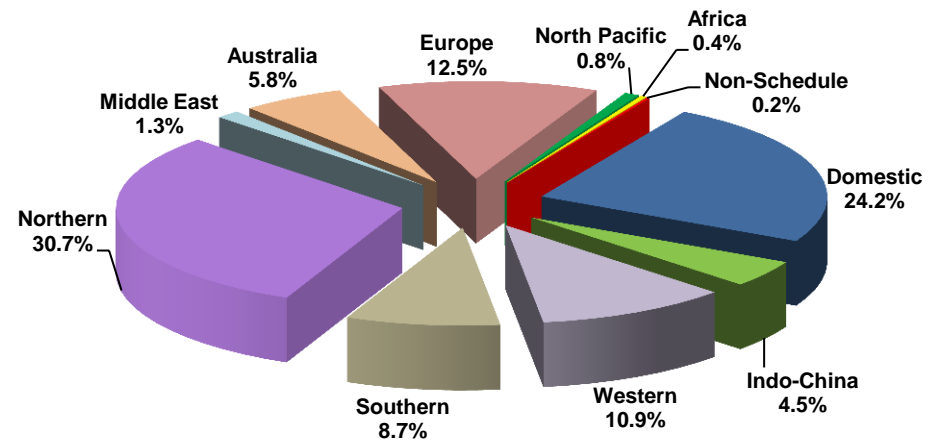
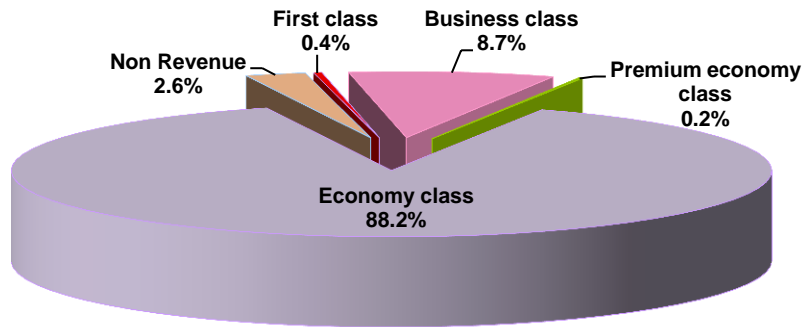


THAI's Number of PAX

By Class

By Area

Year 2013



Total passengers for JAN-DEC 2013 = 19.94 million

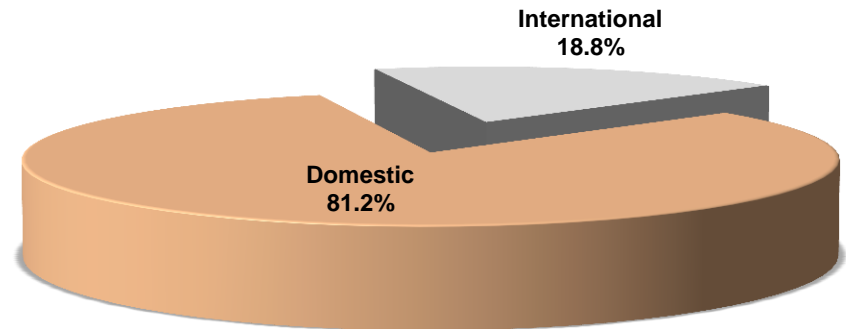
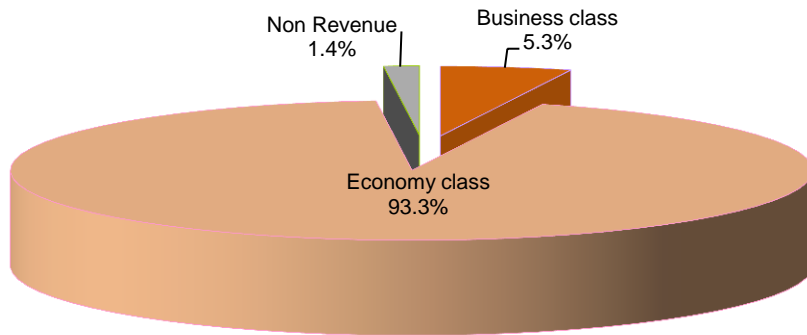
Total passengers for JAN-DEC 2012 = 20.18 million

THAI Smile's Number of PAX

By Class

By Area

Year 2013

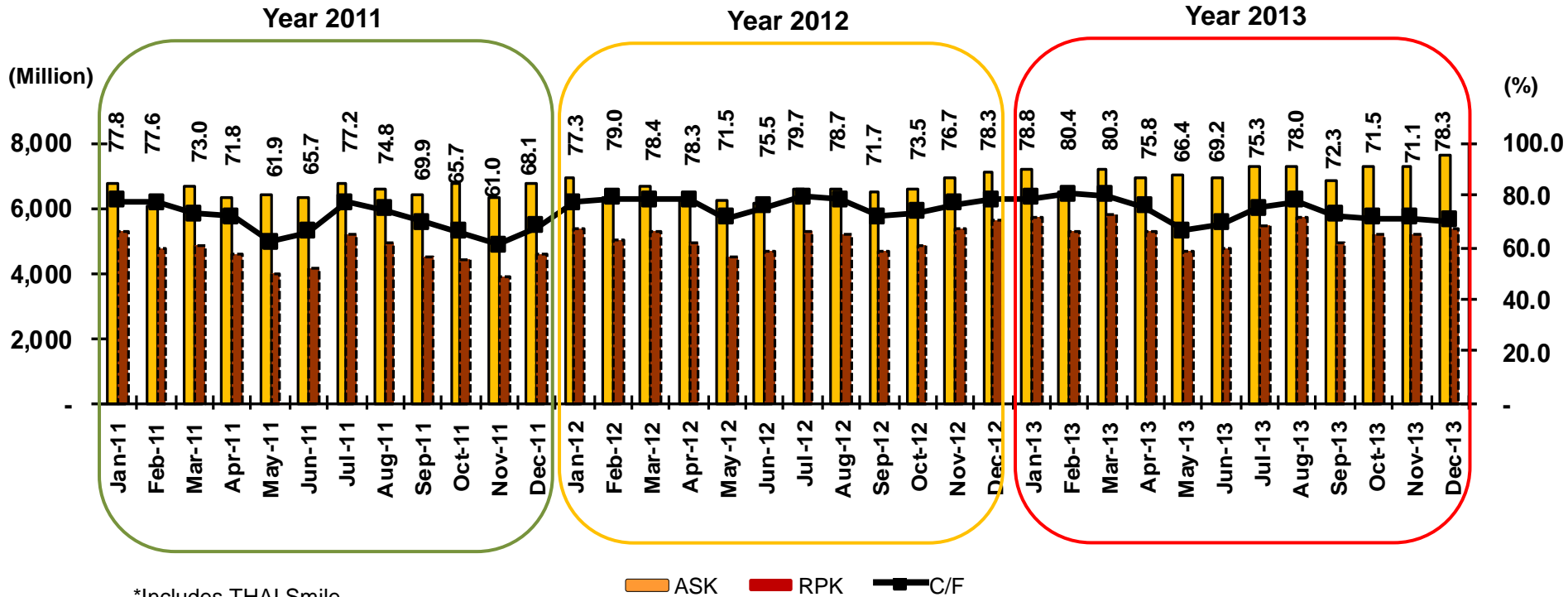


Total passengers for JAN-DEC 2013 = 1.57 million

Total passengers for JUL-DEC 2012 = 436,652

Operating Statistics

Passengers*

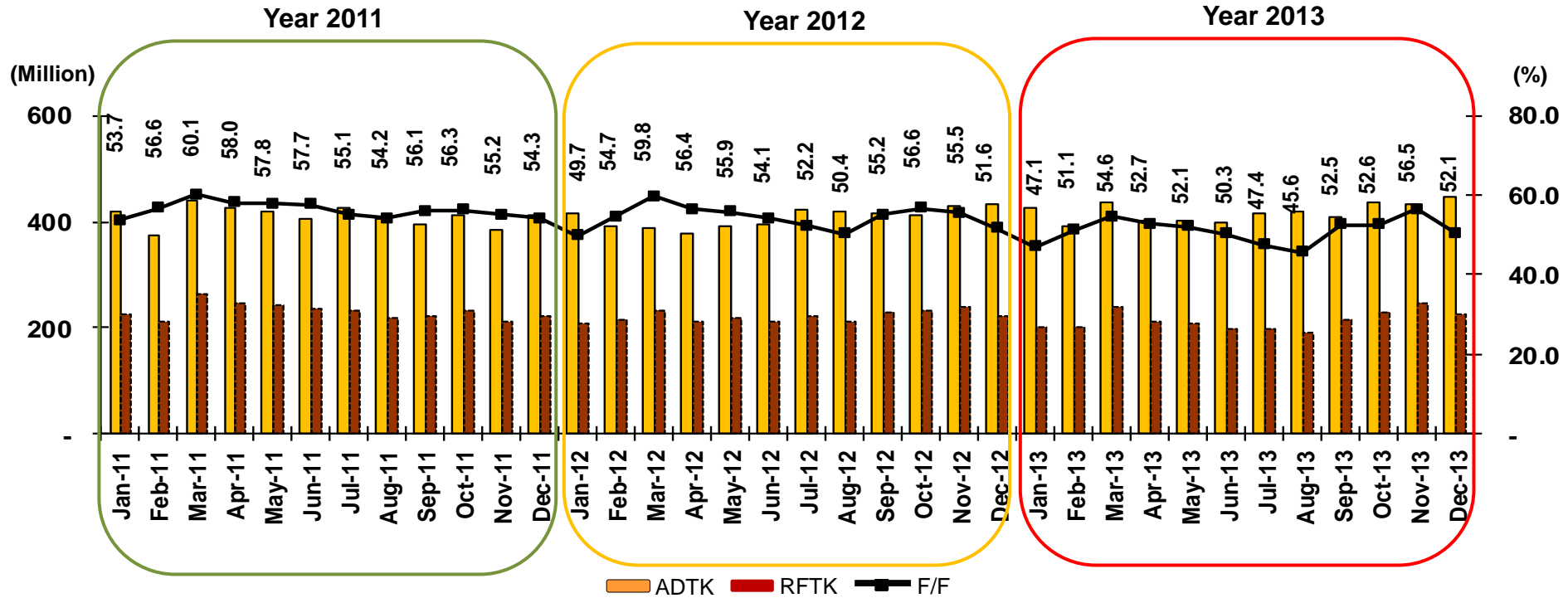


*Includes THAI Smile

	YoY (Month)			YoY (Quarter)			YoY (Year to date)		
	DEC'13	DEC'12	YoY%	Q4'13	Q4'12	YoY%	JAN-DEC'13	JAN-DEC'12	YoY%
MASK	7,646	7,160	6.8	22,241	20,774	7.1	85,655	79,231	8.1
MRPK	5,386	5,609	- 4.0	15,795	15,843	- 0.3	63,479	60,679	4.6
Cabin factor (%)	70.4	78.3	- 10.1	71.0	76.3	- 6.9	74.1	76.6	- 3.2

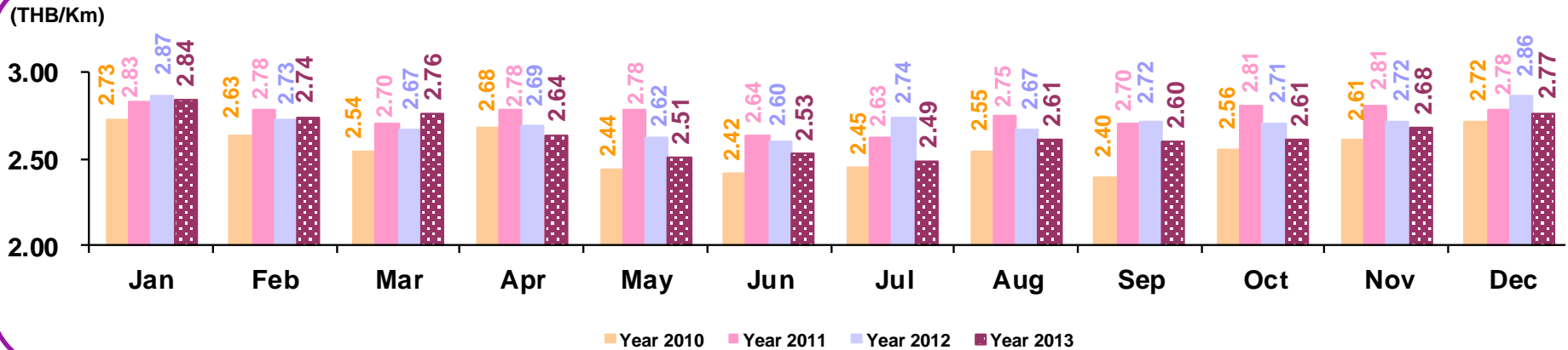
Operating Statistics

Freight

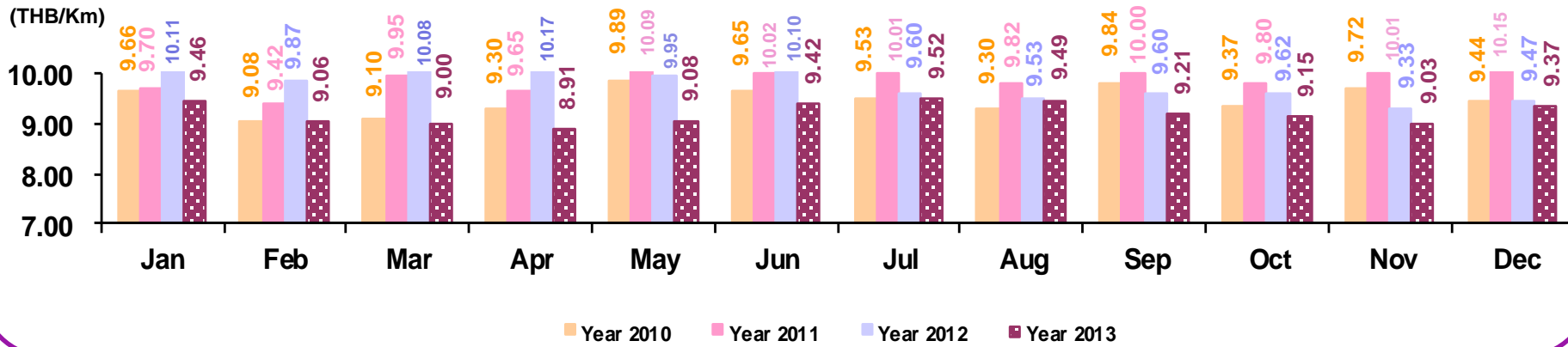


	YoY (Month)			YoY (Quarter)			YoY (Year to date)		
	DEC'13	DEC'12	YoY%	Q4'13	Q4'12	YoY%	JAN-DEC'13	JAN-DEC'12	YoY%
MADTK	447	432	3.5	1,316	1,271	3.5	5,019	4,892	2.6
MRFTK	226	223	1.3	700	694	0.9	2,565	2,653	- 3.3
Freight factor (%)	50.6	51.6	- 2.1	53.2	54.6	- 2.6	51.1	54.2	- 5.8

Passenger Yield (Including Fuel Surcharge)

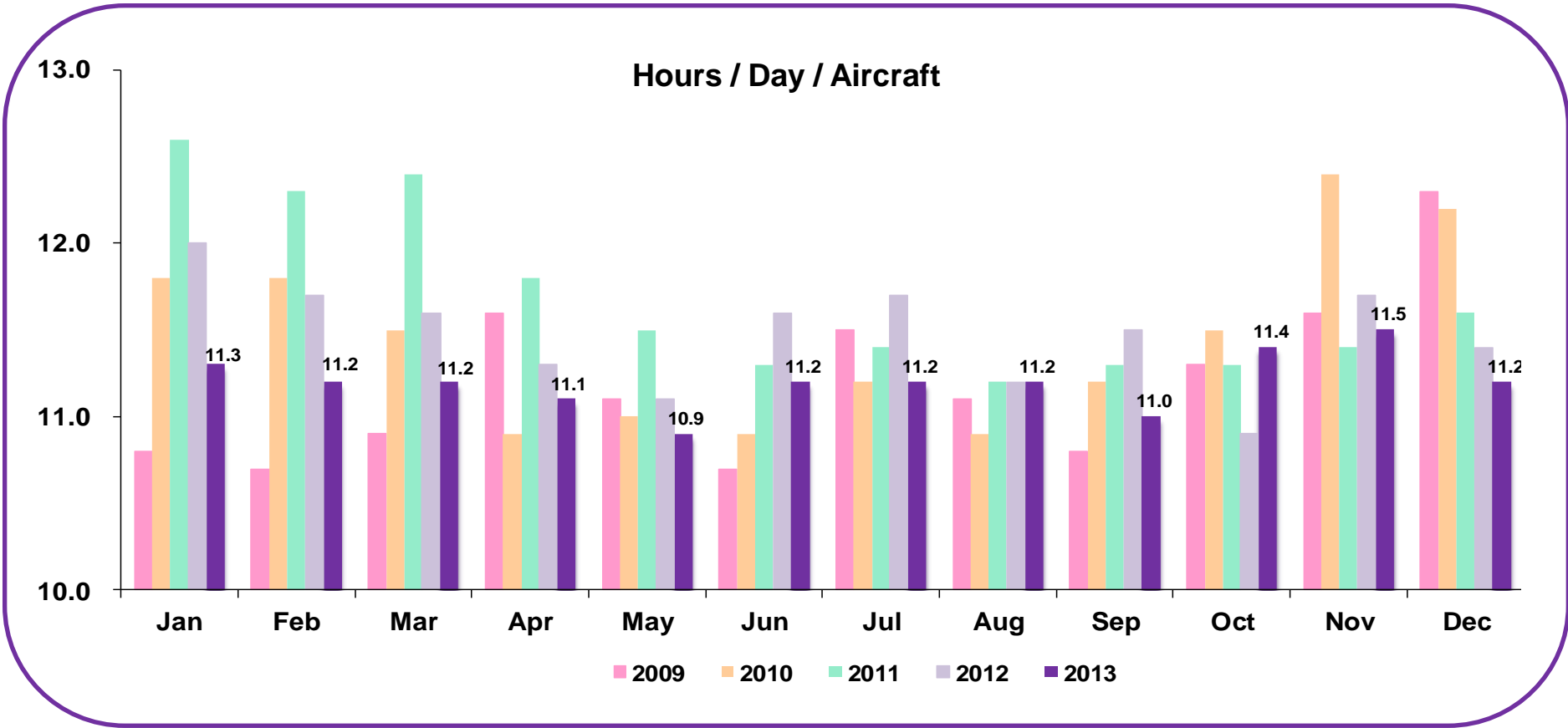


Freight Yield (Including Fuel Surcharge)



Note: Yield (from JAN'12 onwards) is passenger - sales commission and discount/ RPK
Based on RCM report 40

Aircraft Utilization



Aircraft Utilization for Year 2013 = 11.2 Hours/Day/Aircraft

Aircraft Utilization for Year 2012 = 11.5 Hours/Day/Aircraft

