



# **SIA GROUP FINANCIAL RESULTS**

**For 3<sup>rd</sup> Quarter and 9 Months  
Ended 31 December 2017**



# **SIA GROUP**

## **Q3 & 9M FY2017-18**

# SIA GROUP

## Q3 & 9M FY2017-18

SINGAPORE AIRLINES



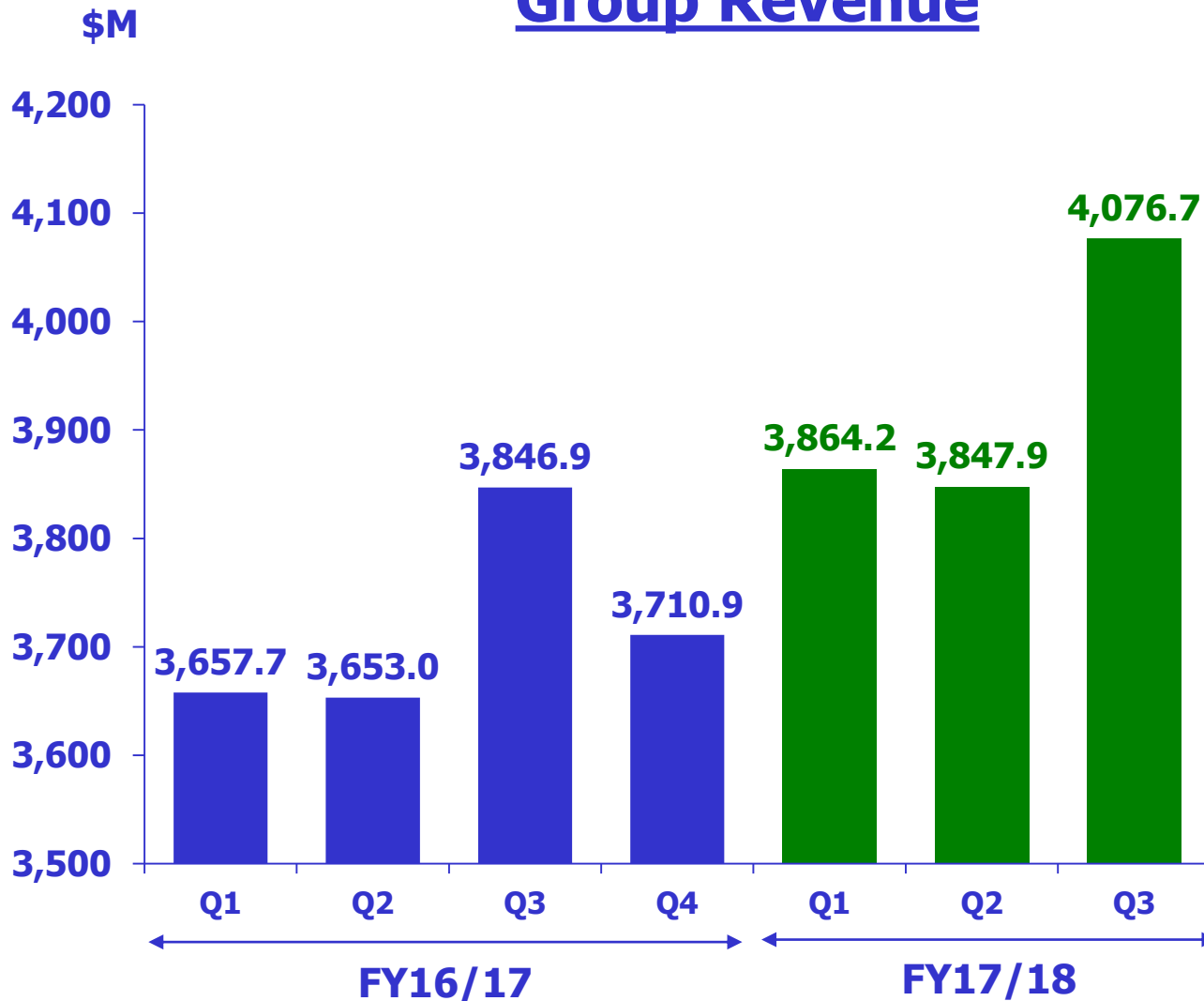
### Operating Result

	<u>Q3</u>	<u>Q3</u>	<u>Better/</u>	<u>9M</u>	<u>9M</u>	<u>Better/</u>
	<u>FY17/18</u>	<u>FY16/17</u>	<u>(Worse)</u>	<u>FY17/18</u>	<u>FY16/17</u>	<u>(Worse)</u>
	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>
<b>Total Revenue</b>	<b>4,076.7</b>	<b>3,846.9</b>	<b>6.0</b>	<b>11,788.8</b>	<b>11,157.6</b>	<b>5.7</b>
<b>Total Expenditure</b>	<b>3,747.3</b>	<b>3,554.0</b>	<b>(5.4)</b>	<b>10,946.0</b>	<b>10,562.4</b>	<b>(3.6)</b>
-- Net fuel cost	1,024.7	938.6	(9.2)	2,880.8	2,780.3	(3.6)
<i>Fuel cost</i>	<i>1,068.7</i>	<i>896.4</i>	<i>(19.2)</i>	<i>2,895.9</i>	<i>2,450.8</i>	<i>(18.2)</i>
<i>Fuel hedging (gain)/loss</i>	<i>(44.0)</i>	<i>42.2</i>	<i>n.m.</i>	<i>(15.1)</i>	<i>329.5</i>	<i>n.m.</i>
-- Non-fuel expenditure	2,722.6	2,615.4	(4.1)	8,065.2	7,782.1	(3.6)
<b>Operating Profit</b>	<b>329.4</b>	<b>292.9</b>	<b>12.5</b>	<b>842.8</b>	<b>595.2</b>	<b>41.6</b>
<b>Operating Profit Margin (%)</b>	<b>8.1</b>	<b>7.6</b>	<b>0.5 pt</b>	<b>7.1</b>	<b>5.3</b>	<b>1.8 pts</b>


# SIA GROUP

## Q3 & 9M FY2017-18

### Group Revenue



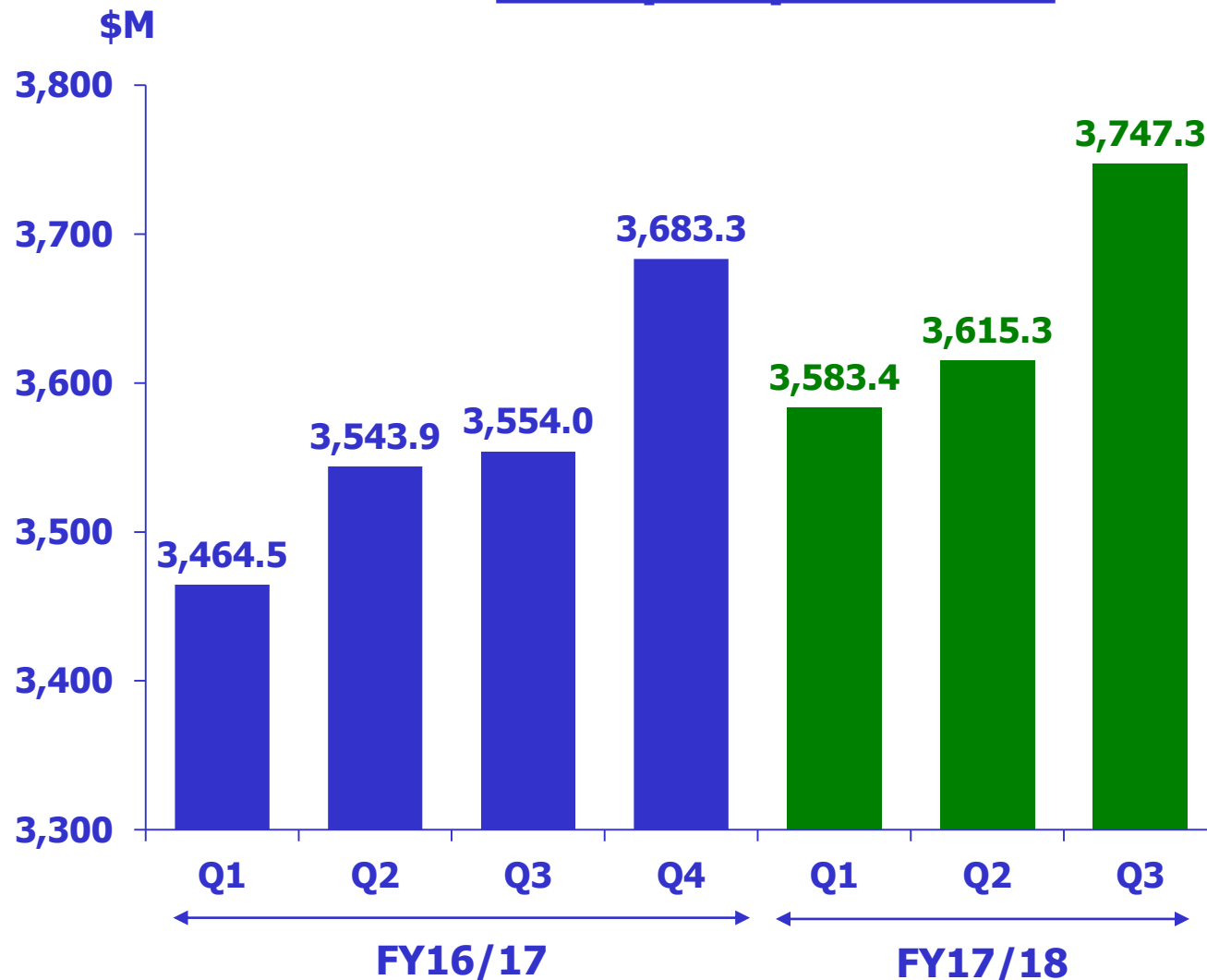
**9M FY17/18**  
**\$11,788.8M**

**Year-on-Year**  
 **\$631.2M**  
**(+5.7%)**

# SIA GROUP

## Q3 & 9M FY2017-18

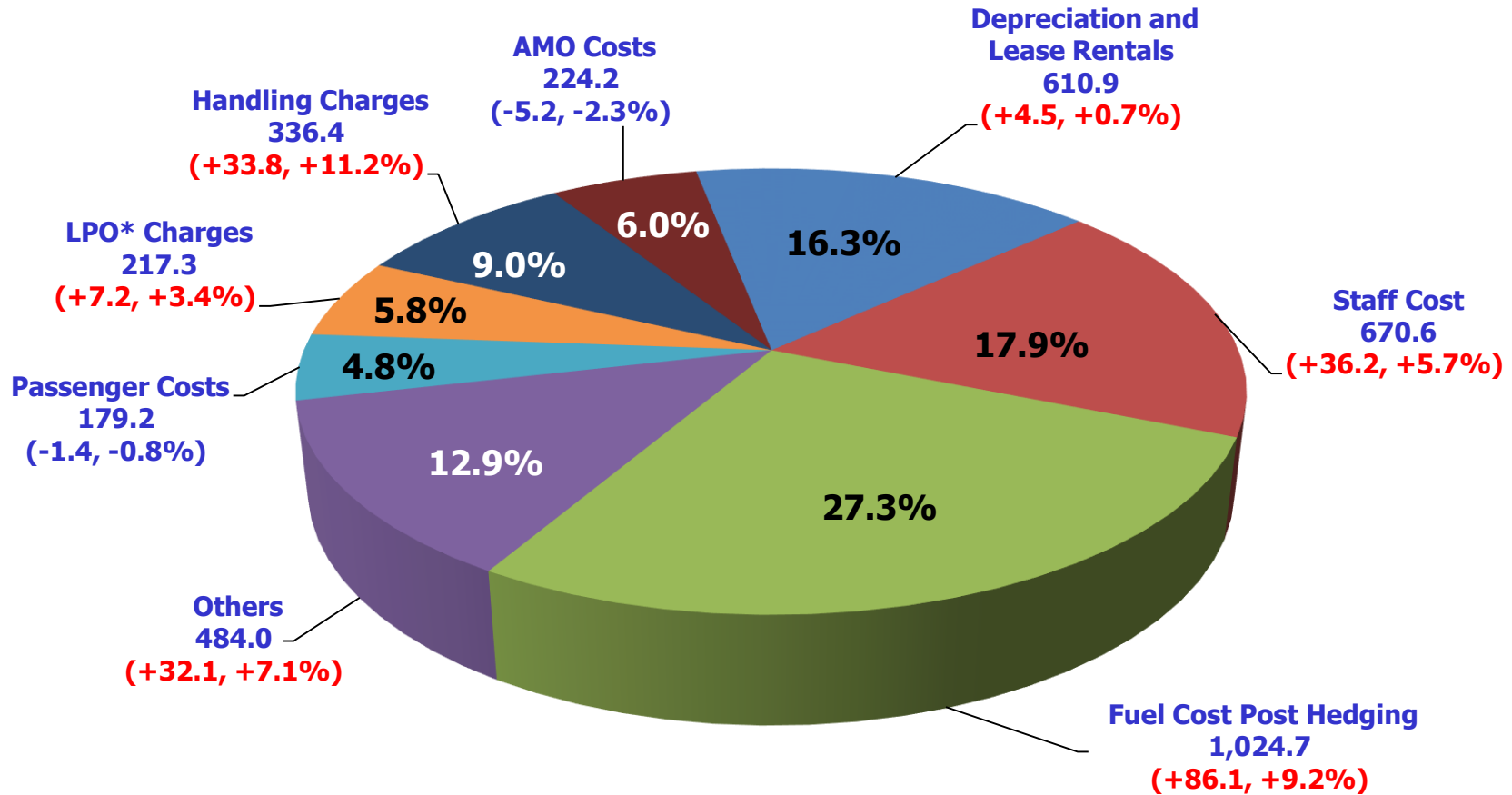
### Group Expenditure



**9M FY17/18**  
**\$10,946.0M**

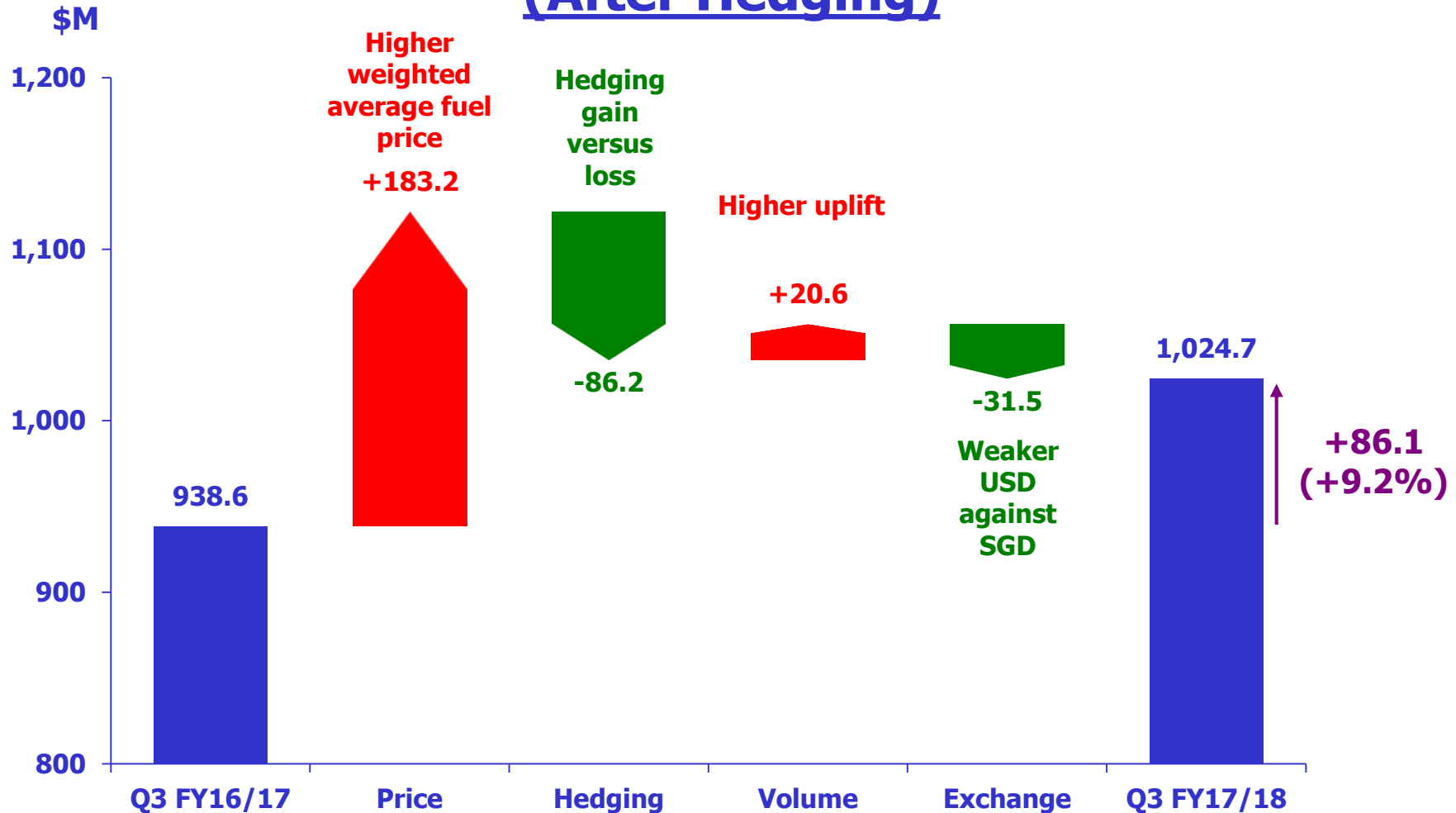
**Year-on-Year**  
**↑ \$383.6M**  
**(+3.6%)**

### Cost Composition (\$M)



\*Landing, Parking and Overflying

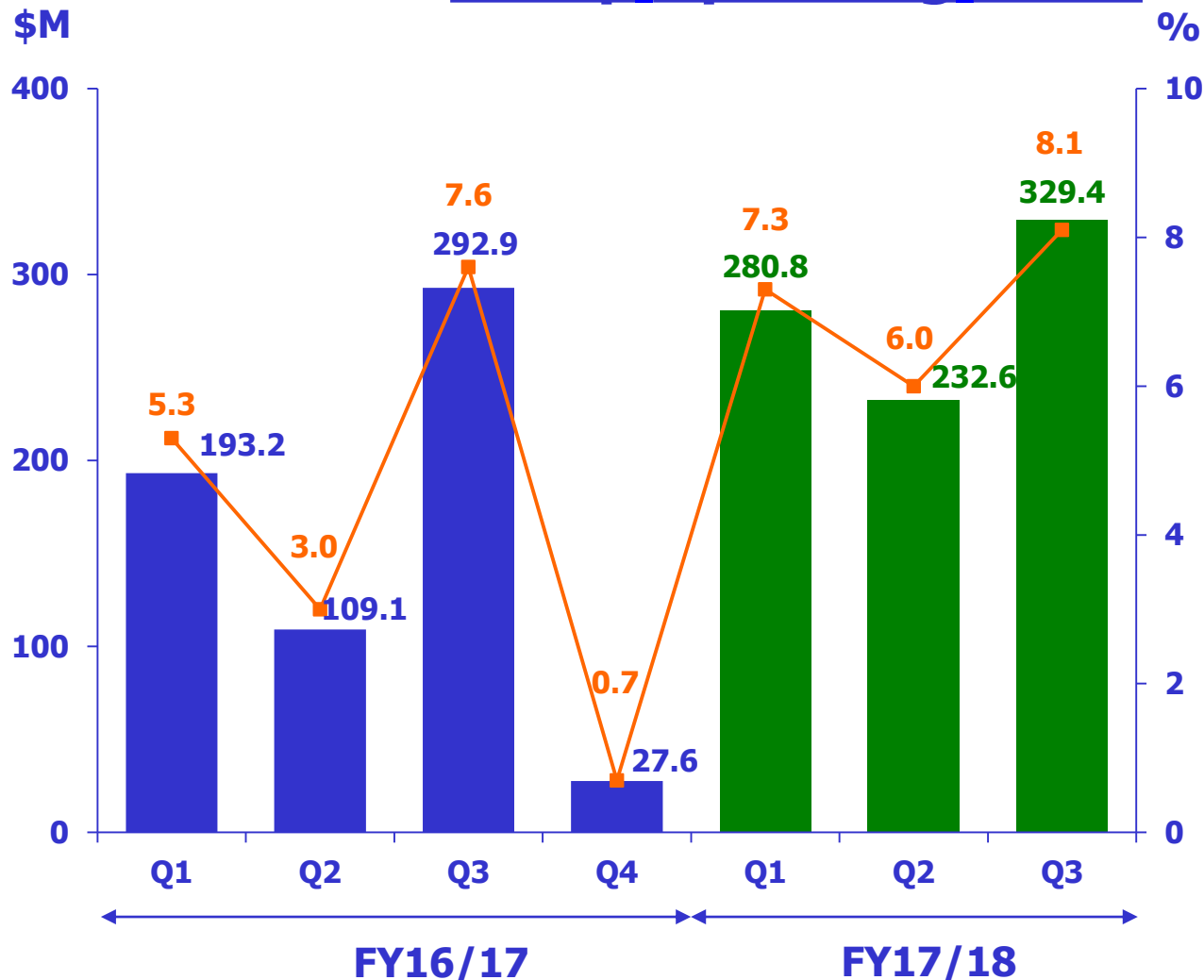
### Composition of Increase in Fuel Cost (After Hedging)



# SIA GROUP

## Q3 & 9M FY2017-18

### Group Operating Profit

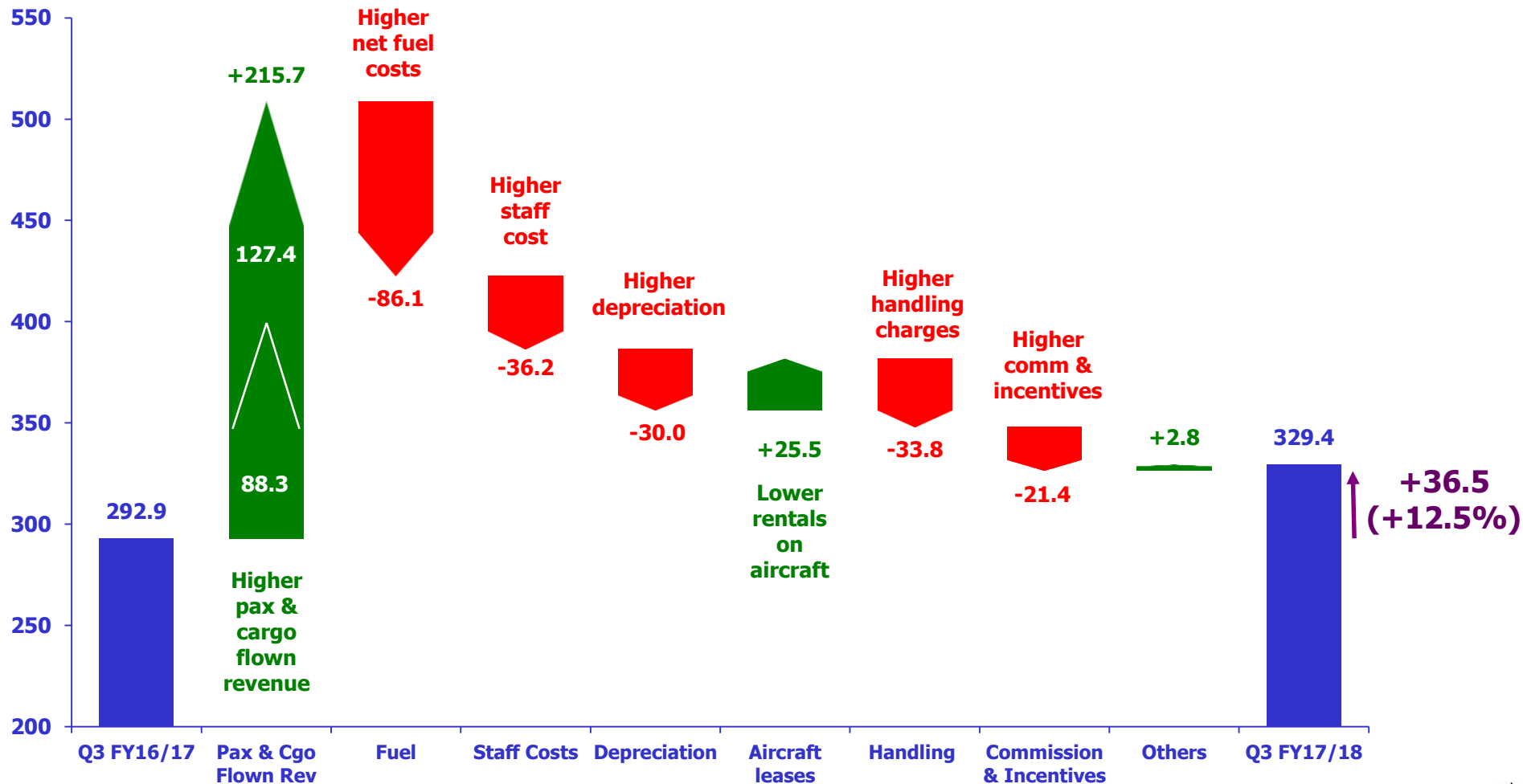


**9M FY17/18**  
**Op. Profit**  
**\$842.8M**  
 ↑ **+\$247.6M**  
 (**+41.6%**)

**Operating**  
**Profit Margin**  
 ↑ **1.8% pts**

### Composition of Increase in Operating Profit

\$M



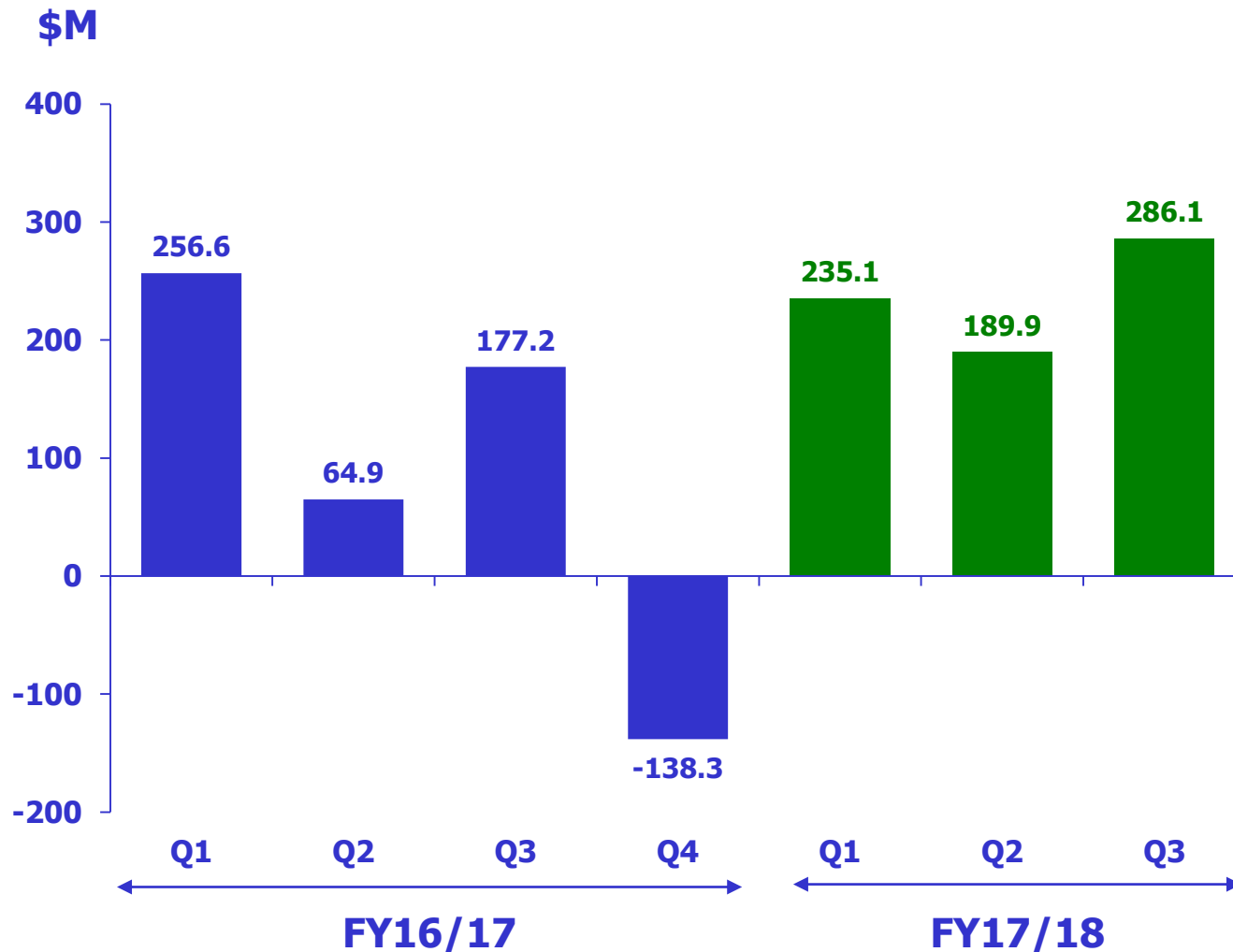


### Group Operating Profit

	<u>Q3</u> <u>FY17/18</u>	<u>Q3</u> <u>FY16/17</u>	<u>Better/</u> <u>(Worse)</u>	<u>Better/</u> <u>(Worse)</u>
	<u>(\$M)</u>	<u>(\$M)</u>	<u>(\$M)</u>	<u>(%)</u>
SIA	154.8	151.2	3.6	2.4
SIAEC Group	18.2	25.2	(7.0)	(27.8)
SIA Cargo	88.2	53.6	34.6	64.6
SilkAir	18.7	29.7	(11.0)	(37.0)
Scout	43.2	28.5	14.7	51.6
Others	6.3	4.7	1.6	34.0
<b>Group Total</b>	<b>329.4</b>	<b>292.9</b>	<b>36.5</b>	<b>12.5</b>

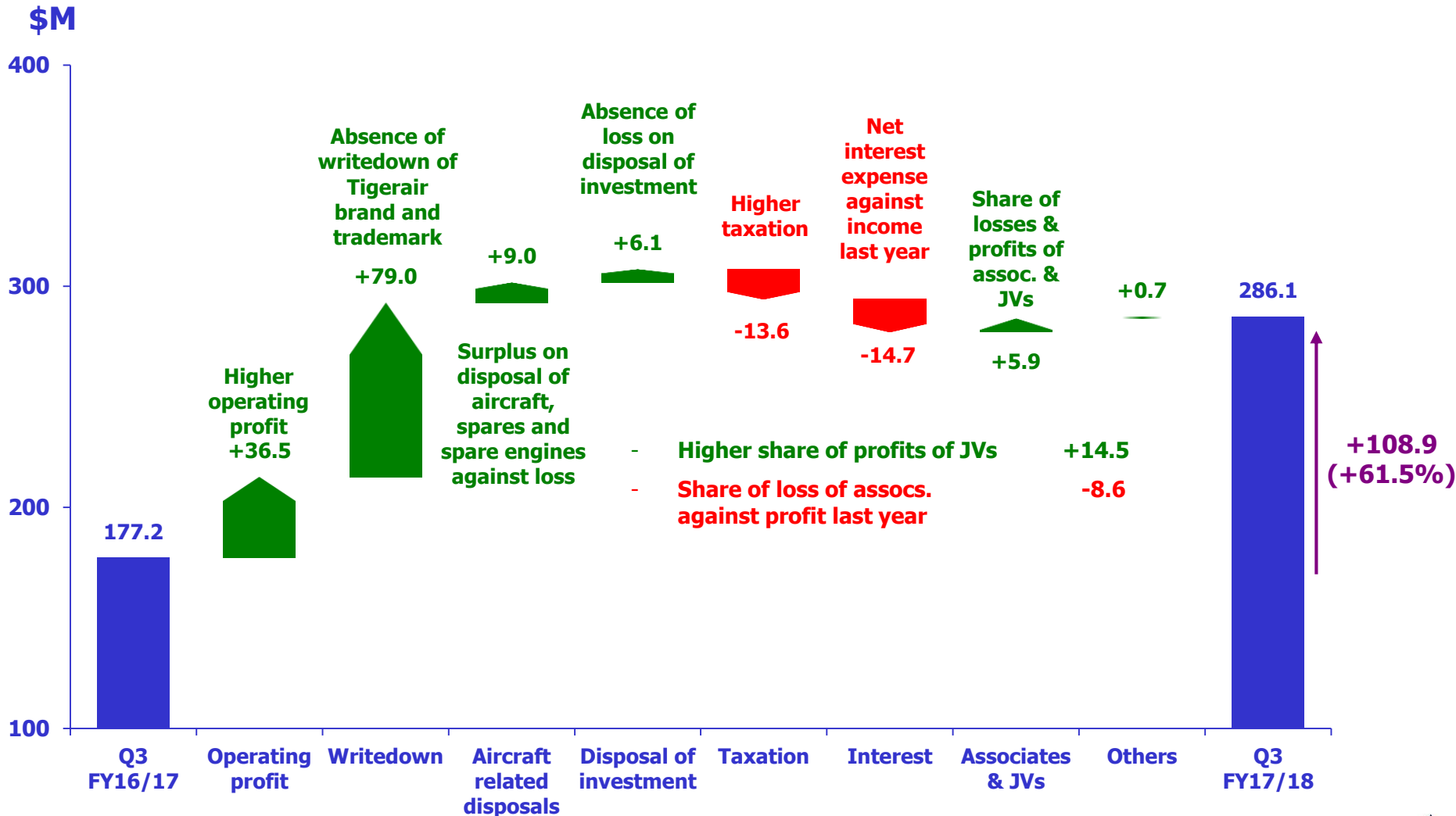
# SIA GROUP Q3 & 9M FY2017-18

## Group Net Profit



**9M FY17/18  
Net Profit  
\$711.1M**  
↑ **\$212.4M  
(+42.6%)**

### Group Profit Attributable to Owners of the Parent





# **PARENT AIRLINE COMPANY**

## **Q3 & 9M FY2017-18**

# PARENT AIRLINE COMPANY

## Q3 & 9M FY2017-18

SINGAPORE AIRLINES

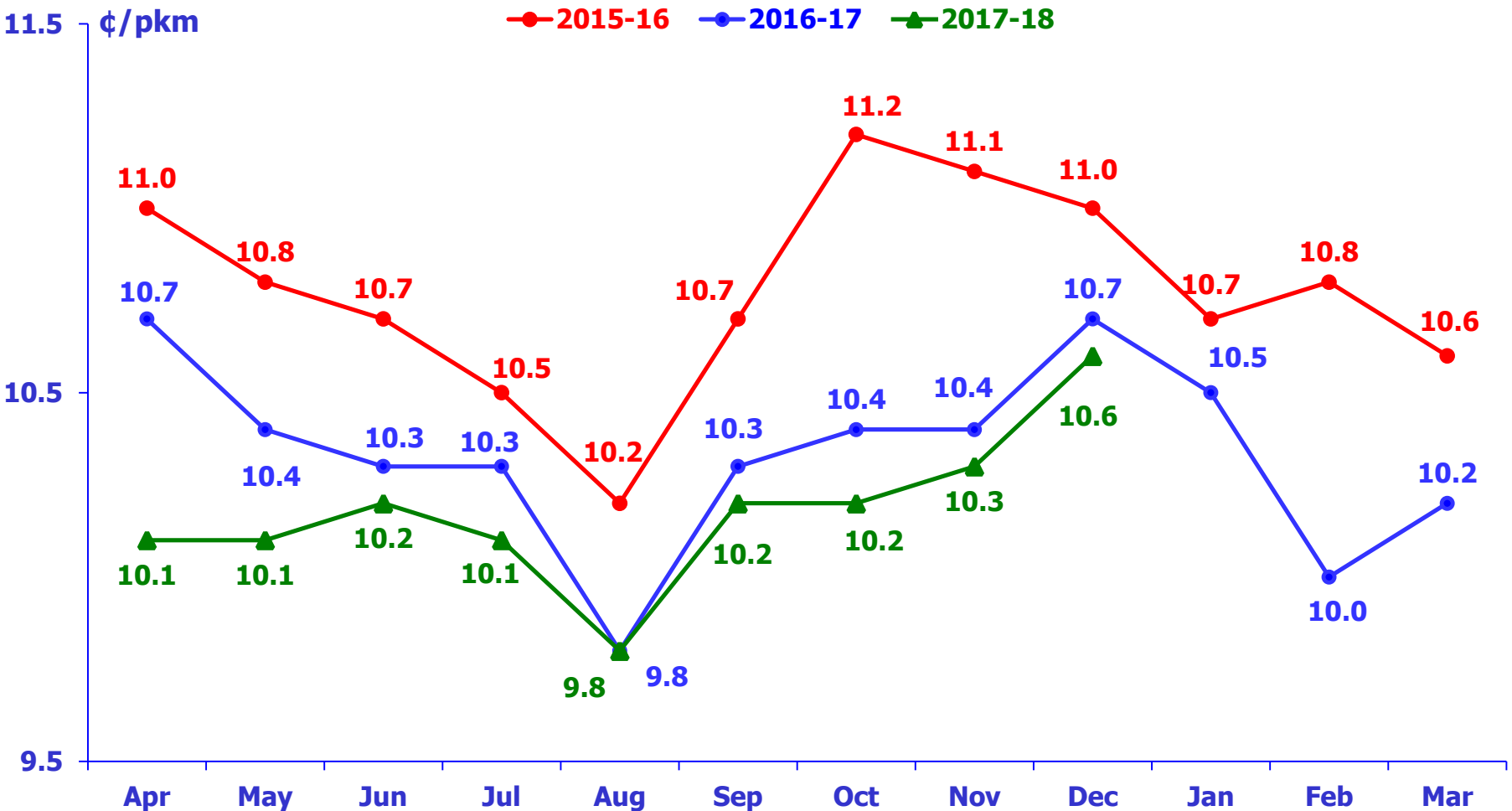


	<u>Q3</u> <u>FY17/18</u>	<u>Change</u> <u>%</u>	<u>9M</u> <u>FY17/18</u>	<u>Change</u> <u>%</u>
Available Seat-KM (M)	30,042.6	1.0	89,052.3	0.3
Revenue Passenger-KM (M)	24,513.1	4.4	72,267.9	3.8
Passenger Load Factor (%)	81.6	2.6 pts	81.2	2.8 pts
Pax Yield (¢/pkm)	10.4	(1.0)	10.2	(1.9)
Revenue per available seat-km (¢/ask)	8.5	2.4	8.3	2.5
Passenger Unit Cost (¢/ask)	8.4	3.7	8.3	2.5
Passenger Unit Ex-fuel Cost (¢/ask)	5.8	1.8	5.8	-
Passenger Breakeven Load Factor (%)	80.8	3.7 pts	81.4	3.5 pts



# PARENT AIRLINE COMPANY Q3 & 9M FY2017-18

## Monthly Pax Yields



# PARENT AIRLINE COMPANY

## Q3 & 9M FY2017-18

SINGAPORE AIRLINES



### Operating Result

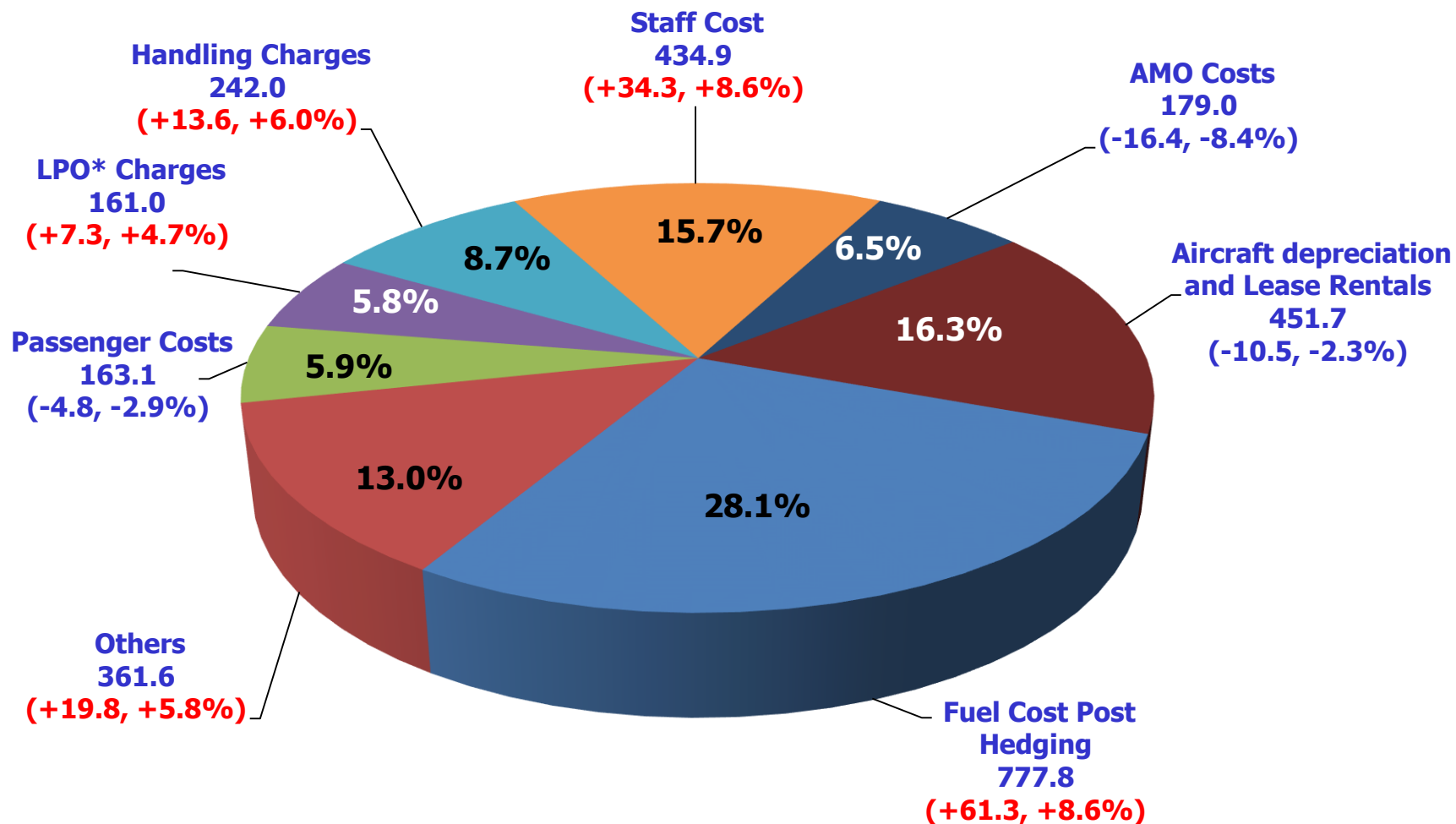
	<u>Q3</u> <u>FY17/18</u> <u>(\$M)</u>	<u>Q3</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>	<u>9M</u> <u>FY17/18</u> <u>(\$M)</u>	<u>9M</u> <u>FY16/17</u> <u>(\$M)</u>	<u>Better/</u> <u>(Worse)</u> <u>(%)</u>
<b>Total Revenue</b>	<b>2,925.9</b>	<b>2,817.7</b>	<b>3.8</b>	<b>8,650.0</b>	<b>8,381.3</b>	<b>3.2</b>
<b>Total Expenditure</b>	<b>2,771.1</b>	<b>2,666.5</b>	<b>(3.9)</b>	<b>8,084.4</b>	<b>7,954.1</b>	<b>(1.6)</b>
-- Net fuel cost	777.8	716.5	(8.6)	2,200.1	2,147.3	(2.5)
<i>Fuel cost</i>	<i>811.1</i>	<i>683.7</i>	<i>(18.6)</i>	<i>2,209.1</i>	<i>1,887.7</i>	<i>(17.0)</i>
<i>Fuel hedging (gain)/loss</i>	<i>(33.3)</i>	<i>32.8</i>	<i>n.m.</i>	<i>(9.0)</i>	<i>259.6</i>	<i>n.m.</i>
-- Non-fuel expenditure	1,993.3	1,950.0	(2.2)	5,884.3	5,806.8	(1.3)
<b>Operating Profit</b>	<b>154.8</b>	<b>151.2</b>	<b>2.4</b>	<b>565.6</b>	<b>427.2</b>	<b>32.4</b>
<b>Operating Profit Margin (%)</b>	<b>5.3</b>	<b>5.4</b>	<b>(0.1) pt</b>	<b>6.5</b>	<b>5.1</b>	<b>1.4 pts</b>



# PARENT AIRLINE COMPANY

## Q3 FY2017-18

### Cost Composition (\$M)

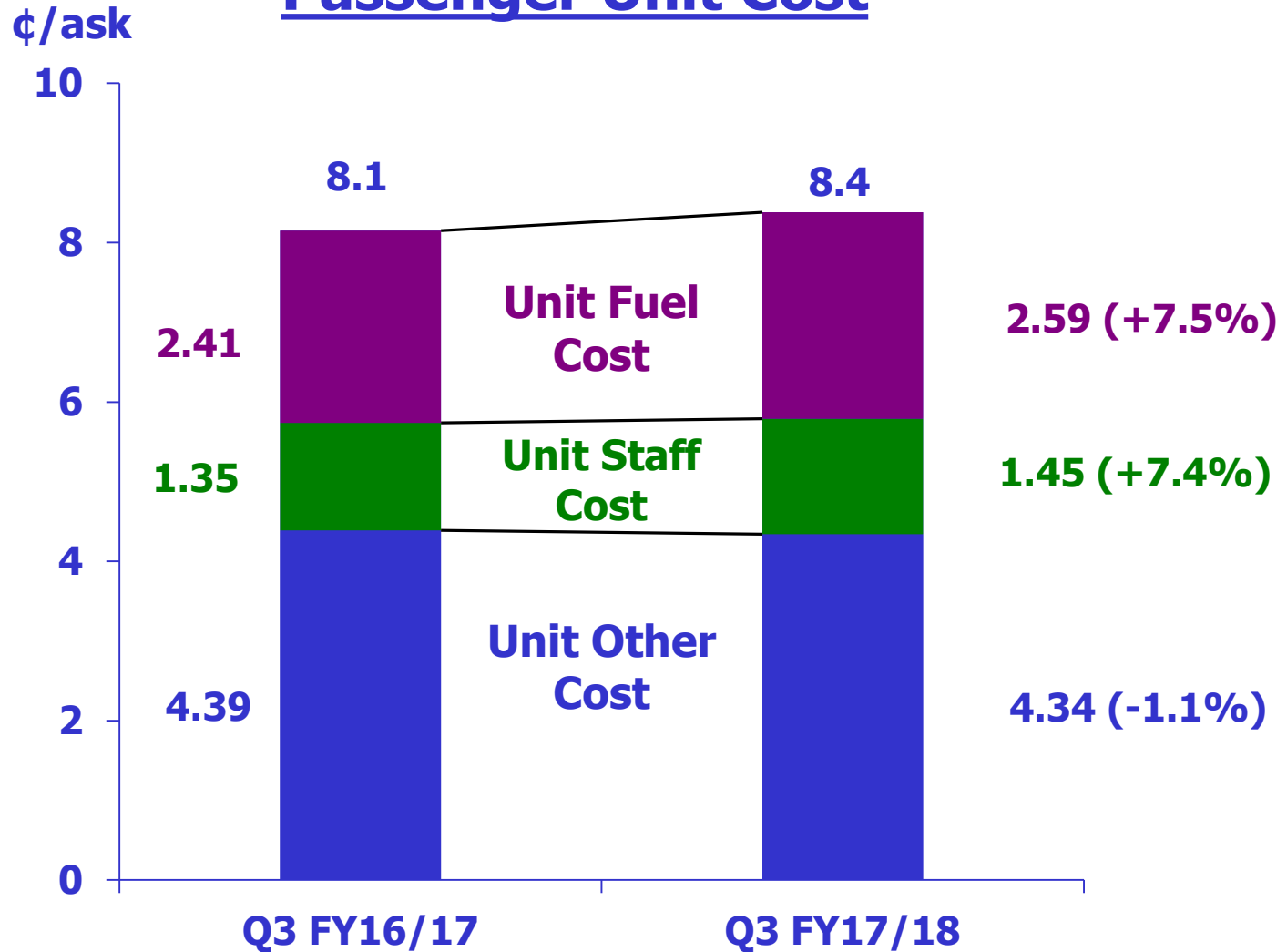


\*Landing, Parking and Overflying

# PARENT AIRLINE COMPANY

## Q3 FY2017-18

### Passenger Unit Cost





<b>Q4 FY17/18</b>	<b>Jet Fuel</b>	<b>Brent</b>
<b>Percentage hedged (%)</b>	<b>40.7</b>	<b>-</b>
<b>Average hedged price (USD/BBL)</b>	<b>65</b>	<b>-</b>

<b>Maturities Up To FY22/23</b>	<b>Jet Fuel</b>	<b>Brent</b>
<b>Percentage hedged (%)</b>	<b>-</b>	<b>Up to 47%</b>
<b>Average hedged price (USD/BBL)</b>	<b>-</b>	<b>53-59</b>



Thank You