

# THAI AIRWAYS INTERNATIONAL PLC.

## 2Q/2011

12 Sep 11



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.**

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# Snap Shot



2010	MTHB	USD mn Equiv.	% Change YoY
Assets	293,760	9,792	8.1
Total Revenue	180,588	6,020	11.7
Net Profit	15,398	514	107.6



2010	Million	% Change YoY
Passengers carried (# of people)	18.2/annum	-1.7
Available Seat Kilometers (ASK)	55,676	+5.9
Freight Transport (tons)	713.9 /annum	+30.8
Available Ton Kilometer (ATK)	2,895	+38.4

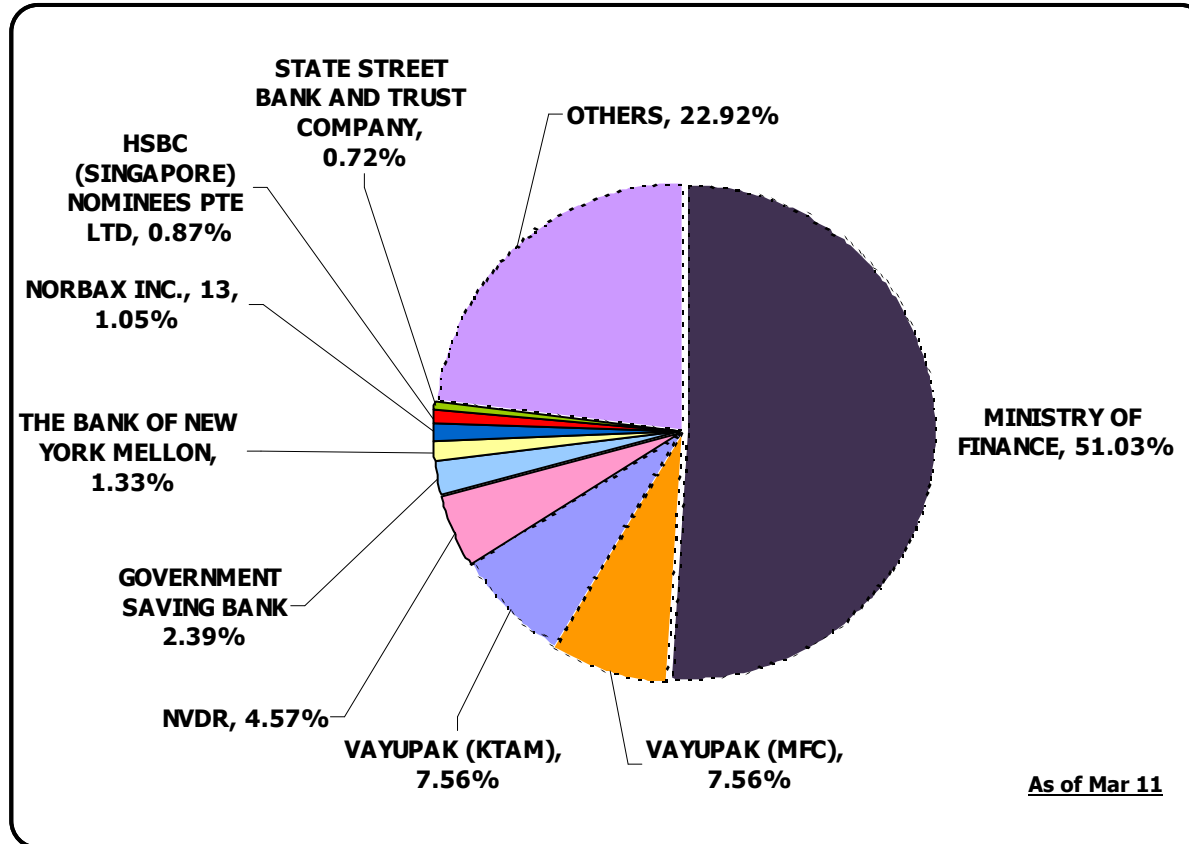
## Current

# of Aircraft	88*
Destinations Served	72
Countries Served	35



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

## Major Shareholders



Thailand's National Flag Carrier

51% directly, 68% indirectly owned by the Royal Thai Government

Market Capitalization:

**1,893 MUSD**

(As of 29 Aug 2011)

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

## Facilities at Suvarnabhumi Airport

### Operations Center

- Covers 35,000 sq. m. area including Crew Terminal, Crew Center and Ground & Flight Operations Center

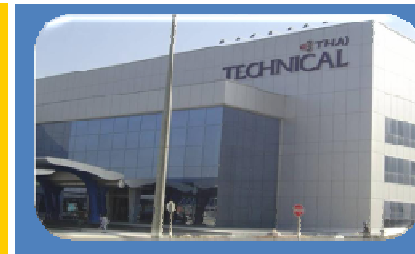


### Cargo & Mail Handling and Transportation Services

- Covers 120,000 sq. m. area, with capacity of over 1 million tons/year

### Catering Services

- Covers 97,000 sq. m. area with capacity of 57,000 meals per day, HACCP Certified



### Aircraft Maintenance & Technical Services

- Covers 24,300 sq. m. area, largest maintenance hangar in Southeast Asia for A380

### Ground Customer Services

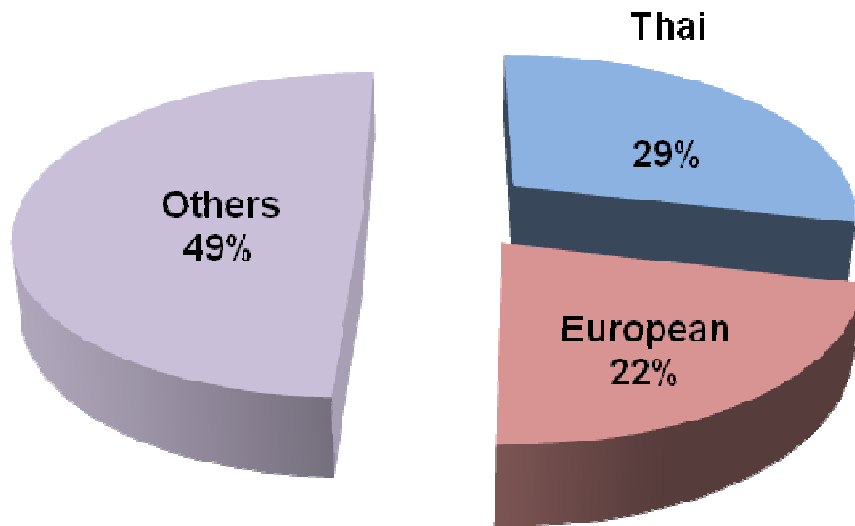
- Covers 16,000 sq. m. area, provides customers with a full range of customer services and facilities



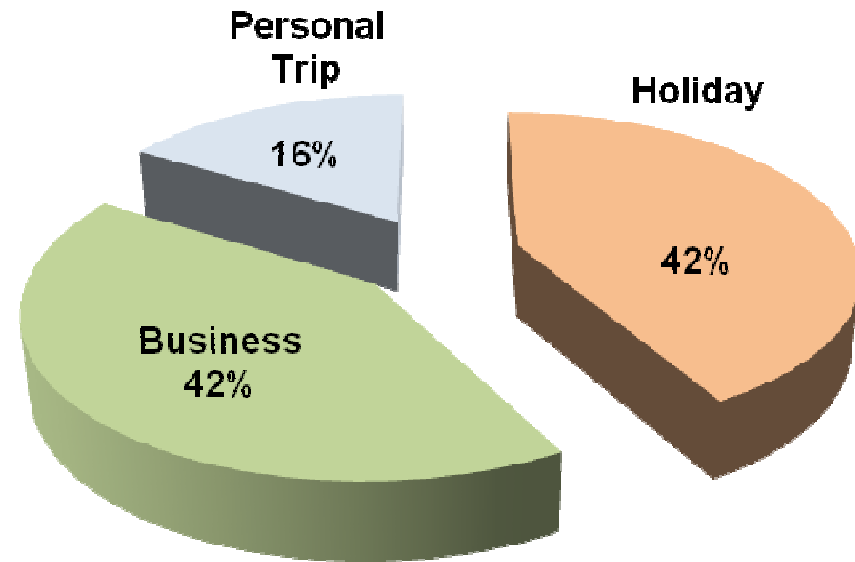
### Ground Support Equipment Services

- Covers 28,000 sq. m. area, features maintenance shop under one roof

## By Nationality



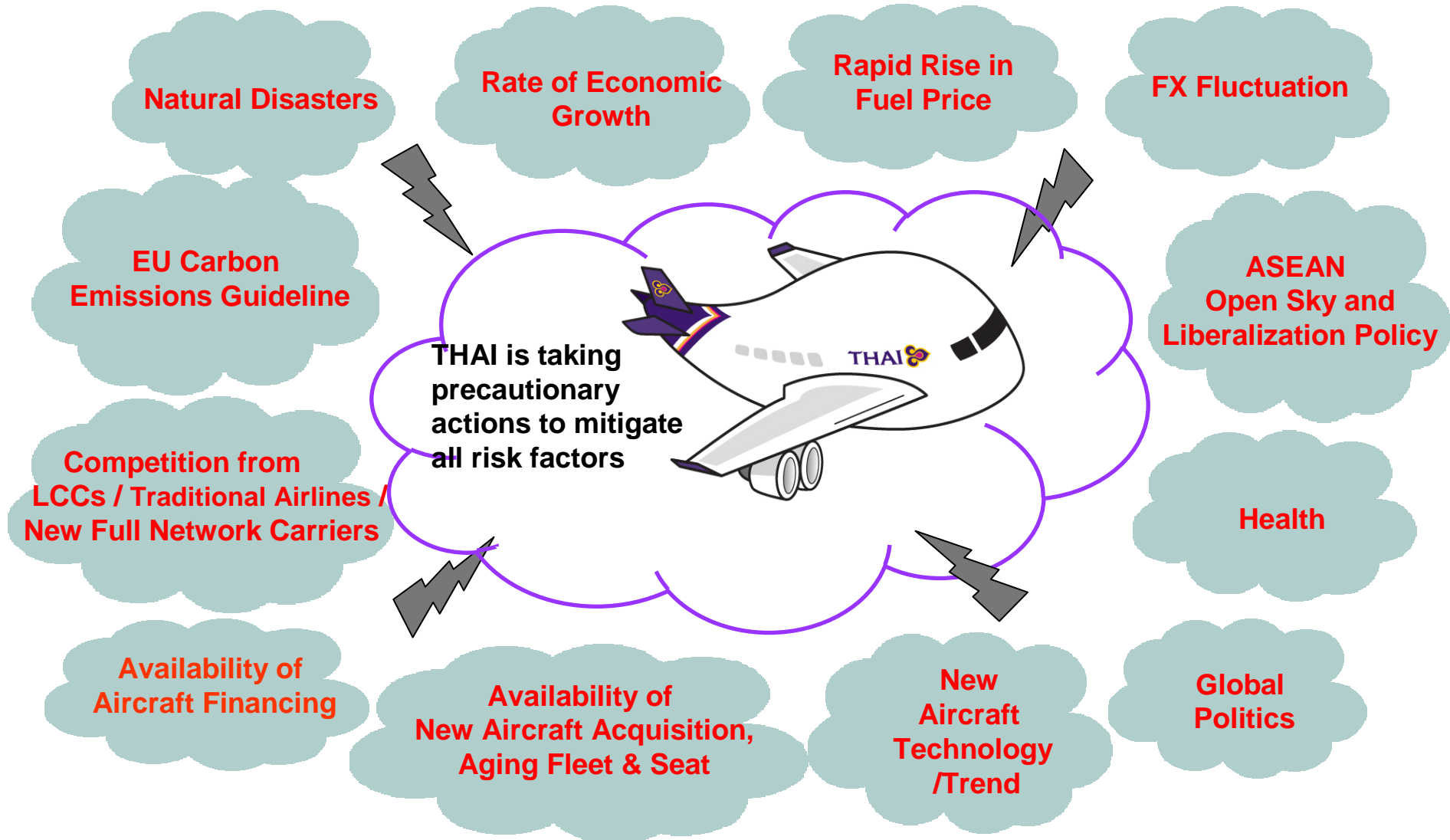
## By Purpose of trip



(As of Q2/2011)



## Factors Affecting Aviation Business



	Units	Jan-Aug'11 (E)	Jan-Aug'10	% Change
Passenger Production	MASK	52,141	49,722	+4.9
Passenger Traffic	MRPK	37,849	36,621	+3.4
Cabin Factor	%	72.6	73.7	-1.4
Passenger Yield	THB/km	Jan-Jul (E) 2.73	Jan-Jul 2.57	+6.2

Note : Yield includes fuel surcharge

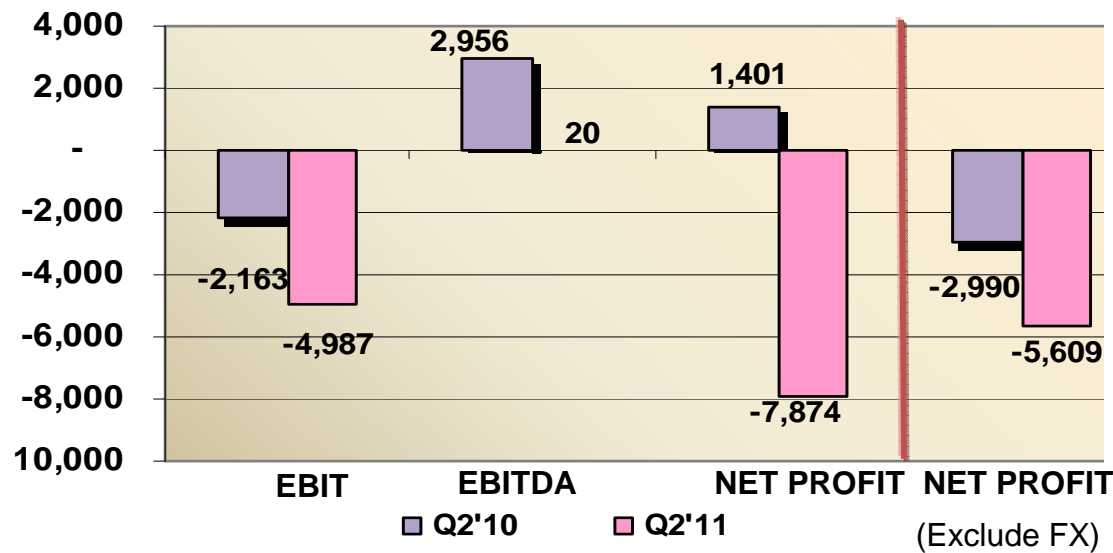
Freight Production	MADTK	3,314	3,028	+9.4
Freight Traffic	MRFTK	1,876	1,873	+0.2
Freight Factor	%	56.6	61.9	-8.5
Freight Yield	THB/km	Jan-Jul (E) 9.81	Jan-Jul 9.47	+3.6

Note : Yield includes fuel surcharge

Avg. Fuel Cost	USD/gallon	Jan-Jul (E) 3.1	Jan-Jul 2.2	+40.7
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## EBIT, EBITDA and Net Profit (Q2/2010 & Q2/2011)

Units : THB mn

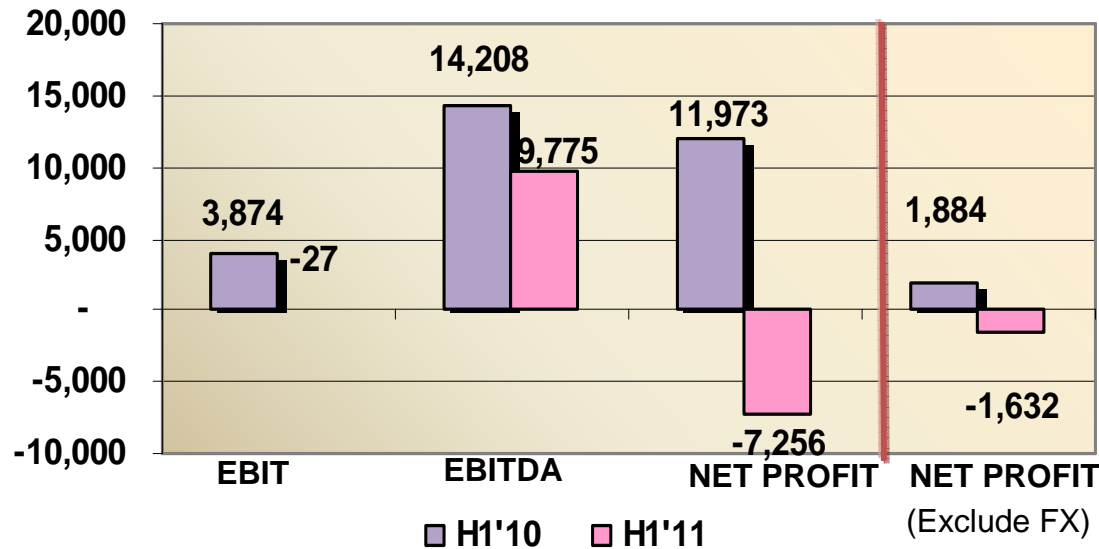


### Factors Impacting Q2/11 Results

- Impact from Japan
- Higher fuel price
- Lower yield than Q1/11
- Seasonally low period

## EBIT, EBITDA and Net Profit (H1/2010 & H1/2011)

Units : THB mn

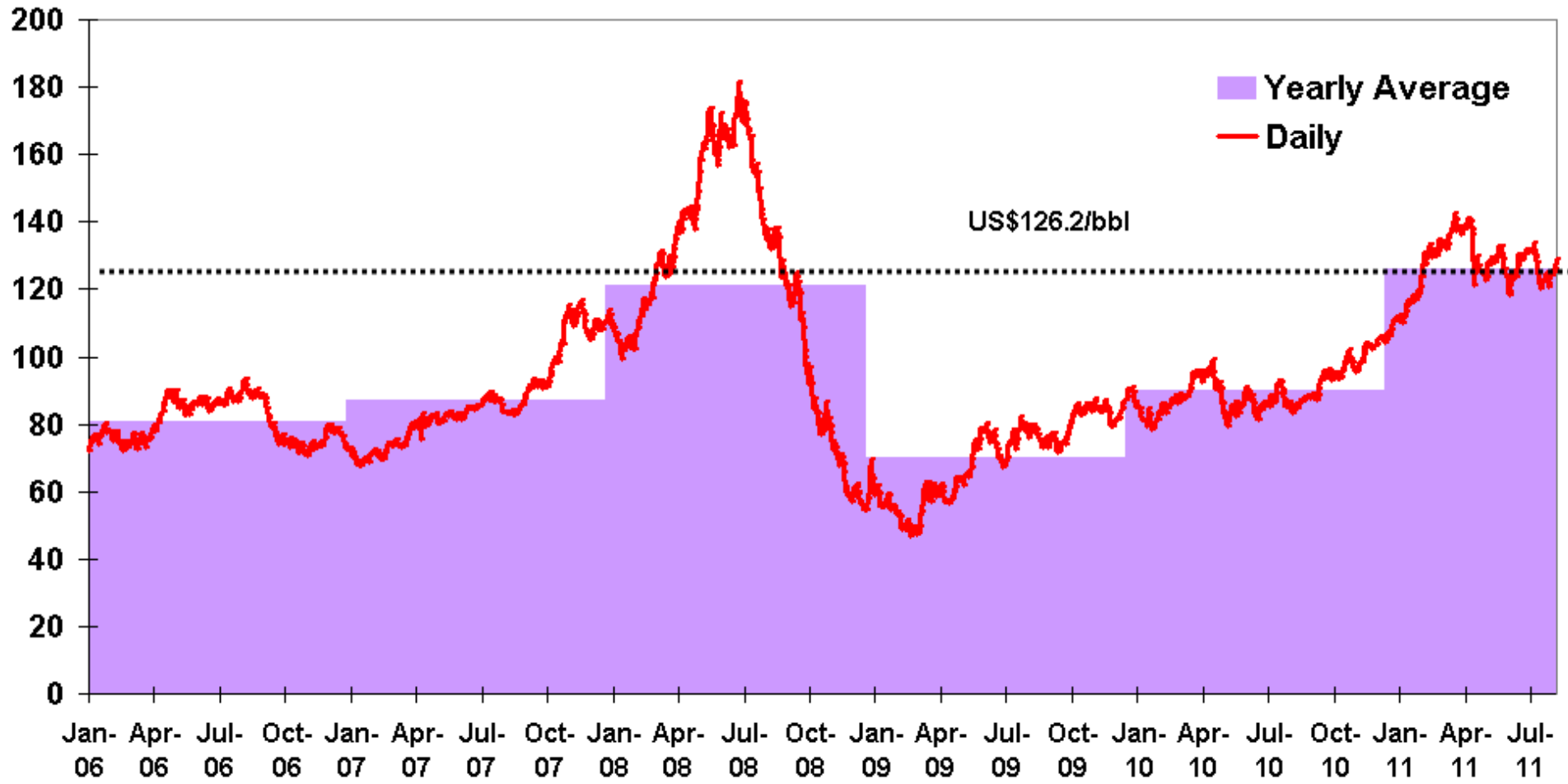


### Factors Impacting H1/11 Results

- Stronger Q1/2011 performance
- Higher fuel price
- Higher yield than H1/10
- Higher number of passengers than H1/10

• Net Loss before FX loss is relatively mild

## Price of Jet Fuel (US\$/bbl) (Singapore Spot Price)



# RPK Improvement by Region

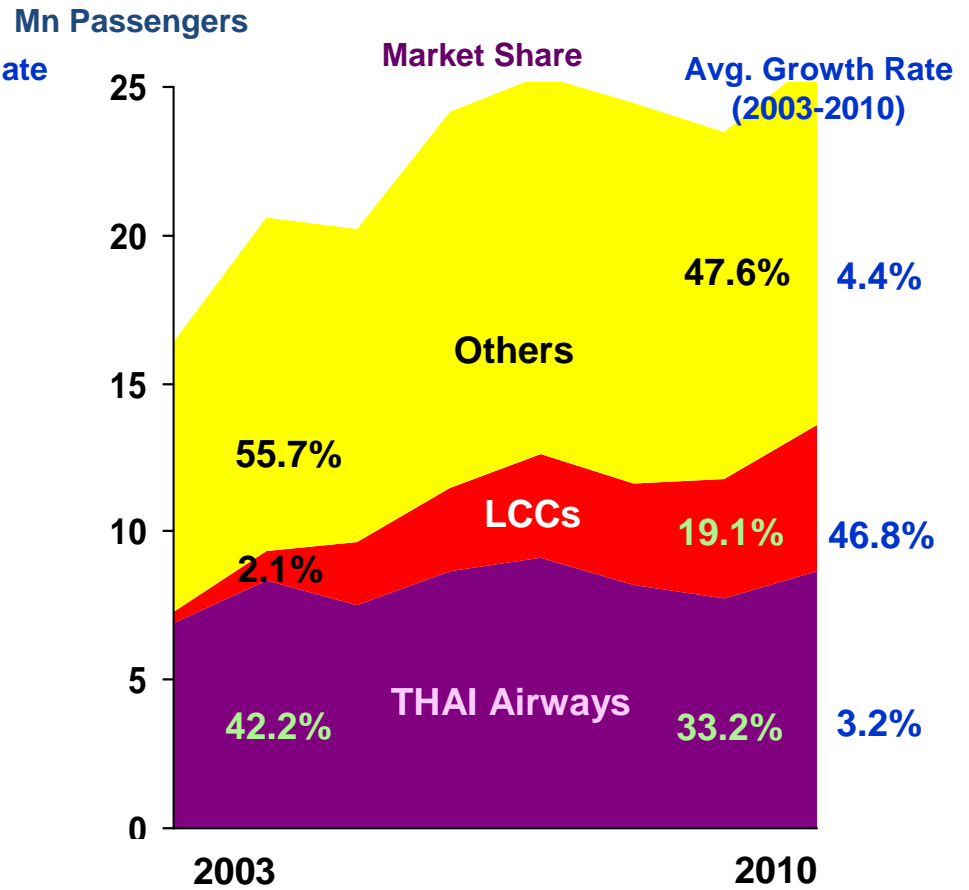
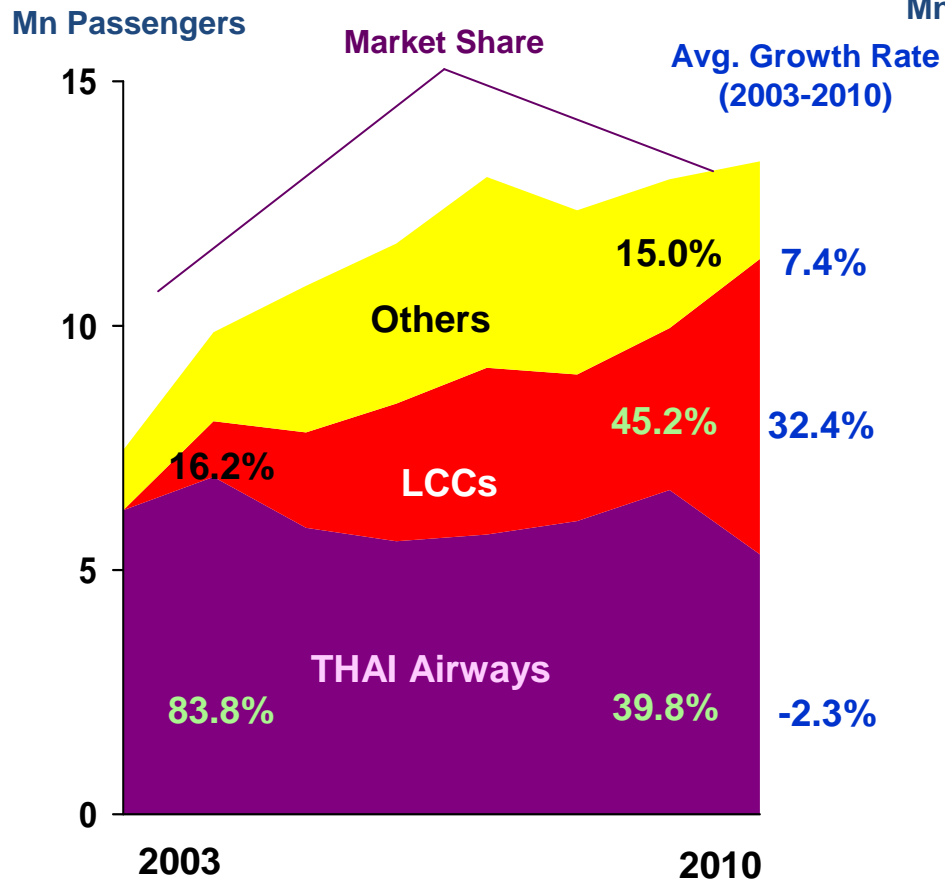
	Total	Domestic	Indo China	Western	Southern	Northern	North Pacific	Europe	Australia	Africa,ME Others
%RPK/day										
Jan-Apr 11	100.0%	5.7%	1.1%	7.2%	4.3%	23.6%	2.8%	39.3%	12.2%	3.8%
%YoY growth										
Jan-11	-3.1%	-15.7%	0.7%	-5.6%	1.8%	1.8%	4.9%	-5.2%	-3.1%	9.6%
Feb-11	-3.0%	-16.1%	8.3%	3.1%	2.1%	1.7%	4.3%	-5.4%	-3.5%	-6.3%
Mar-11	-4.4%	-12.7%	1.5%	4.7%	10.3%	-2.7%	3.7%	-6.6%	-13.3%	12.7%
Apr-11	7.5%	5.6%	18.7%	4.7%	24.0%	-1.8%	-5.1%	10.2%	6.7%	63.4%
May-11	13.9%	18.2%	23.1%	8.9%	38.8%	22.8%	11.2%	1.3%	19.6%	62.6%
Jun-11	8.2%	24.9%	21.9%	2.0%	8.5%	23.6%	0.3%	-0.7%	8.7%	5.9%
Jul-11	7.6%	21.7%	15.5%	1.8%	1.2%	15.7%	-8.7%	2.9%	11.9%	6.8%
1-29 Aug-11	5.1%	20.6%	5.3%	-6.0%	-4.3%	12.5%	-9.3%	-0.2%	18.5%	-6.8%
YTD	3.2%	1.1%	5.3%	1.6%	9.2%	8.0%	-0.1%	-0.9%	5.0%	15.3%

# Competitors Have Increased Significantly

<p><b>Traditional full service airlines</b></p>	<p><b>Newly established full service airlines</b></p>	<p><b>Low Cost Carriers</b></p>

## Domestic Market

## Regional Market



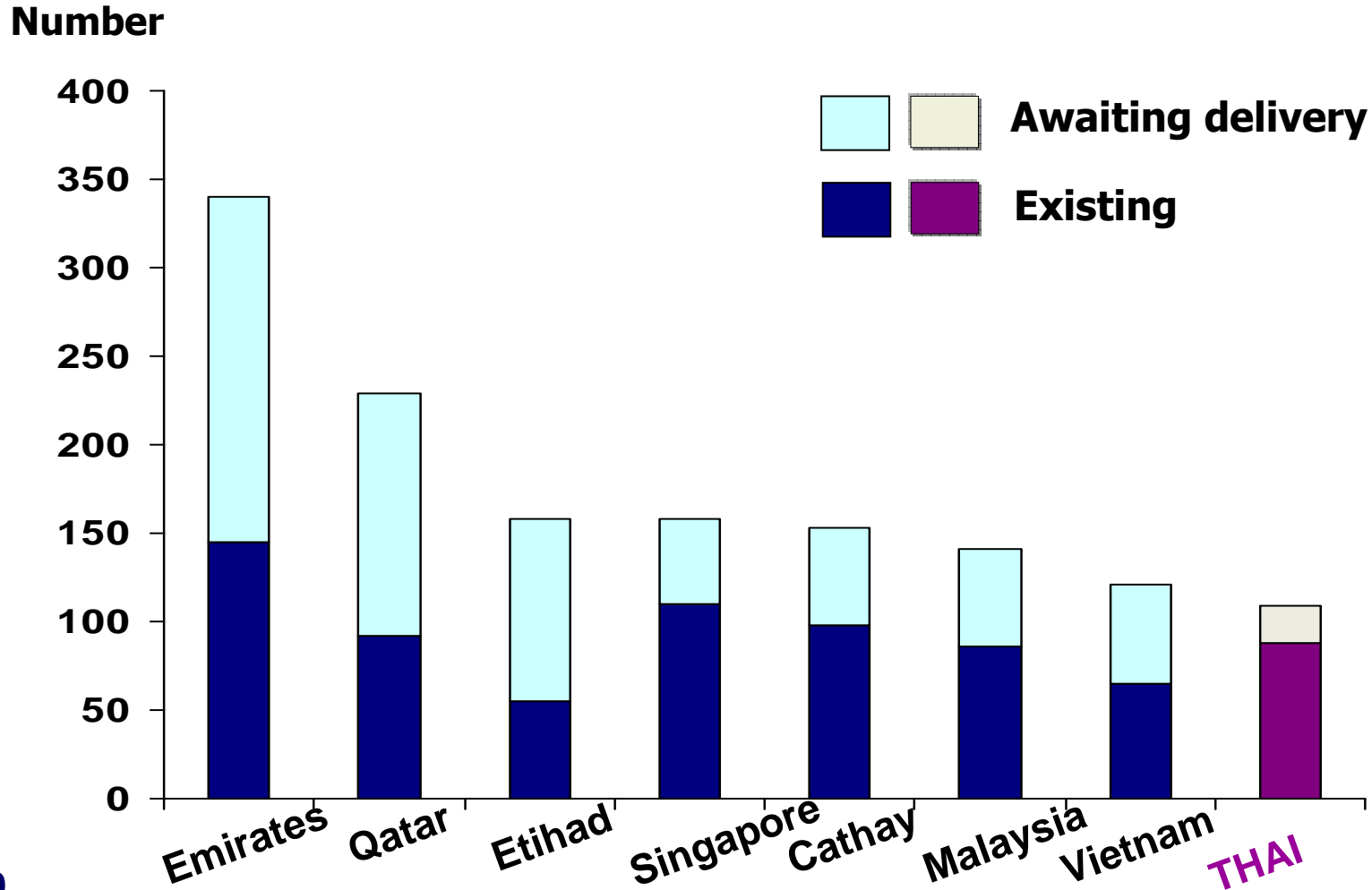


# New Strong Competitors from Middle East

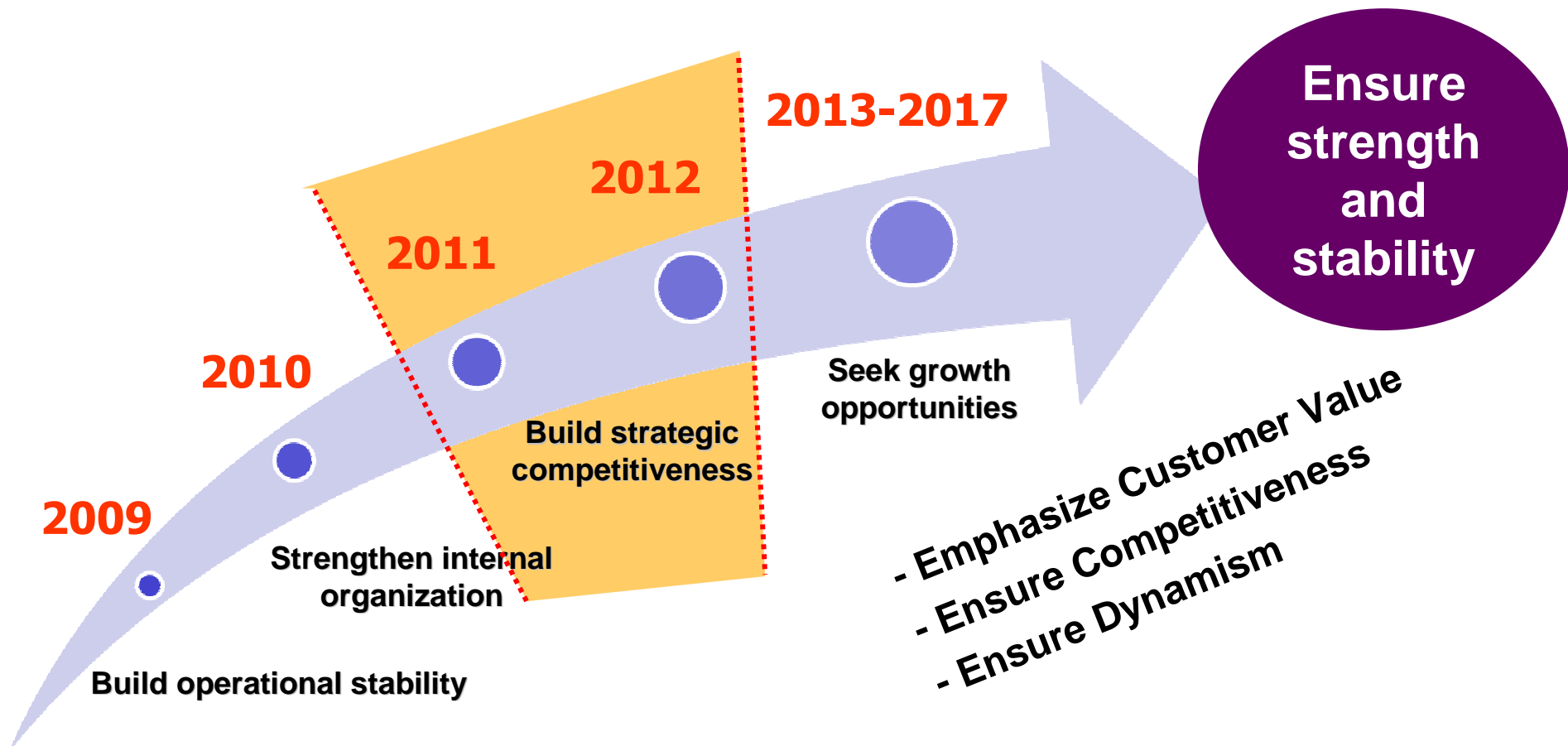


Middle East HUB  
Emirates Qatar Etihad

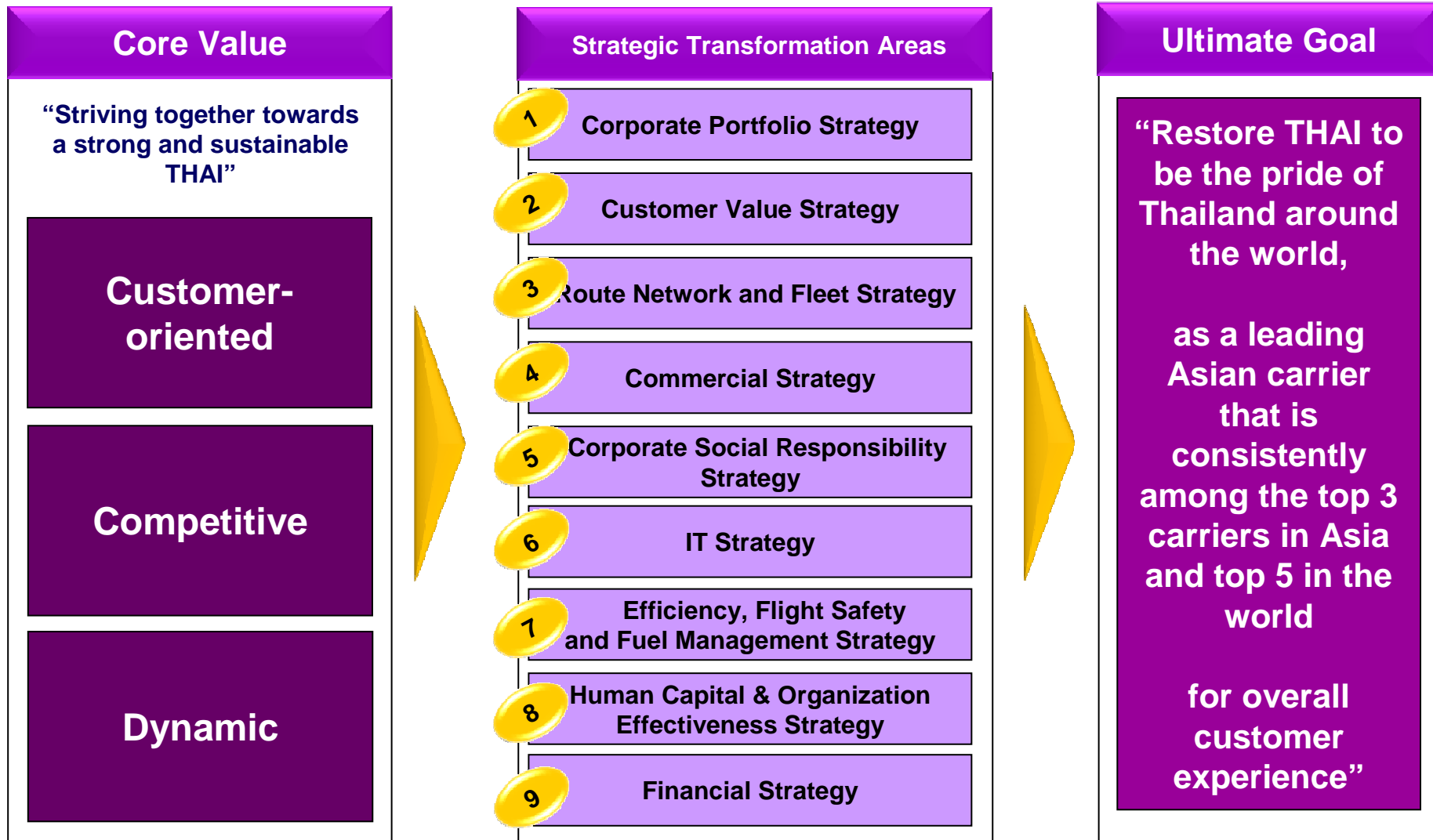
## Competitors' Fleet and Expansion Plan



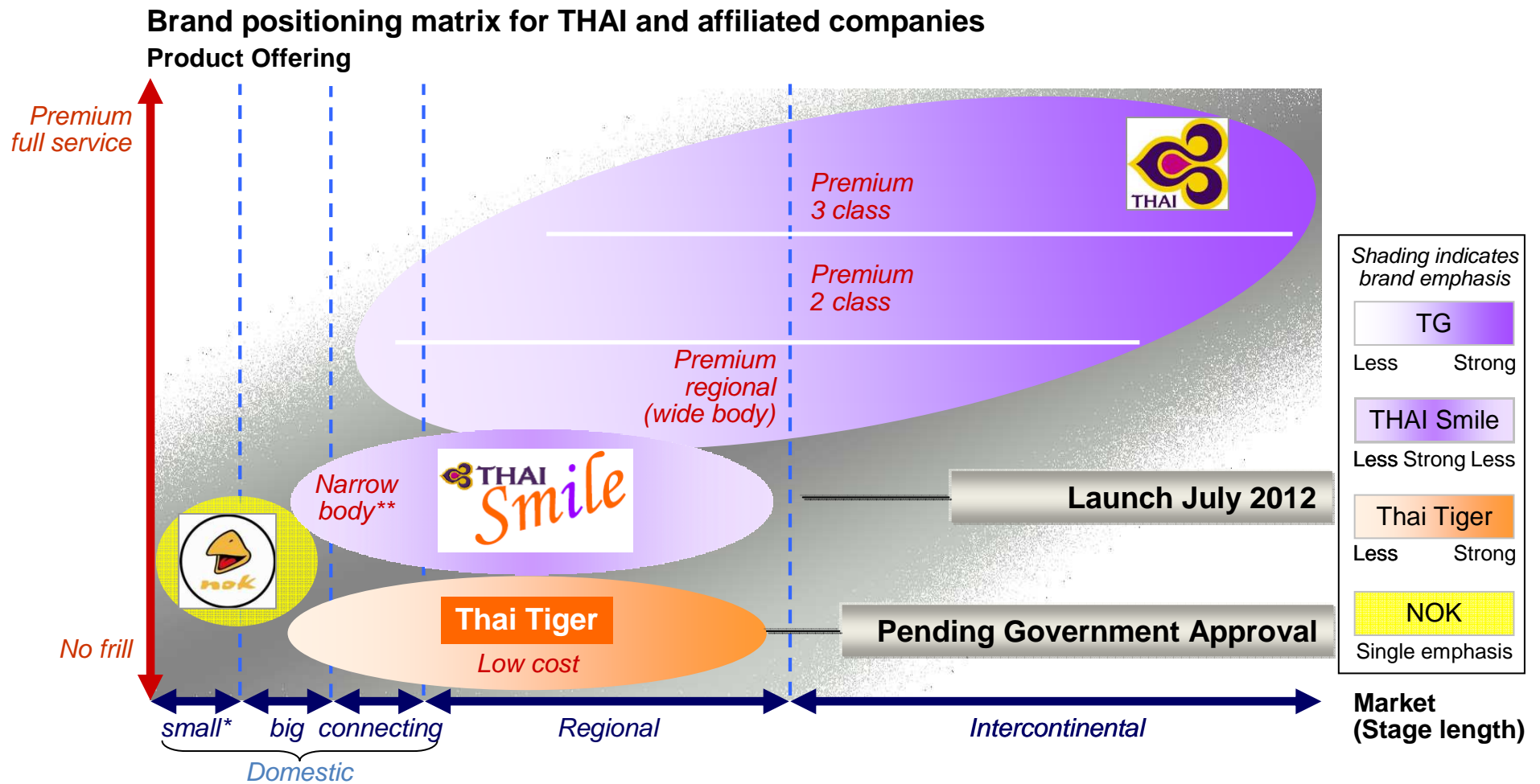
A380	Emirates	Qatar	Etihad	Singapore	Cathay	Malaysia	Vietnam	THAI
Existing/Awaiting delivery	15/75	-/5	-/10	11/8	-	-/6	-/4	-/6



## Overall Strategic Roadmap







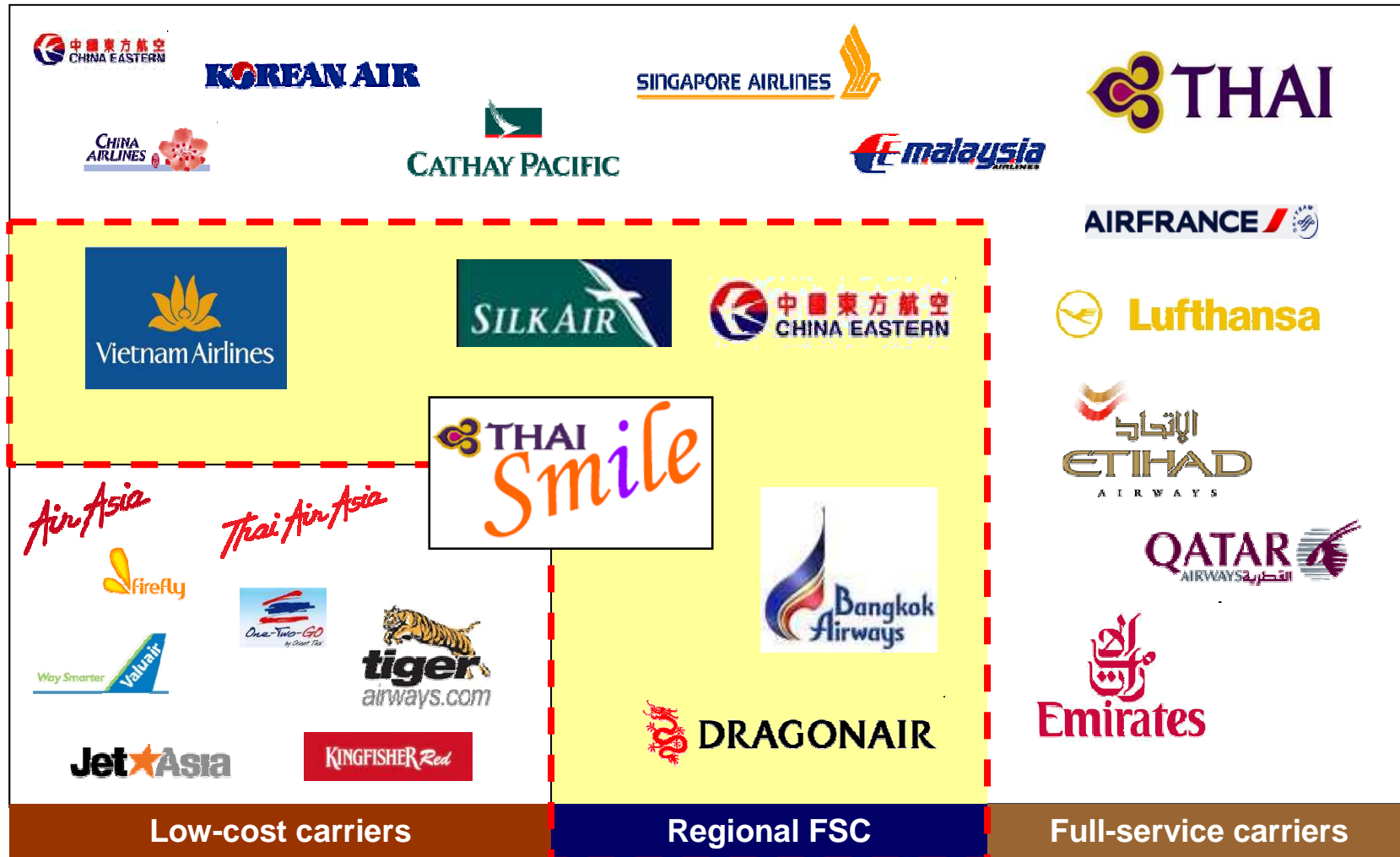
## THAI Smile and Thai Tiger will provide a comprehensive product offering for THAI's product portfolio



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

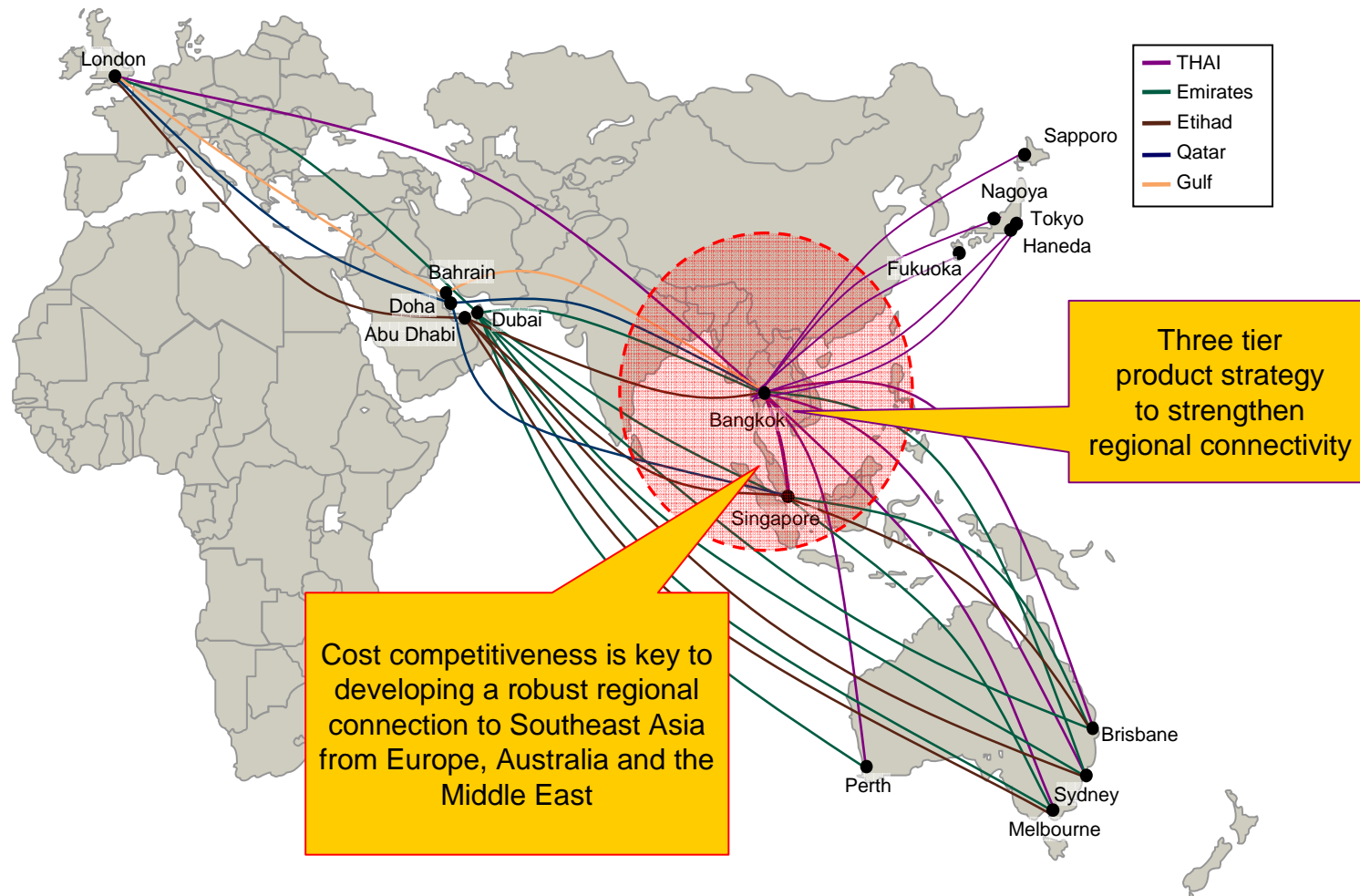
## Product by Cost Base

Brand	Brand positioning	Cost base
	Premium network carrier	<p><b>MEDIUM to HIGH</b></p> <ul style="list-style-type: none"> <li>• Minor improvements could be made in cost efficiency</li> </ul>
	Regional carrier	<p><b>LOW to MEDIUM</b></p> <ul style="list-style-type: none"> <li>• Low cost base achieved through aspects of LCC model, such as single aircraft type, new fleet, etc.</li> </ul>
	Domestic value-for-money carrier	<p><b>LOW to MEDIUM</b></p> <ul style="list-style-type: none"> <li>• Domestic focus with some added value and maintaining very low cost</li> </ul>
	Regional Ultra-low cost carrier	<p><b>LOW to ULTRA LOW</b></p> <ul style="list-style-type: none"> <li>• No Frills (max seat density, max utilization)</li> </ul>



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.



## Call Center



## Increase Selection of Entertainment



## Food & Beverage



## Minimize Time for Baggage Claim



## Premium Lounges



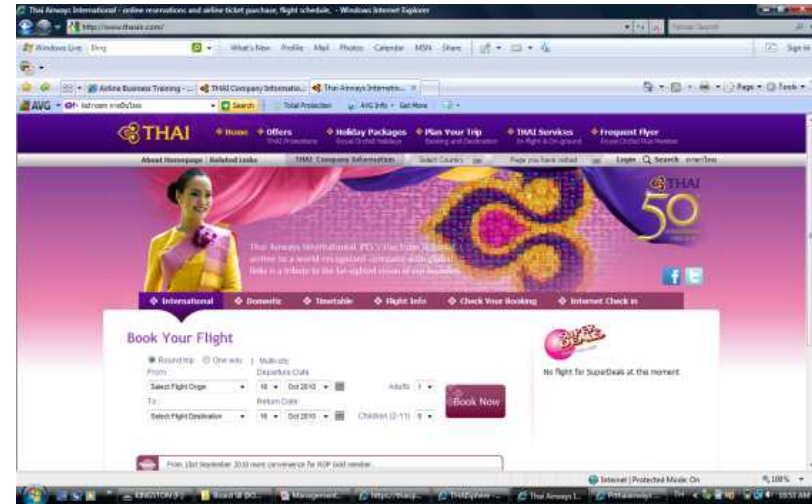
## Royal Orchid Plus



## E-Service on Mobile



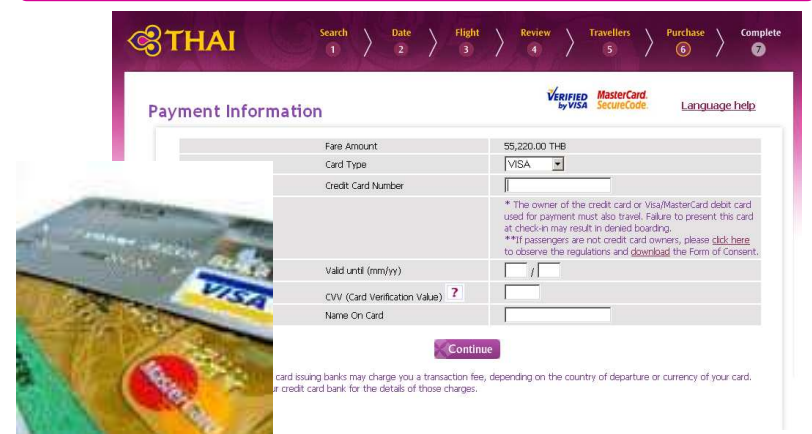
## Internet Booking



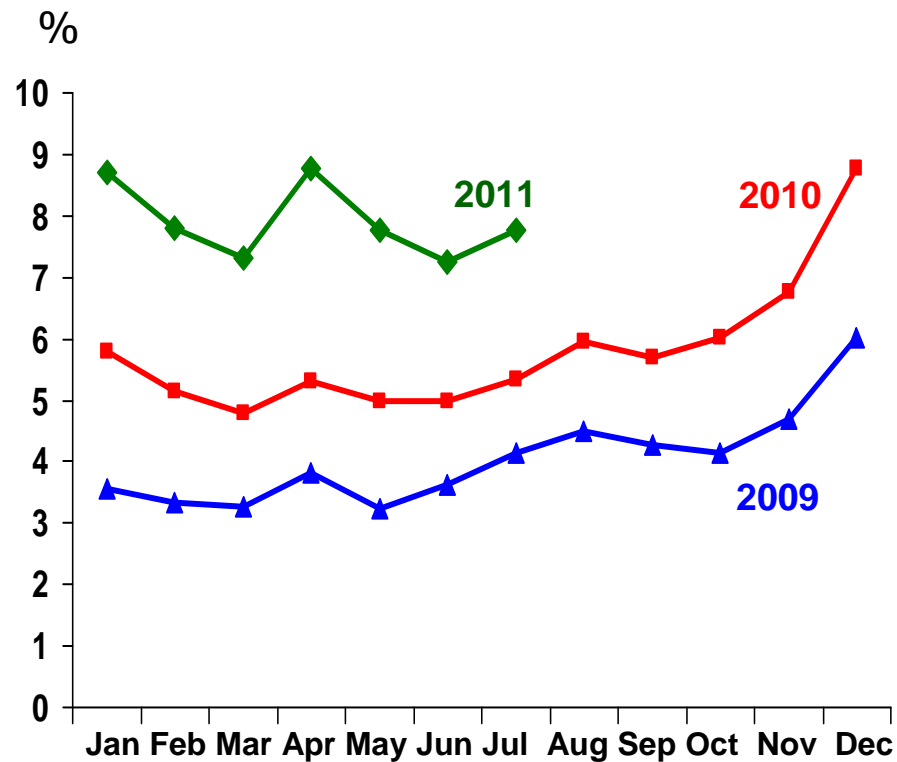
## Internet check-in with home print boarding pass



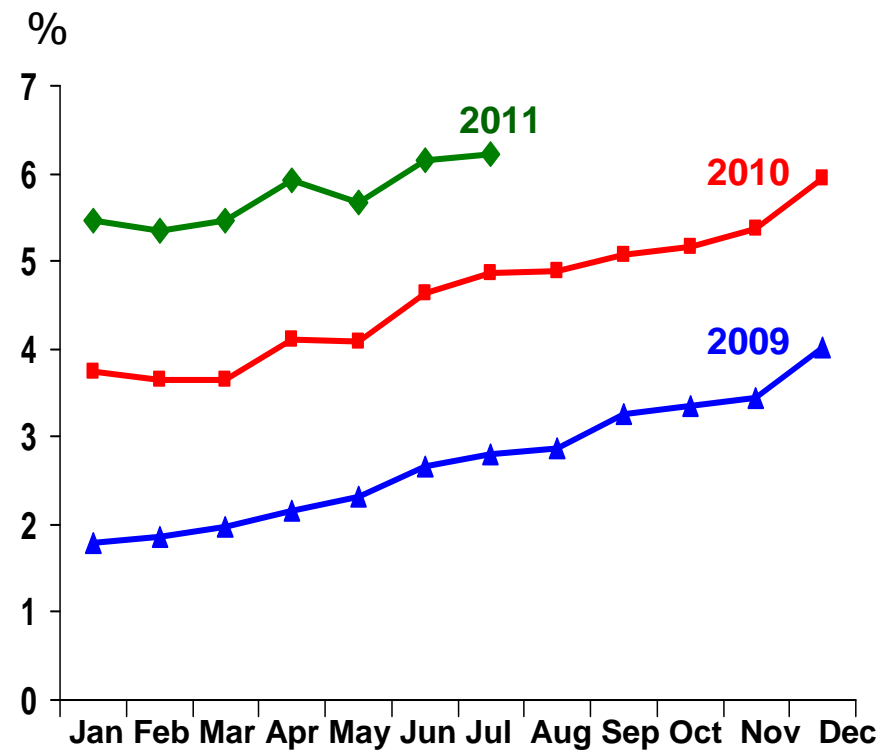
## E-Payment Services



## Ticket Sales Via Internet



## Check-in via Internet



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

### The World's Top Ten Airlines – Skytrax

	2011	2010	2009
★★★★★ QATAR	1	3	4
★★★★★ SINGAPORE AIRLINES	2	2	2
★★★★★ ASIANA AIRLINES	3	1	3
★★★★★ CATHAY PACIFIC	4	4	1
★★★★ THAI	5	9	10
★★★★ ETIHAD	6	6	7
★★★★ ANA	7	5	8
★★★★ QANTAS	8	7	6
★★★★ TURKISH AIRLINES	9	-	-
★★★★ Emirates	10	8	5

#### Skytrax 2011



Best Airline Seat - Economy Class  
Best On Board Catering – Economy Class

#### Skytrax 2010



Best Airline Lounge – First Class  
Best Airport Services

#### Norwegian Grand Travel Award

Best Intercontinental Airline

#### Business Traveler's Award



Best Ground Service  
Best Lounges

#### TTG Award

Best Business Class  
Best Southeast Asian carrier

#### Go Asia Award

Best Asian carrier



## Current Fleet: 88 Aircraft

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

(Note: Approximately)



Aircraft Type	Version	# of Aircraft	# of Seat					Financial Method
			First	Business	Premium Economy	Economy	Total	
A300-600	36R1	6	N.A.	46	N.A.	201	247	11 O
	36R3	5	N.A.	28	N.A.	232	260	
A340-500	3452	4	N.A.	60	42	113	215	1 O, 3 FL
A340-600	3461	6	N.A.	60	N.A.	199	259	6 FL
A330-300	3302	12	N.A.	42	N.A.	263	305	10 O, 10 FL
	3303	8	N.A.	36	N.A.	263	299	
B737-400	7341	5	N.A.	12	N.A.	138	150	2 O, 3 OL
B747-400	7442	6	14	50	N.A.	325	389	13 O, 5 FL
	7443	12	10	40	N.A.	325	375	
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
	7732 TKE	1	N.A.	34	N.A.	325	359	
B777-300ER	7739	4	8	30	N.A.	274	312	4 OL
<b>Total</b>		<b>88</b>	<b>32</b>	<b>532</b>	<b>42</b>	<b>3,529</b>	<b>4,135</b>	<b>43O, 9OL, 36 FL</b>

Exc. 2 of ATR-72 } leased to Nok  
 4 of 737-400 }

(Note: N.A.. = Not available)

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
<b>TOTAL</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>9</b>	<b>8</b>	<b>4</b>	<b>10</b>	<b>65</b>

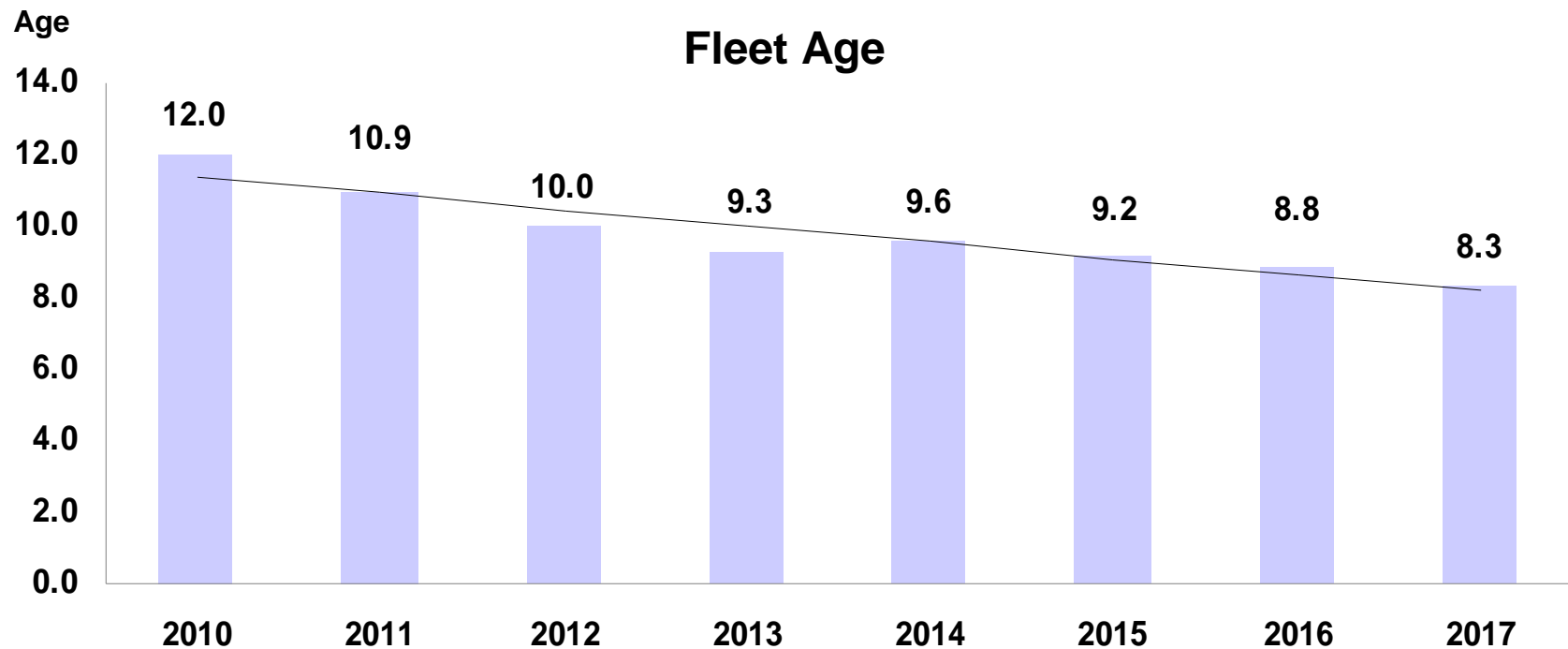
Note : OL = Operating lease  
FL = Financial lease

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
<b>TOTAL</b>	<b>4</b>	<b>11</b>	<b>14</b>	<b>5</b>	<b>7</b>	<b>2</b>	<b>7</b>	<b>50</b>

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

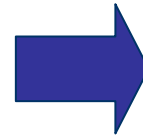
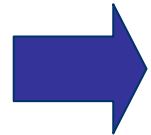


	2011	2012	2013	2014	2015	2016	2017	TOTAL
# of Aircraft	89	93	99	100	102	104	105	
Total Seats in operation	26,444	28,249	29,570	30,972	31,581	32,391	33,660	
Seat Growth	5.8%	5.8%	4.7%	4.7%	2.0%	2.6%	3.9%	4.2%



All have arrived in fleet

A 330-300



ZIM has completed delivery of all economy class seats and enabled the 5 new A330-300 aircraft to join the fleet.

<b>Delivery</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>
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# Upgrades and Retrofit Schedule

	# of Aircraft	First	Business	Economy	Tentative Completion
B777-300	6				■ Completed
B747-400 No. 7-12	6				■ May-Dec. 2011 (Two have been completed)
B777-200	8				■ Sep. 2011 – Jul. 2012 (Commence on one)
B747-400 No. 13-18	6				■ Apr.-Oct. 2012

# 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

## First Class Seats



High level of Privacy

## Business Class Seats



## Economy Class Seats





# New Aircraft A330 & A380

## New Airbus A330-300

### Royal Silk Class



### Economy Class



## New Airbus A380-800

### Royal First class



### Royal Silk Class



### Economy Class





**Infrastructure**

**Redesign and Migrate to Cloud  
E-Payment Gateway  
Mobile Capability**

**Data Management**

**Enterprise Resource Planning (ERP)**

**Internal Cooperation**

**E-Collaboration / Knowledge management**

**Revenue Enhancement**

**CRM / Cross Function Database**

## Changes were made to better reflect customer demand

Effective Mar. 27 – Oct. 29, 2011

### Summer Program



### Increased Flight Frequency

BKK-Milan v.v.	3 to 4 flights/week
BKK-Brisbane v.v.	5 to 7 flights/week
BKK-Auckland v.v.	5 to 7 flights/week
BKK-Jakarta v.v.	3 flights/week
Narita-BKK	3 to 5 flights/week
Hong Kong-BKK	2 to 7 flights/week
BKK-Hong Kong	2 to 4 flights/week
Phuket-Hong Kong	5 to 7 flights/week
Hong Kong-Phuket	5 to 7 flights/week
BKK-Kuala Lumpur v.v.	4 to 5 flights/week
BKK-Mumbai v.v.	4 to 5 flights/week
BKK-Gaya-Varanasi-BKK	4 flights/week

### Flight Frequency Adjustment

BKK-Oslo v.v.	5 flights/week
BKK-Moscow v.v.	3 flights/week

### Re-routing & Flight Frequency Adjustment

BKK-Phuket-Perth	3 to 4 flights/week
BKK-Perth v.v.	4 to 3 flights/week

## Increase Direct Flights from BKK to Secondary Market and Increasing over all Connectivity

### Winter Program



#### New Flights Opening

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

#### Route Adjustment

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

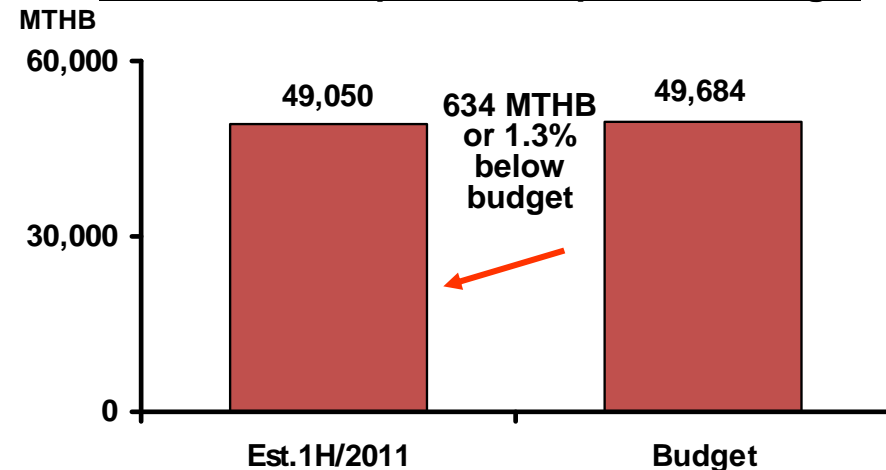
BKK-Oslo v.v.	5 to 7 Flights / Week
BKK-Moscow v.v.	3 to 4 Flights / Week
BKK-Perth v.v.	3 to 4 Flights / Week
BKK-Xiamen v.v.	3 to 4 Flights / Week
BKK-Chengdu v.v.	4 to 5 Flights / Week
BKK-Nagoya v.v. (As from 01JAN12)	10 to 11 Flights / Week
BKK-Mumbai v.v.	5 to 6 Flights / Week
BKK-Gaya-Varanasi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



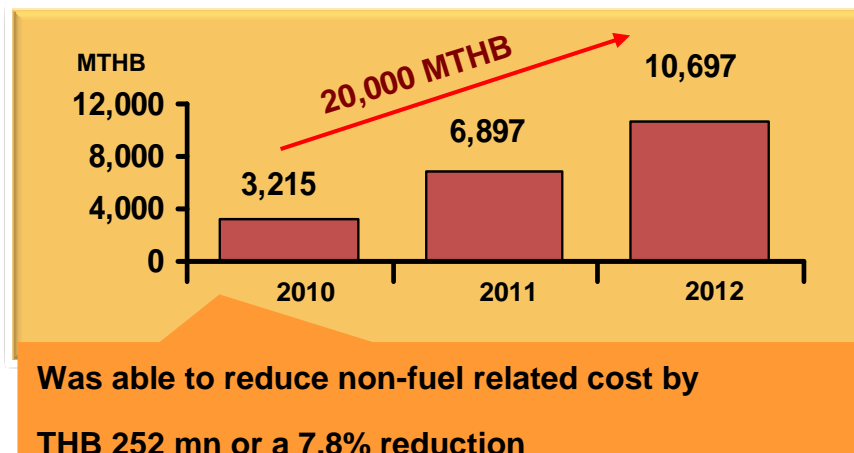
**THAI is committed to achieving the 20,000 MTHB cost reduction target agreed to with the Ministry of Finance through 2012**

- Personnel cost management by headcount freeze, overtime control and optimize vacation compensation
- Manage flight plan, fuel hedging, aircraft cleaning and better manage reserve fuel to improve cost management
- Marketing expense management by promoting through direct sales channels and negotiate to reduce reservation fees.
- Reducing operating expense through reviewing handling agreements and negotiating with local and overseas handling companies to reduce handling fee, reduce and implement flexible crew onboard, control and reduce crew route expense.
- Increase revenue by dynamic fare adjustment, dynamic fuel surcharge management, optimize the use of Revenue Management System (RMS) and increase direct sales via internet, mobile etc.
- Increase BU's external revenue with less cost increment

**Est. 1H/2011 Expense Compared to Budget**



**Yearly Cost Reduction Targets**

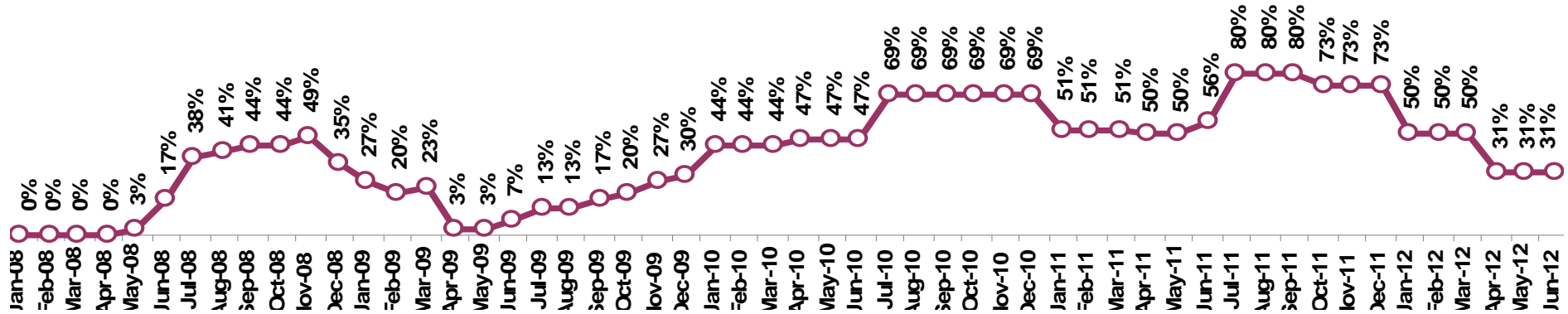


**Minimum 20% fuel hedging requirement to mitigate risk of rapid fuel cost rise**

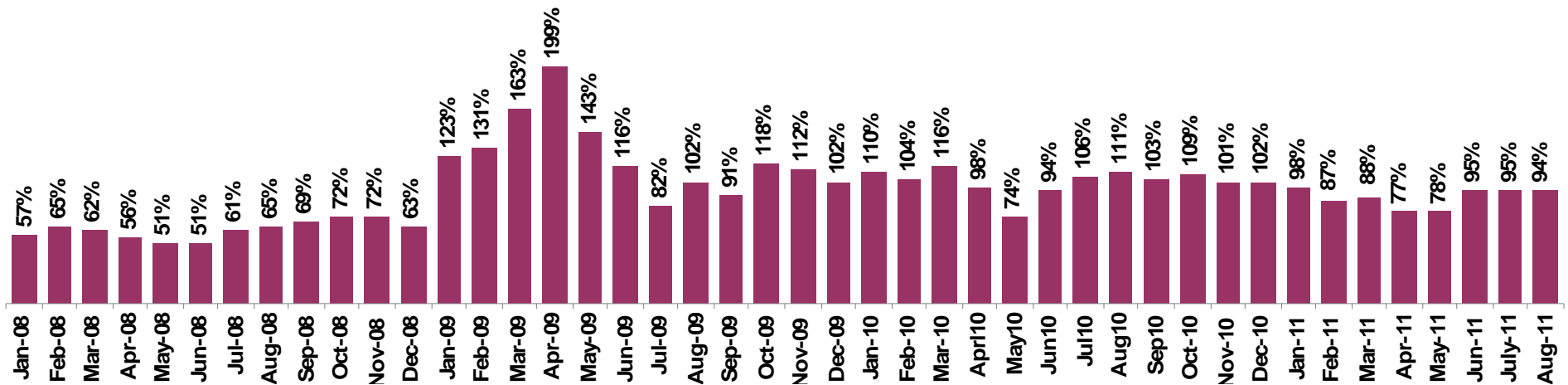
Hedging Volume																				
>80%	Board Authority																			
>60<=80%	Fuel Price Risk Management Committee (President, EVP Finance & Accounting, VP, Director and Department)																			
>30<=60%	VP, Director and Department Level Decision																			
>20<30%															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

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



THAI is the first Asian airline to sign an agreement with IATA to find means to mitigate fuel



## Carbon Footprint



- Determined the carbon foot print of 2 meals and provided labeling for customers to choose

## Emissions Trading

**2012**

**Monetary Value**

Amount of CO<sub>2</sub> ~1.07 mn tons THB 646 mn

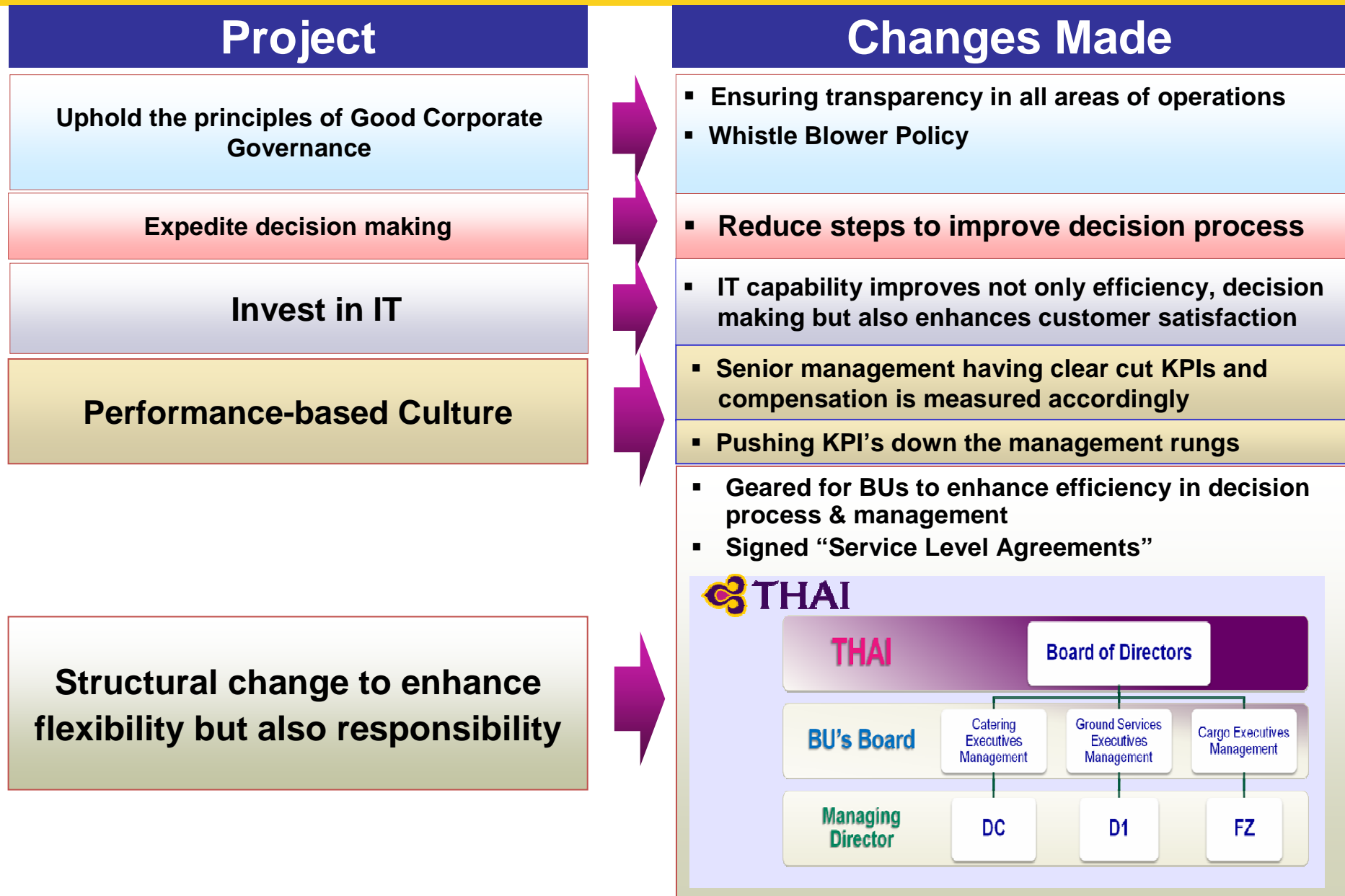


- CERs 0.47 mn tons THB 239 mn
- EUAs 0.60 mn tons THB 407 mn

## Carbon Offset



- Launched the carbon offset program



EC	Rescinded all charges against THAI
US Cargo DOJ	Stopped further proceedings
US Cargo Class Action	Settled by paying USD 3.5 mn
Korea	Pending charges is for KW 2.85 mn

	MTHB
<b>In 2008 Put in reserve</b>	<b>4,290</b>
<b>In 2010 Wrote back</b>	<b>1,783</b>
<hr/>	
<b>Outstanding in reserve</b>	<b>2,507</b>



**Raised 15,000 MTHB  
in new equity**

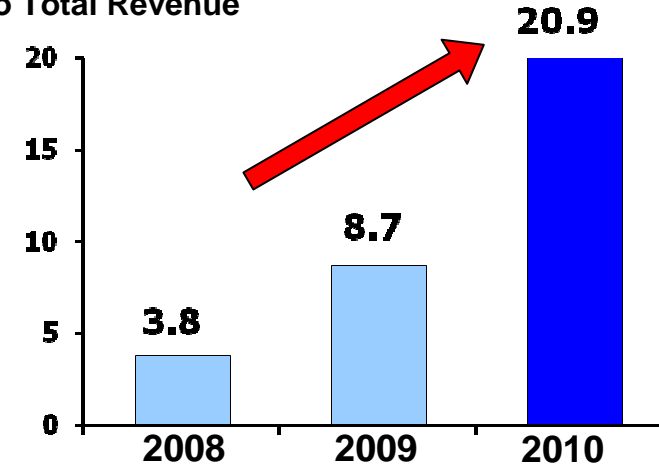
**Received additional  
borrowing from financial  
institutions**

**Obtained Revolving  
Credit Lines**

**8,000 MTHB Debenture  
issued in May 13, 2011**

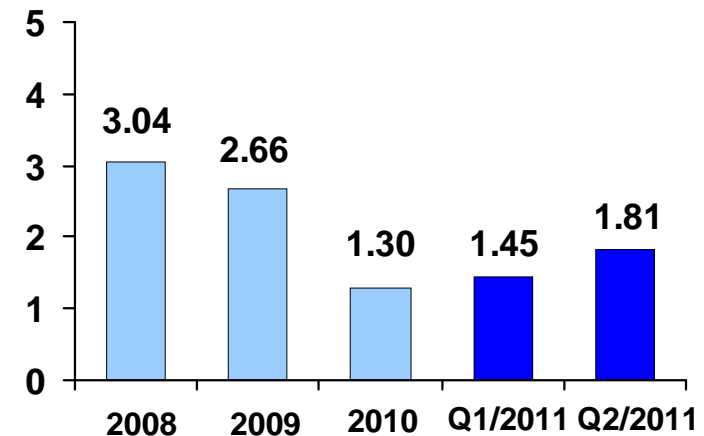
## Improved Cash Position

Cash to Total Revenue

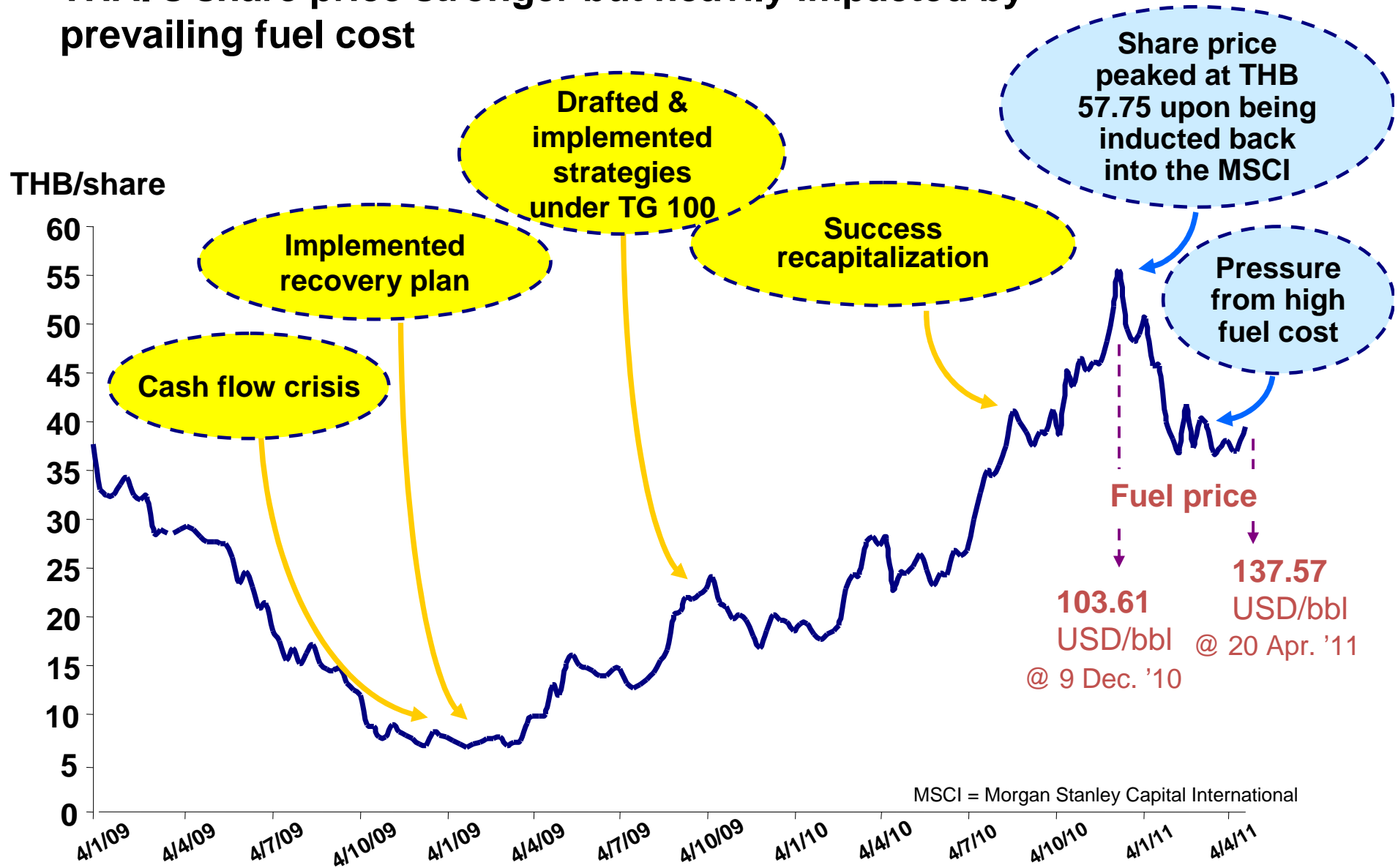


## Capital Structure Strengthened

Net interest bearing  
Debt to Equity



THAI's share price stronger but heavily impacted by prevailing fuel cost



MSCI = Morgan Stanley Capital International



# Financial Performance

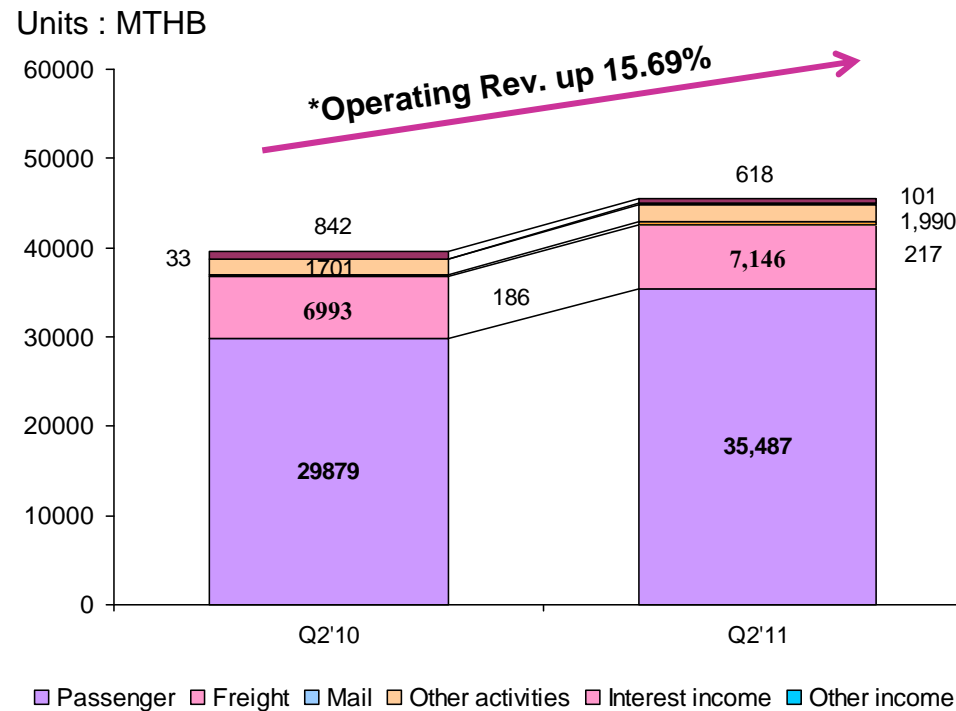
## Performance Summary (Q2/2010 & Q2/2011)

THAI and its subsidiary

(Units : MTHB)	Apr-Jun	
	2011	2010
Total Revenue	45,559	39,634
Total Expense	-50,203	-41,043
Foreign currency exchange (Gain)	-2,265	4,391
Share of profit of investments by the equity method	104	176
<b>Profit (Loss) before finance costs, income tax</b>	<b>-6,805</b>	<b>3,158</b>
Financial Cost	-1,419	-1,263
Net tax expense (income)	360	-487
<b>Net profits (loss)</b>	<b>-7,864</b>	<b>1,408</b>

## Operating / Total Revenue (Q2/2010 & Q2/2011)

### Operating Revenue



### Total Revenue

Revenue	% Change	% to Tot. Rev.
Passenger	18.77	77.89
Freight	2.19	15.68
Mail	16.39	0.48
Other activities	16.95	4.37
Interest income	201.50	0.22
Other income	- 26.51	1.36
<b>Total Income</b>	<b>14.95</b>	<b>100.00</b>

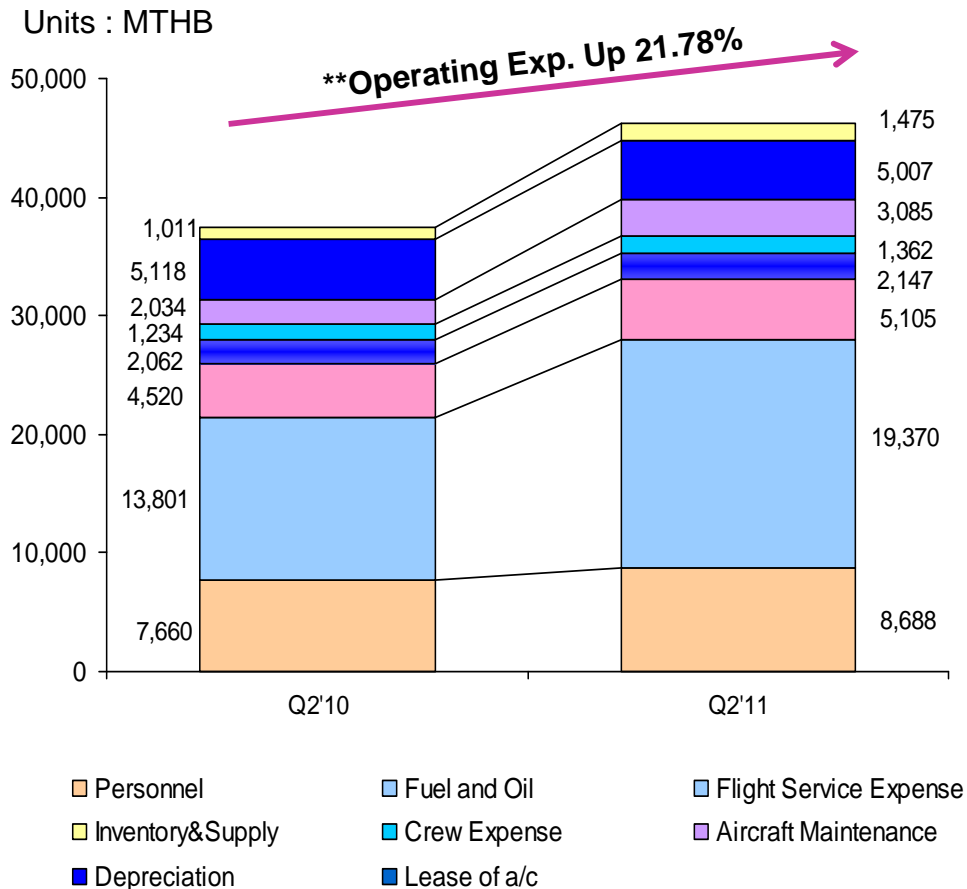
\*Excludes Interest & Other income  
 Operating revenue Q2'10 = 38,759 MTHB  
 Operating revenue Q2'11 = 44,840 MTHB

**Total revenue Q2/10 = 39,634 MTHB**  
**Total revenue Q2/11 = 45,559 MTHB**

## Operating / Total Expense (Q2/2010 & Q2/2011)

### Operating Expense

### Total Expense



Expense	% Change YoY	% of Tot. Exp.
Personnel expense	13.42	16.56
Fuel and oil	40.36	36.92
Flight service expense	12.95	9.73
Inventories and supplies	4.11	4.09
Crew expense	10.41	2.60
Maintenance/overhaul	51.70	5.88
Depreciation/amortisation	- 2.18	9.54
Aircraft lease/spare parts	45.86	2.81
Other expense	- 889.93	11.87
<b>Total Expense</b>	<b>43.15</b>	<b>100.00</b>

**\*\* Excludes FX & Impairment losses**  
**Operating expense Q2'10 = 49,946 MTHB**  
**Operating expense Q2'11 = 41,012 MTHB**

**Total expense Q2/10 = 36,652 MTHB**  
**Total expense Q2/11 = 52,467 MTHB**

## Ratios – Q2/2010 & Q2/2011

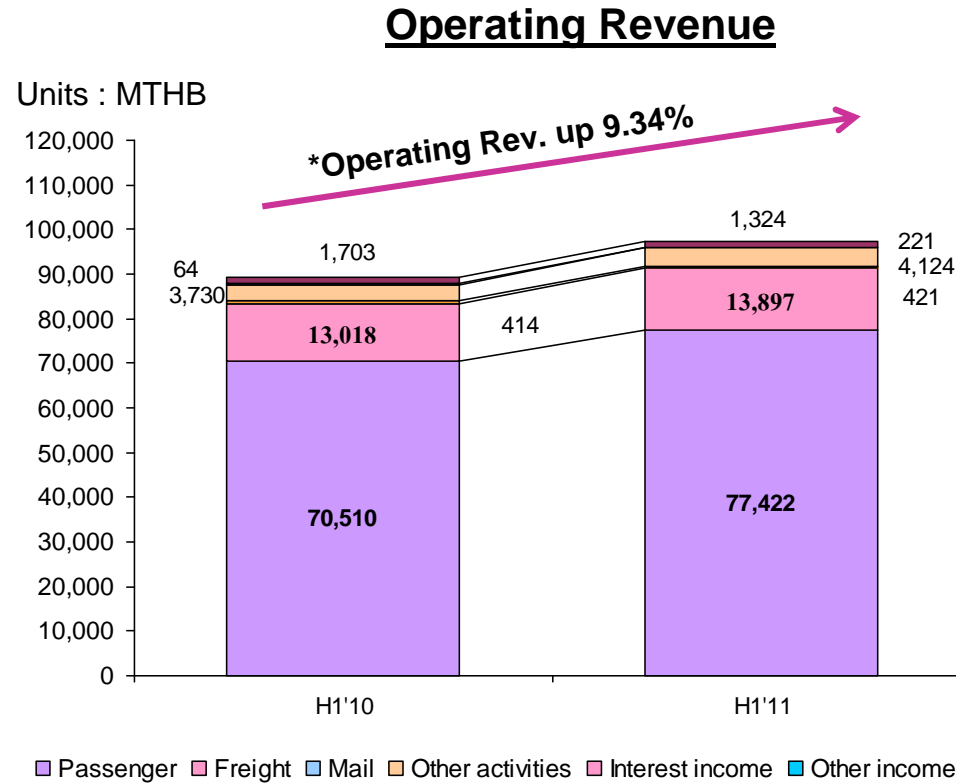
Ratios	units	Q2/10	Q2/11
Earnings Per Share	(THB)	0.82	-3.61
EBIT	(MTHB)	-2,163.00	-4,987.00
EBITDA	(MTHB)	2,956.00	20.00
EBITDAR	(MTHB)	3,967.00	1,495.00
Operating Profit Margin	(%)	-5.60	-11.10
Net Profit Margin	(%)	3.60	-17.60
EBITDA Margin	(%)	7.60	0.04
Book Value	(MTHB)	72,382.00	66,366.00
Book Value per Share	(THB)	34.99	30.40
Net Debt to Equity	(Times)	2.20	1.81
Interest Coverage	(Times)	2.30	0.00

## Performance Summary (H1/2010 & H1/2011)

THAI and its subsidiary

	Apr-Jun	
	2011	2010
(Units : MTHB)		
Total Revenue	97,410	89,440
Total Expense	-96,671	-84,105
Foreign currency exchange (Gain)	-5,623	10,090
Share of profit of investments by the equity method	142	169
<b>Profit (Loss) before finance costs, income tax</b>	<b>-4,742</b>	<b>15,594</b>
Financial Cost	-2,728	-2,607
Net tax expense (income)	239	-986
<b>Net profits (loss)</b>	<b>-7,231</b>	<b>12,001</b>

## Operating / Total Revenue (H1/2010 & H1/2011)



**Total Revenue**

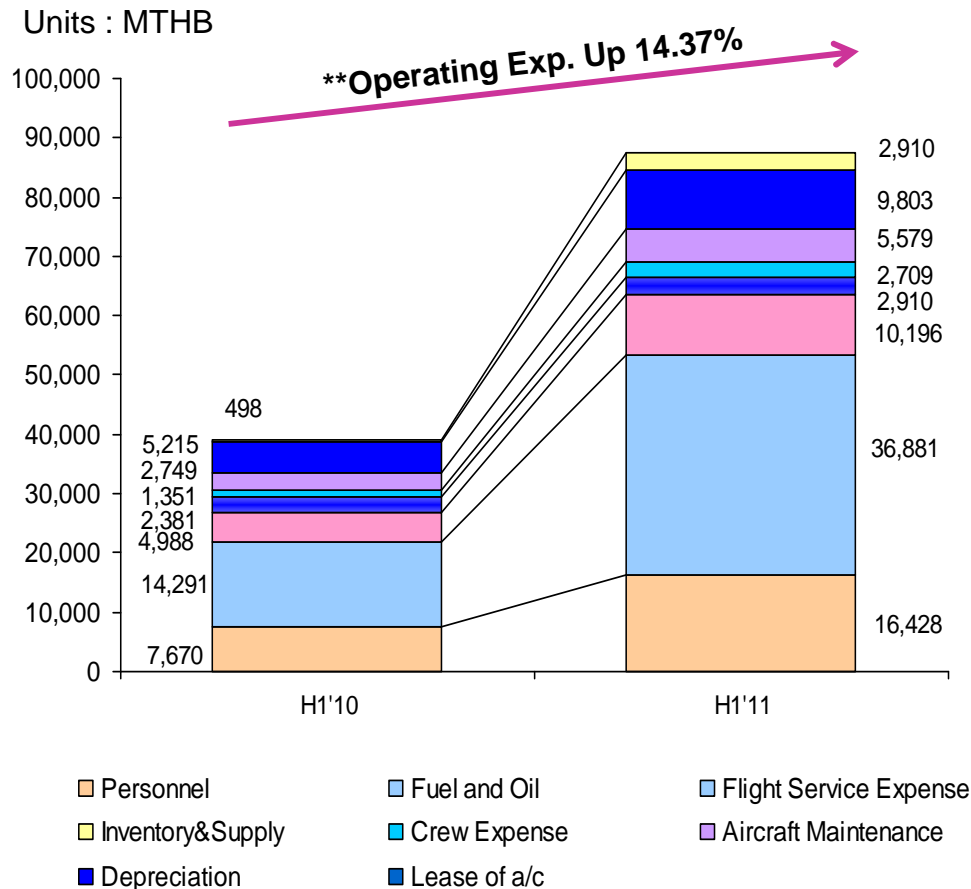
Revenue	% Change	% to Tot. Rev.
Passenger	9.80	79.48
Freight	6.75	14.27
Mail	1.76	0.43
Other activities	10.56	4.23
Interest income	244.53	0.23
Other income	- 22.24	1.36
<b>Total Income</b>	<b>8.91</b>	<b>100.00</b>

\*Excludes Interest & Other income  
 Operating revenue H1'10 = 87,672 MTHB  
 Operating revenue H1'11 = 95,865 MTHB

**Total revenue H1/10 = 89,440 MTHB**  
**Total revenue H1/11 = 97,410 MTHB**

## Operating / Total Expense (H1/2010 & H1/2011)

### Operating Expense



### Total Expense

Expense	% Change YoY	% of Tot. Exp.
Personnel expense	7.16	16.06
Fuel and oil	31.28	36.05
Flight service expense	7.24	9.97
Inventories and supplies	-	4.27
Crew expense	4.80	2.65
Maintenance/overhaul	16.67	5.45
Depreciation/amortisation	-	9.58
Aircraft lease/spare parts	92.91	2.85
Other expense	622.16	13.12
<b>Total Expense</b>	<b>38.21</b>	<b>100.00</b>

**\*\* Excludes FX & Impairment losses**  
**Operating expense H1'10 = 83,985 MTHB**  
**Operating expense H1'11 = 96,057 MTHB**

**Total expense H1/10 = 74,014 MTHB**  
**Total expense H1/11 = 102,294 MTHB**



## Ratios – H1/2010 & H1/2011

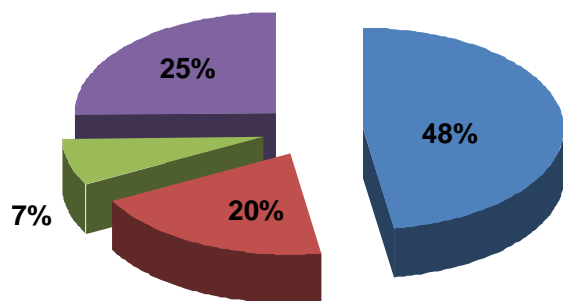
Ratios	units	H1/10	H1/11
Earnings Per Share	(THB)	7.05	-3.32
EBIT	(MTHB)	3,874	-27
EBITDA	(MTHB)	14,208	9,775
EBITDAR	(MTHB)	15,717	12,686
Operating Profit Margin	(%)	4.40	-0.03
Net Profit Margin	(%)	13.70	-7.60
EBITDA Margin	(%)	16.20	10.20
Book Value	(MTHB)	72,382	66,366
Book Value per Share	(THB)	34.99	30.40
Net Debt to Equity	(Times)	2.20	1.81
Interest Coverage	(Times)	5.50	3.60

## Foreign Currency Exposure (Year 2010)

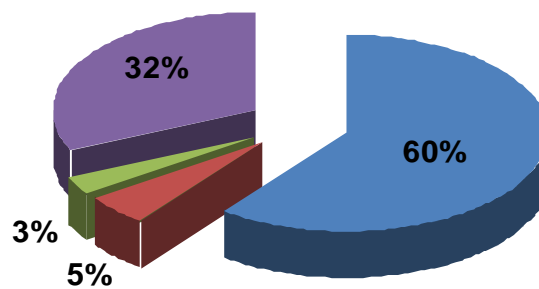
Unit : MTHB

	Revenue		Expense		Surplus or Deficit	Outstanding Borrowings			
	Amount	%	Amount	%		Before Swap		After Swap	
					Amount	%	Amount	%	
<b>USD BASED</b>	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						
<b>EUR BASED</b>	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						
<b>JPY</b>	13,509	7	3,980	3	9,529	13,766	9	13,766	9
<b>THB</b>	45,753	25	47,228	32	- 1,475	80,741	55	80,741	55
<b>TOTAL</b>	<b>180,273</b>	<b>100.00</b>	<b>149,232</b>	<b>100.00</b>	<b>31,041</b>	<b>146,280</b>	<b>100</b>	<b>146,303</b>	<b>100</b>

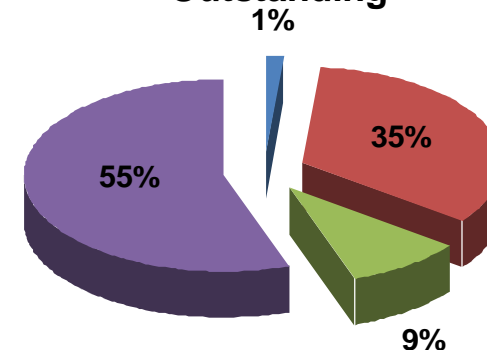
Revenue



Expense

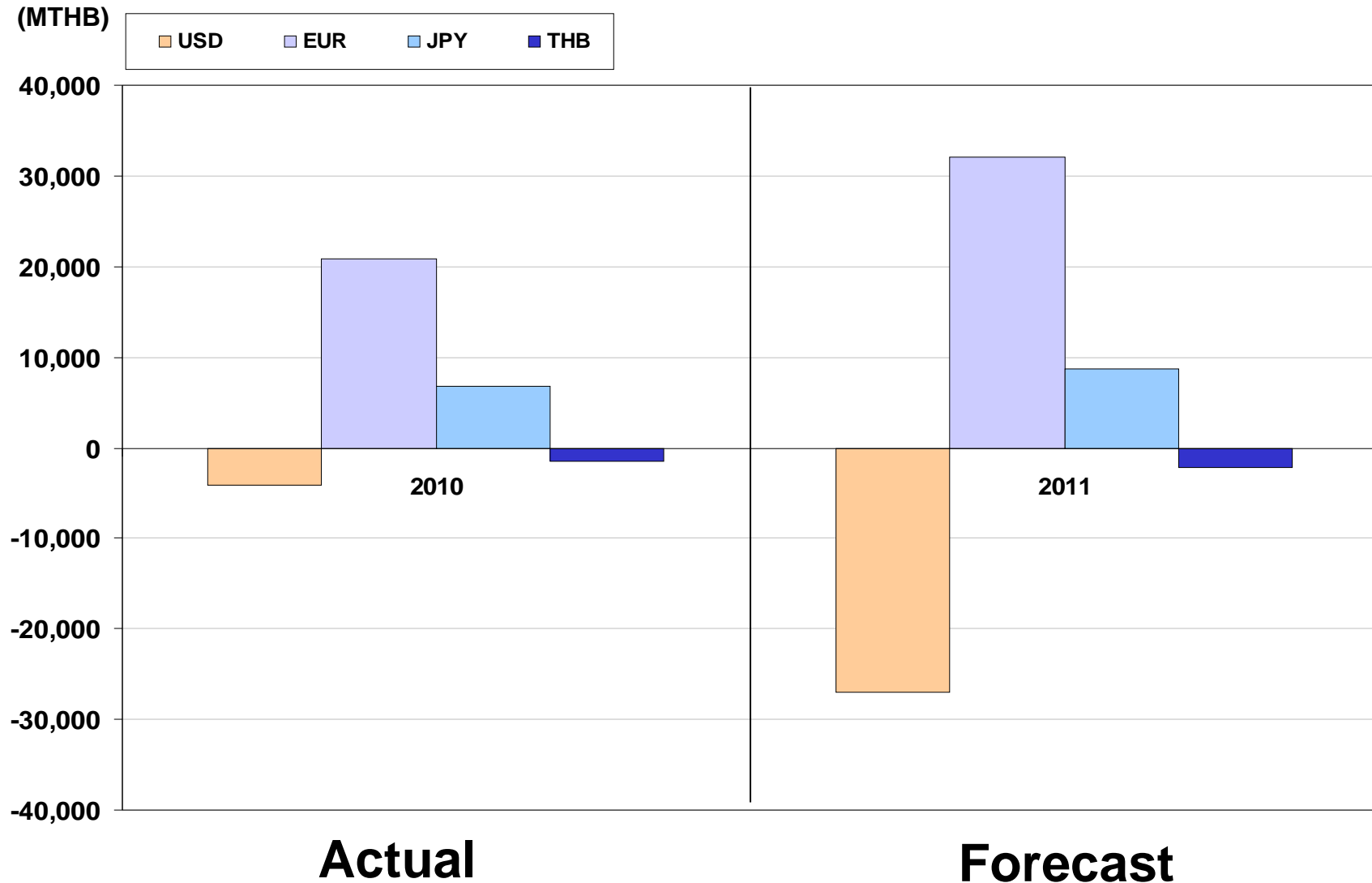


Outstanding



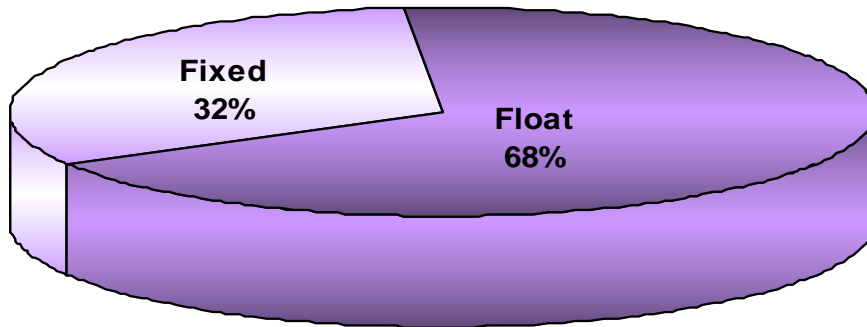
■ USD BASED ■ EUR BASED ■ JPY ■ THB

## TG continue to be long net Euro & Yen



## Proportion of Fixed and Float (As of Jun 2011)

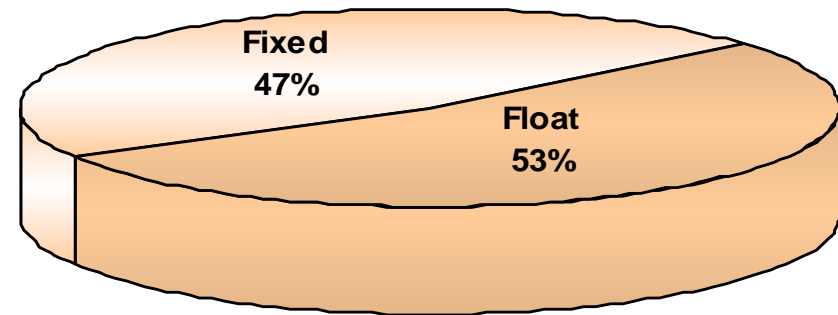
### Before Swap



Percentage of TOTAL  
(TOTAL = 146,338 MTHB)

Cost of funding = 3.75%

### After Swap



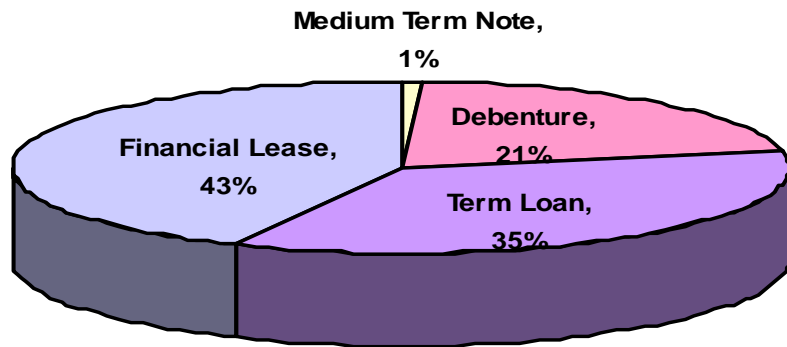
Percentage of TOTAL  
(TOTAL = 146,388 MTHB)

Cost of funding = 3.86%

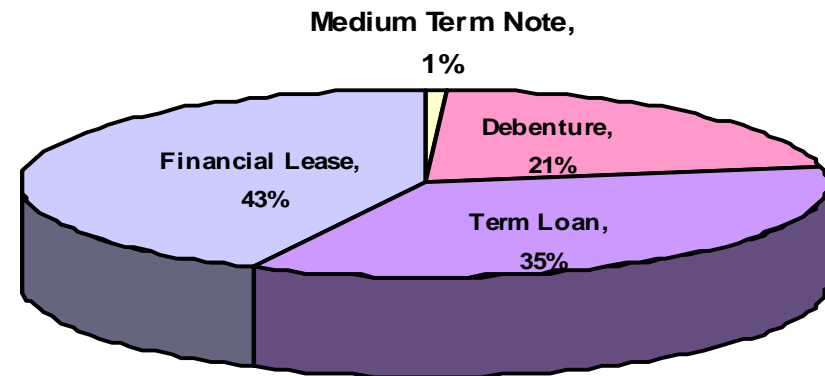
## Proportion of Total Borrowing (As of Jun 2011)

### Before Swap

### After Swap



Percentage of Total  
(Total of on Balance Sheet = 146,338 MTHB)



Percentage of Total  
(Total of on Balance Sheet = 146,388 MTHB)

A large purple triangle with a yellow border, pointing downwards, containing the title text.

## Economic & Airline Industry Trend and Growth for 2011-2012

- **Global Economy expected to grow by 5% - IMF**

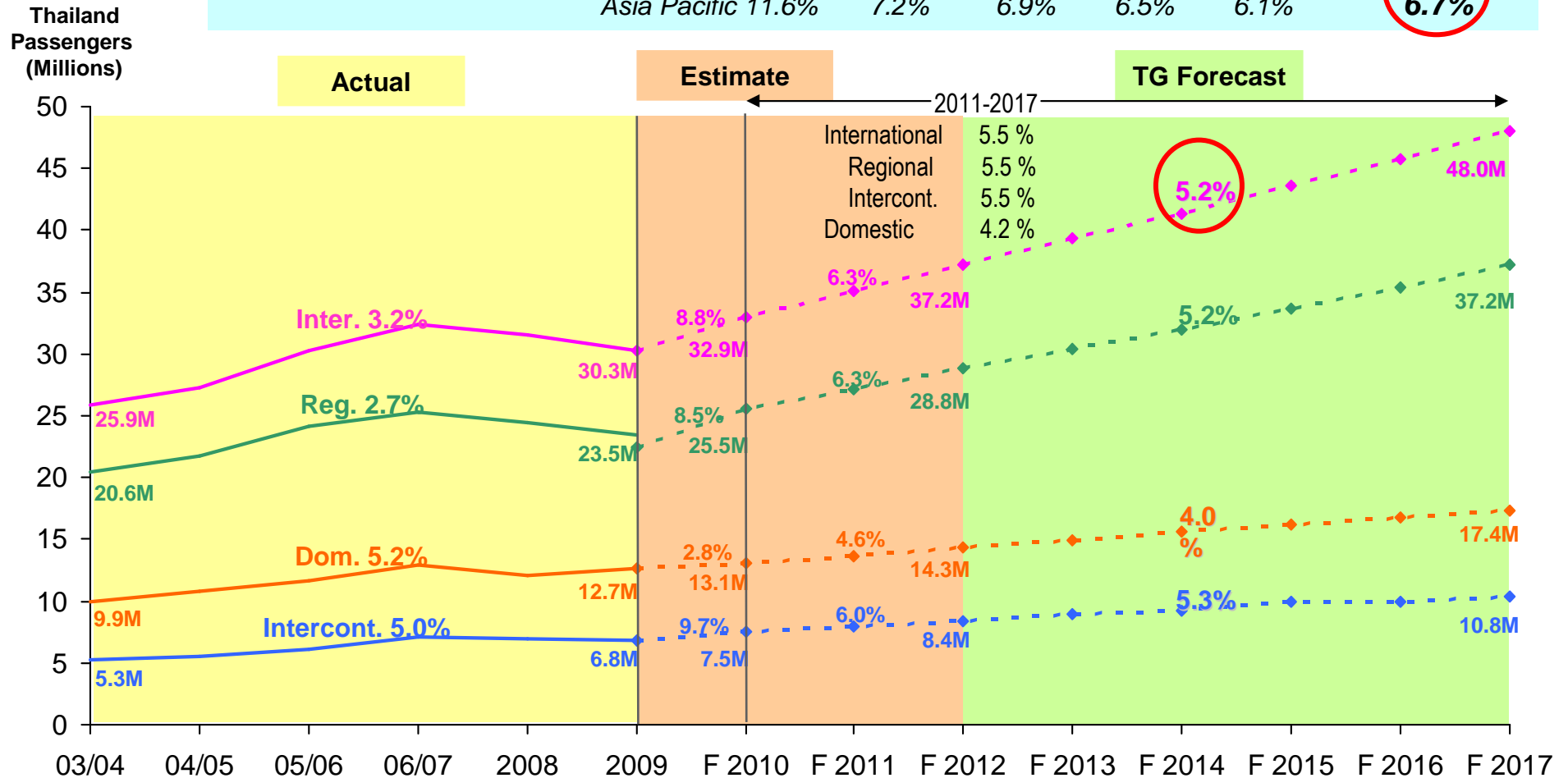
- **Global # of Tourists expected grow by 4-5 - UNWTO**

- **Passenger Traffic expected to grow by 5.2% - IATA**

- **Air Traffic Transportation expected to grow by 5.5% - IATA**

## Passenger from / to Thailand Forecast 2011-2017

<u>IATA International Passenger Forecast</u> (As September 2010)	2010	2011	2012	2013	2014	CAGR2011-2014
World	7.9%	4.9%	5.4%	5.4%	5.4%	<b>5.3%</b>
Asia Pacific	11.6%	7.2%	6.9%	6.5%	6.1%	<b>6.7%</b>

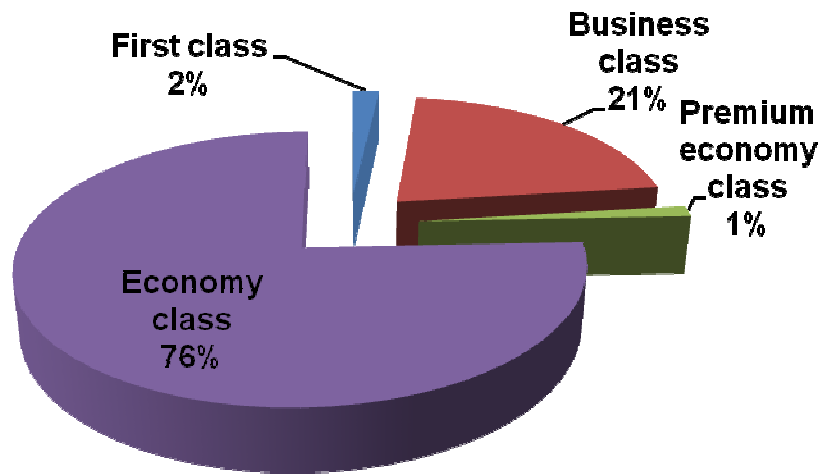


# Appendix



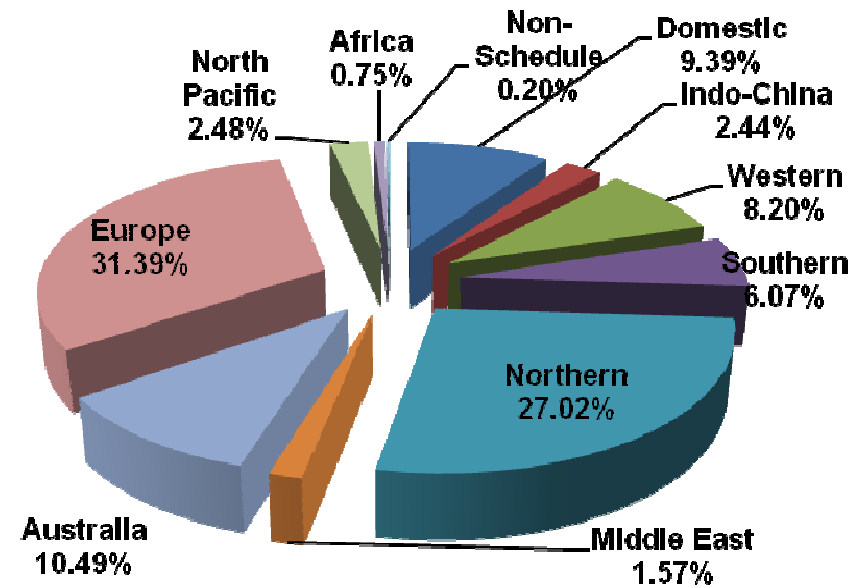
## By Class

Jan-Jun 2011



## By Area

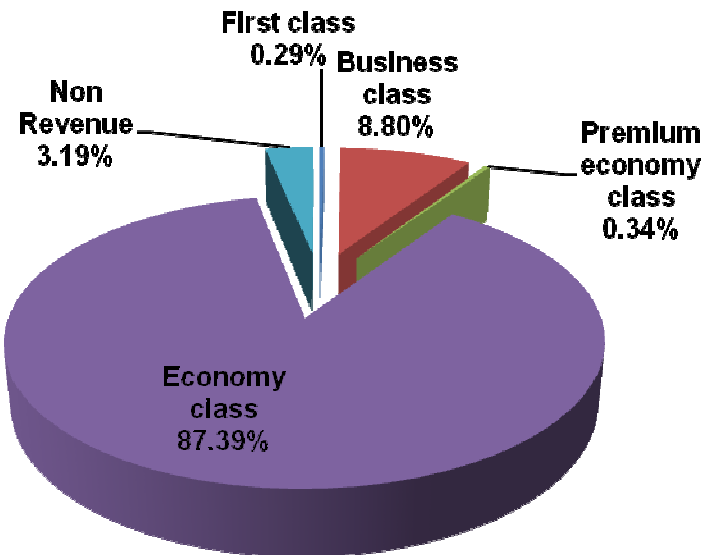
Jan-Jun 2011



**Total revenue = 76,079 MTHB**

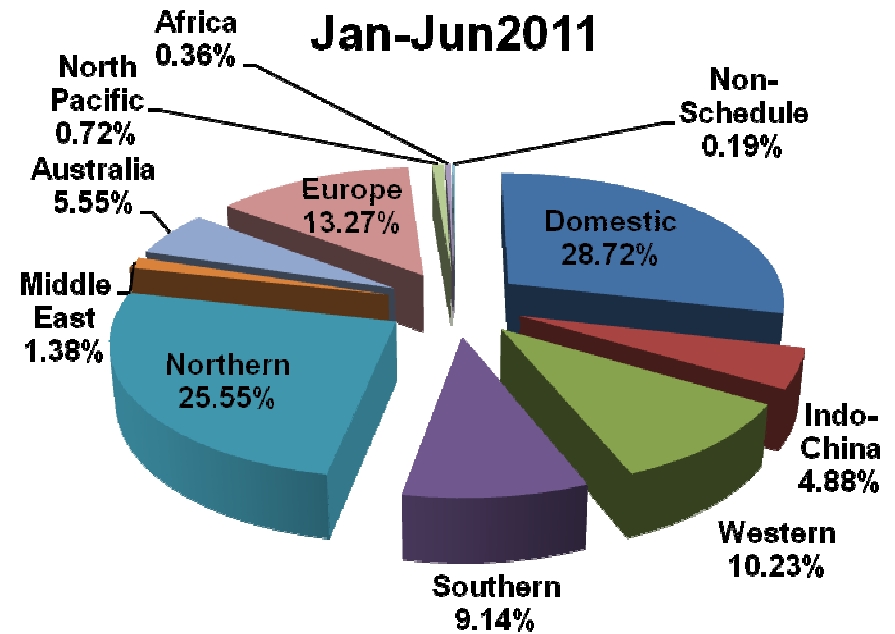
## By Class

Jan-Jun2011



## By Area

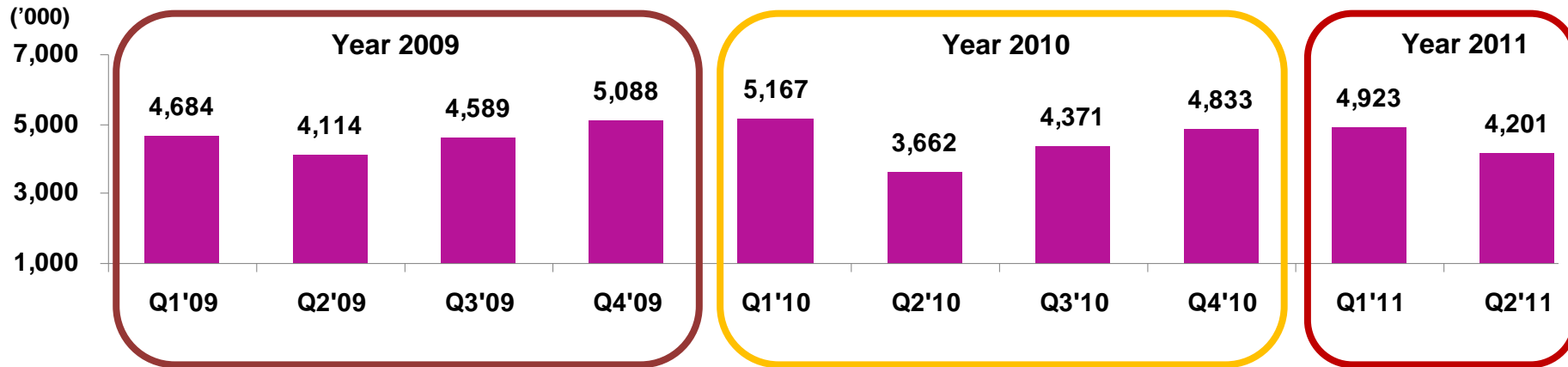
Jan-Jun2011



**Total passengers = 9,125,080**

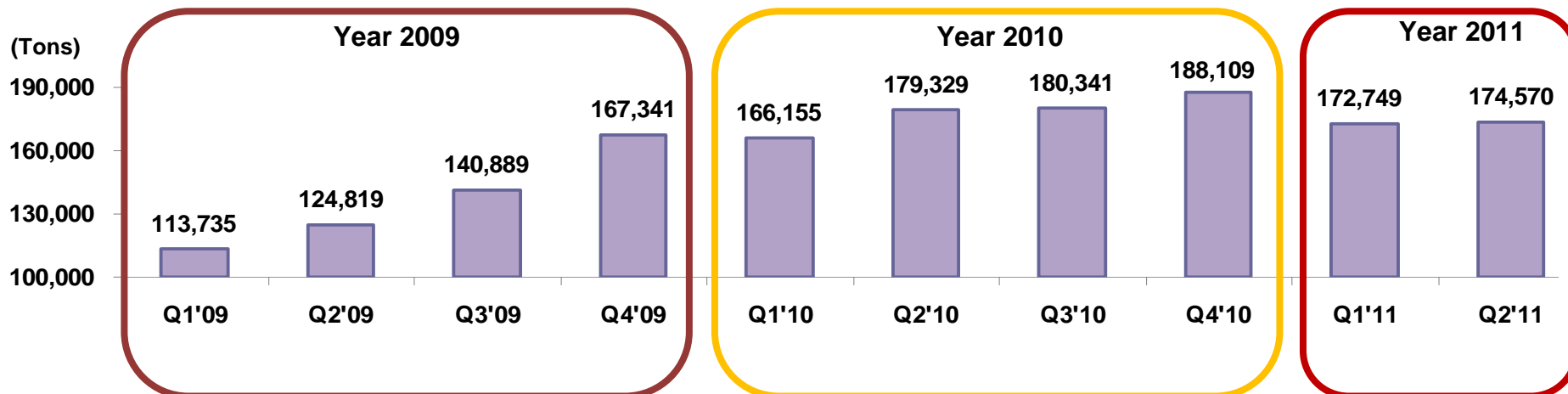
## Passengers Carried

Q2/11 = 4.2 million (increased 13.4% YoY)

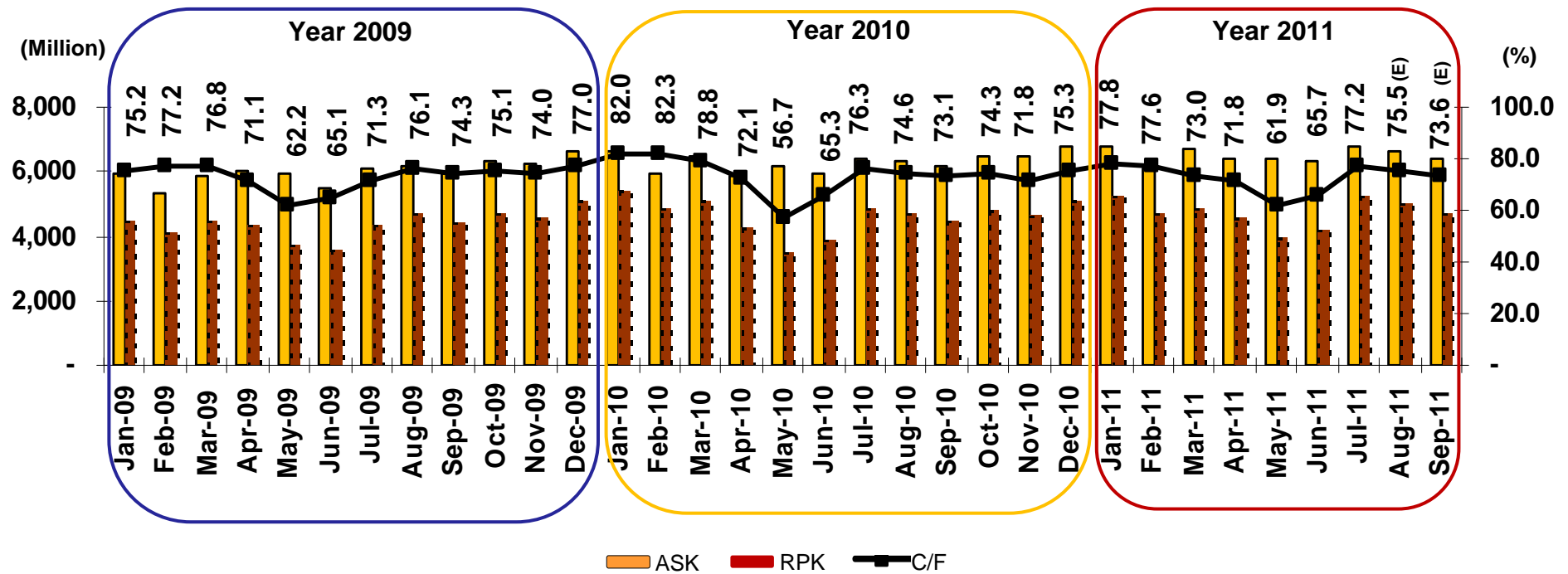


## Freight Carried

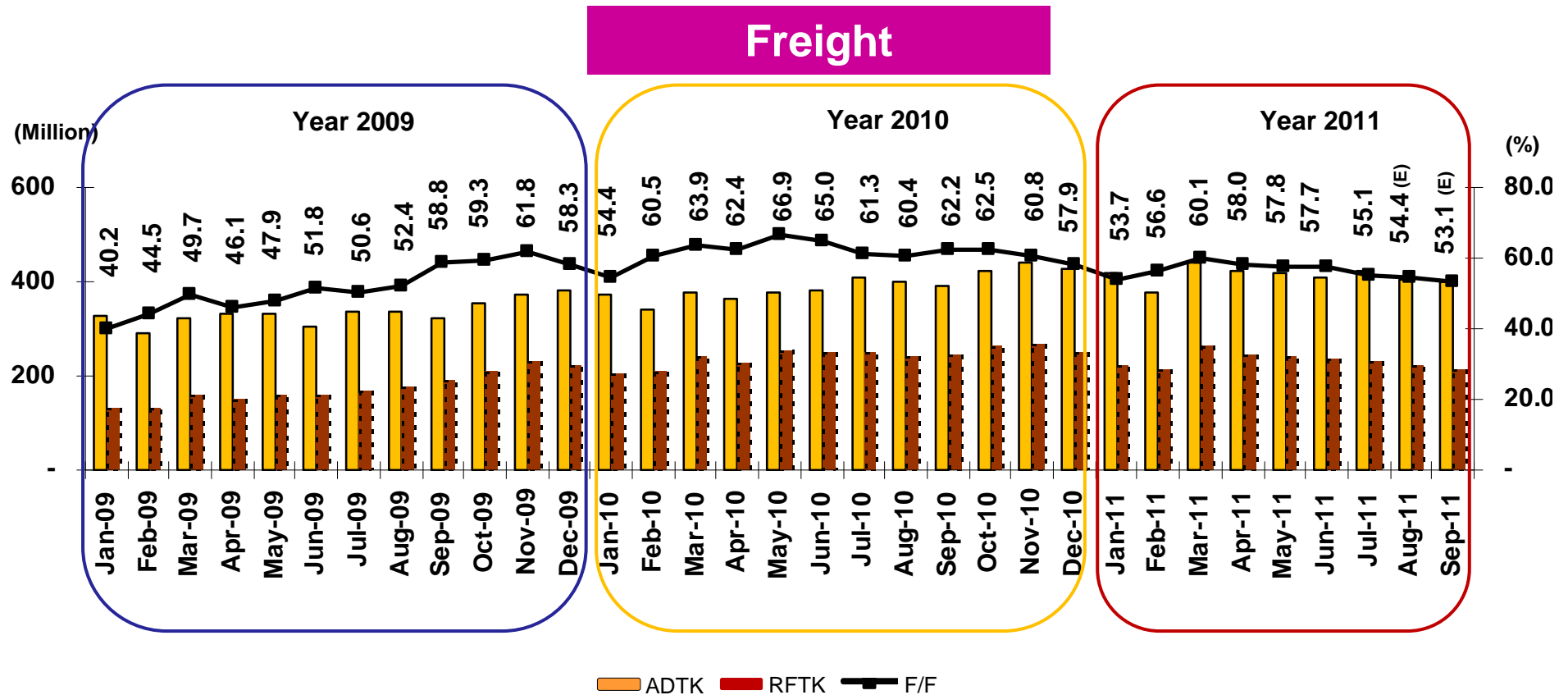
Q2/11 = 174,570 tons (decreased 2.7% YoY)



## Passenger

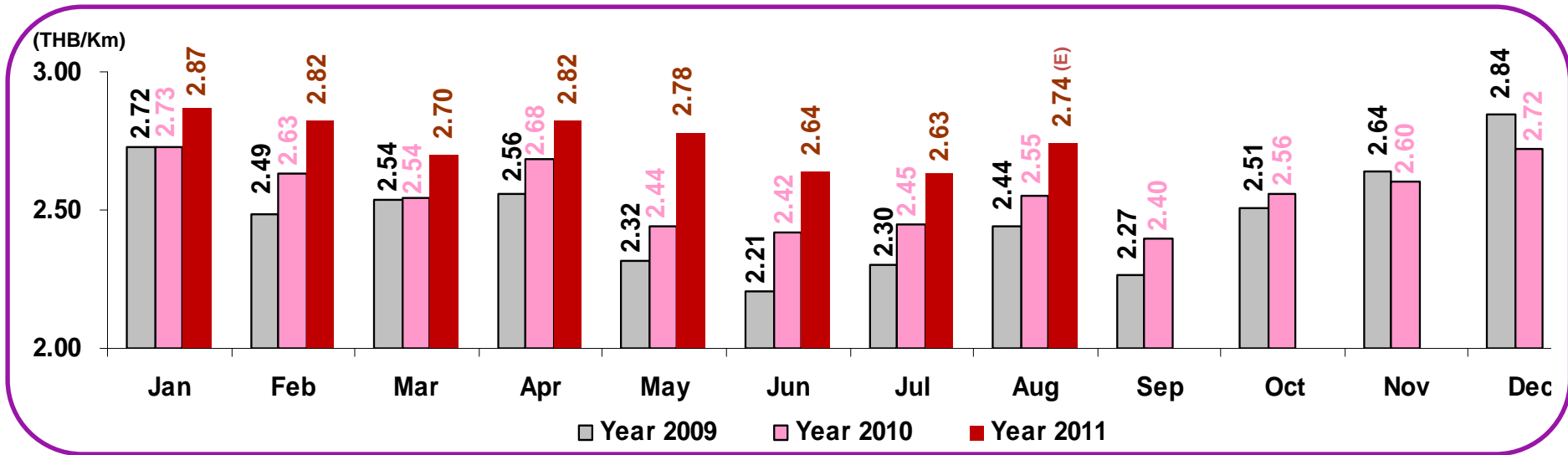


	YoY (Month)			YoY (Quarter)			YoY (Year to Date)		
	Sep'11(E)	Sep'10	YoY%	Q2'11	Q2'10	YoY%	Sep'11(E)	Sep'10	YoY%
MASK	6,428	6,142	4.7	19,172	17,972	6.7	58,569	55,864	4.8
MRPK	4,733	4,488	5.5	12,737	11,605	9.8	42,582	41,109	3.6
Cabin factor%	73.6	73.1	0.8	66.4	64.6	2.9	72.7	73.6	- 1.2

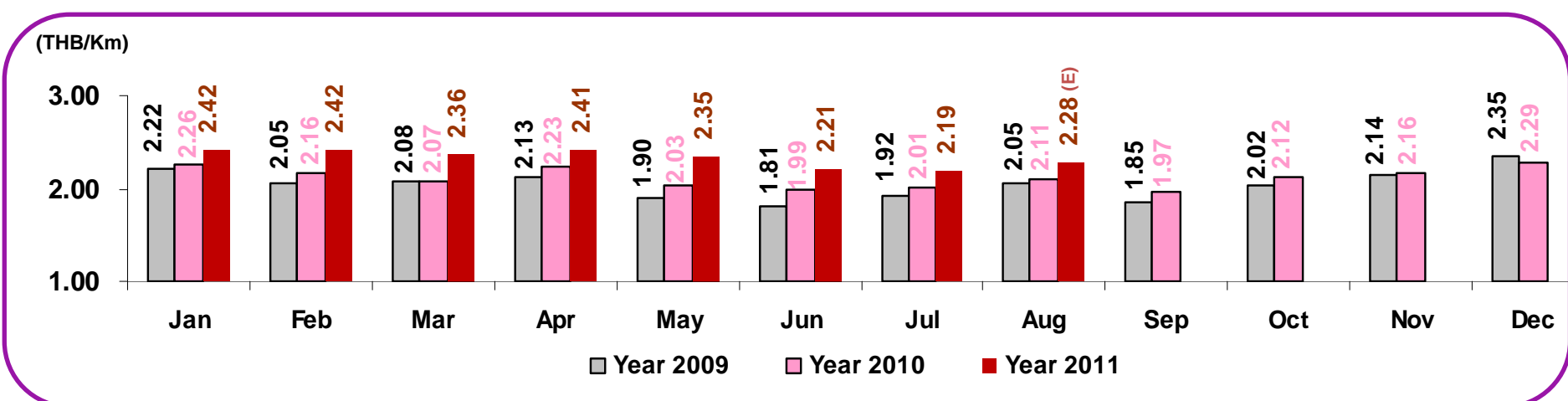


	YoY (Month)			YoY (Quarter)			YoY (Year to Date)		
	Sep'11(E)	Sep'10	YoY%	Q2'11	Q2'10	YoY%	Sep'11(E)	Sep'10	YoY%
MADTK	399	392	1.8	1,250	1,125	11.1	3,713	3,420	8.6
MRFTK	212	244	- 13.1	723	729	- 0.8	2,088	2,117	- 1.4
Freight Factor%	53.1	62.2	- 14.6	57.8	64.8	- 10.7	56.2	61.9	- 9.2

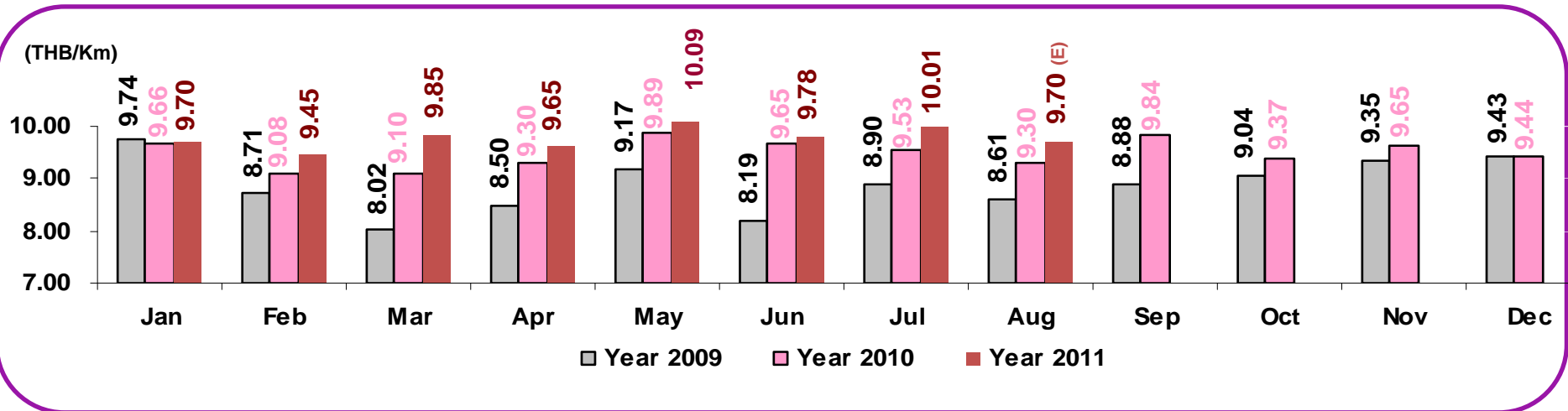
## Passenger Yield (Including Fuel Surcharge)



## Passenger Yield (Excluding Fuel Surcharge)



## Freight Yield (Including Fuel Surcharge)



## Freight Yield (Excluding Fuel Surcharge)

