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# 1. Statistical Update



### 1. Statistical Update

• **Destinations**: Domestic = 11

International = 60

• Continents served: 5

• Total aircraft in fleet: 91 of which 5 are leased to Nok Air

• Flight frequency per week: International Routes 587 Flts/Week

Domestic Routes 368 Flts/Week

Monthly passengers carried: 1.66 million average

• Staff count: 26,435 (December 2006)



### 1. Statistical Update

#### As of Dec. 2006

• Record revenue earned: 48,373 MTHB; +5.4%

• Capacity (MASK): 18,795; +3.46%

• Revenue Passenger-Kilometers (MRPK): 14,618; +11.64%

• Cabin factor: 77.8%; +7.91%

• Freight load factor : 56.0% ; -1.41%

• Load factor : 70.4%; +4.76%

• Aircraft utilization : 11.4 hrs; +7.55%



### 1. Statistical Update Cont'd

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As of Dec. 2006

Type of Aircraft	Owned	<b>Operating Lease</b>	Total
A300-600/A300-600R	21	-	21
A330-300	10	2	12
ATR72	2	-	2
B737-400	6	4	10
B747-300	2	-	2
B747-400	16	2	18
B777-200	4	4	8
B777-200 ER	4	-	4
B777-300	6	-	6
A340-500	3	-	3
A340-600	5	-	5
Total	79	12	91





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#### Airbus A380

- Current order book 6 aircraft
- Delay of approximately 22 months
- Options under discussion with Airbus :
  - Attractive price for the A380s
  - Attractive price for replacement mid-range aircraft (A330-300)
- Option to cancel still effective





#### **Dual Airport Status**

- Don Muang Airport (old international airport) Domestic point-to-point service
- International flights to remain at Suvarnabhumi International Airport (SBIA)
- THAI & Star Alliance to remain at SBIA
- THAI's secondary domestic routes likely to be moved to Don Muang



#### **Fuel & Fuel Surcharge**

- Fuel hedging up to 50% of year's demand but flexible
- Current hedging approximately 30% on 3 month rolling basis
- Hedging increase subject to fuel price trend

• Fuel surcharge : Intercontinental – USD 55-65 per sector

Regional – USD 20-35 per sector

Domestic – THB 150 per sector

- Fuel surcharge coverage : approximately 65-70%
- No official guideline for fuel surcharge reduction
- Control fuel burn on ground



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#### **STAR ALLIANCE – Economic Contribution**

#### **Incremental Member Revenue**

- **Network Effect** Interline sales & enhance connectivity
- Loyalty Effect Recurring business through Alliance member traffic
- Alliance Sales Cross-selling of member airline tickets



#### Member Cost Savings – Trackable Savings

- "Under One Roof" concept
- Joint use of staff and equipment
- Forum to enhance staff competency

Gross Benefit



# 3. Suvarnabhumi Airport



### 3. Suvarnabhumi Airport











## 3. Suvarnabhumi Airport Cont'd







### THAI's Activities @ Suvarnabhumi Airport



THAI













Royal First Class Check-in Lounge



Royal First Class Lounge



Royal First Class Lounge



Royal Orchid Spa Lounge



### **THAI's New Look**





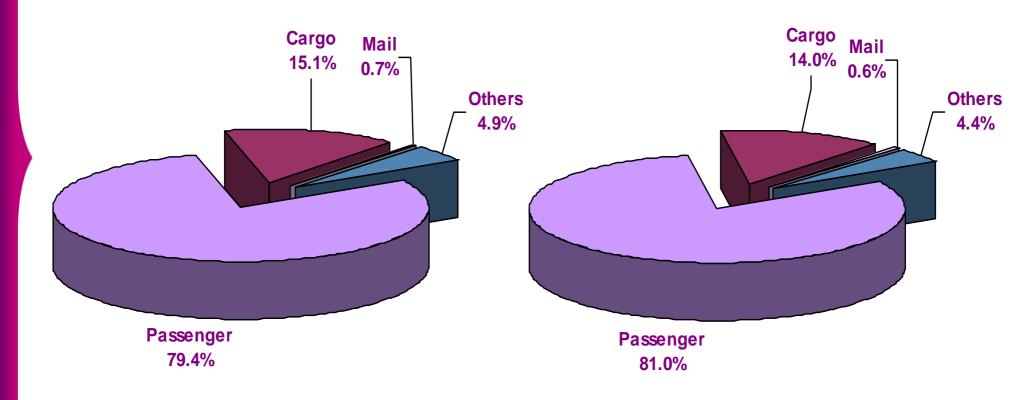




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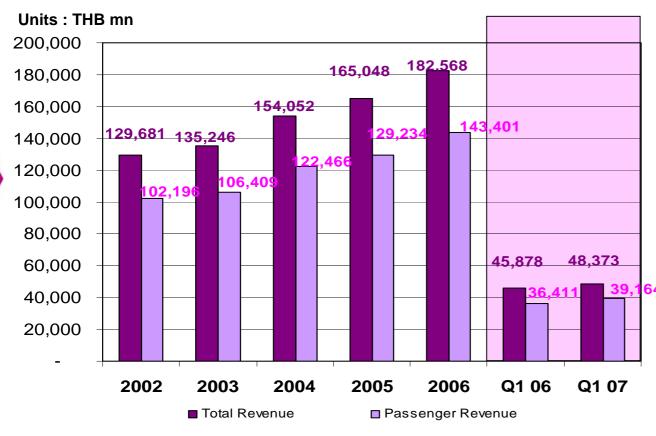
#### Revenue Breakdown - Q1 06

#### Revenue Breakdown – Q1 07





#### **Passenger Revenue**

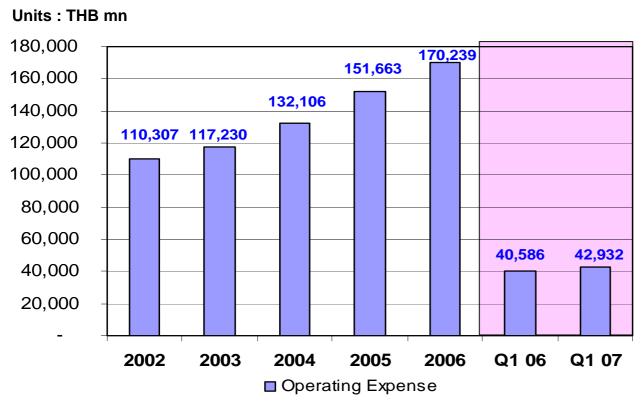


7% CAGR for both Total
 Revenue Growth and
 Passenger Revenue

 Passenger revenue constitutes about 80% of total revenue



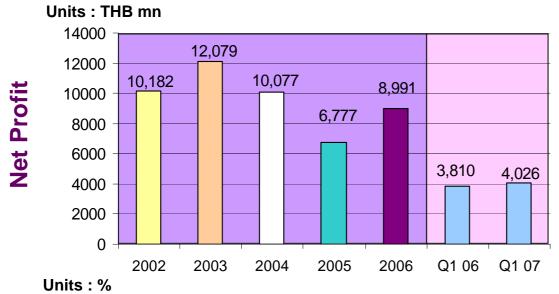
### **Operating Expense**



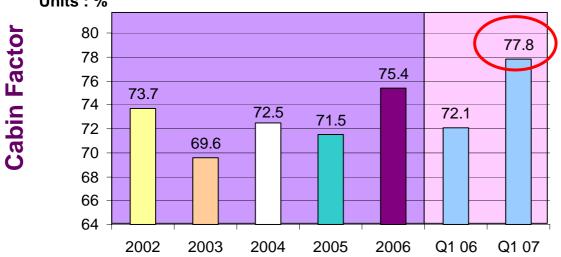
- Fuel expense constitutes
  35% of total expense
- Flight operations expense –
  23% reflects longer distance
  flights & increased frequency
- **Personnel cost** constitutes only 18% of operating expense







- 33% increase despite record fuel price in 2006
- 42<sup>nd</sup> consecutive year of profitability
- Q1 07 cabin factor highest ever
- Cost increase within budget for Q1 07
- Lower than budgeted fuel cost for Q1 07

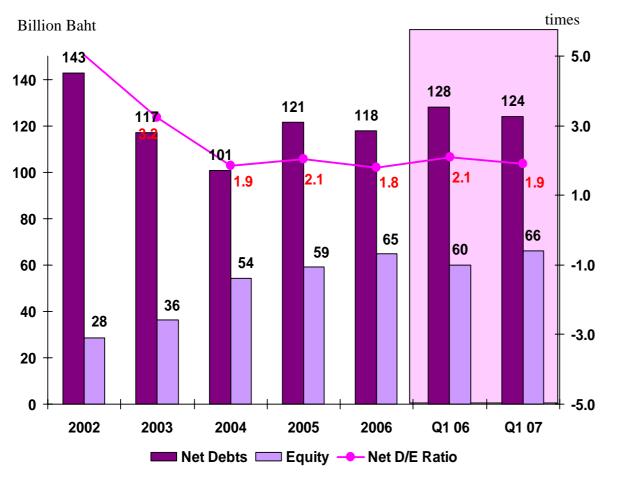


- Active marketing targeting premium class
- Record level cabin factor in 2006
- Record high cabin factor in Q1 2007



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### **Net Debt/Equity Ratio**



- Debt reflects investments in new aircraft
- Repayments from strong cash flow will keep D/E in check







- Internal Streamlining continue restructuring
- Enhance Asset Management increase aircraft utilization
- Increase Frequency to profitable routes (China, India, etc.)
- Build on Existing Strengths using SBIA has hub















