



ANALYST MEETING FOR 2Q2015

August 14, 2015



ASIA AVIATION
Public Company Limited



DISCLAIMER

The presentation is dated the day it is given. The delivery of this presentation shall not, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. The third party information and statistical data in this presentation have been obtained from sources the Company believes to be reliable but in no way are warranted by the Company as to accuracy or completeness. This presentation may not contain all material information concerning the Company and the information set forth in this material is subject to change without notice.

These materials included herein that are not historical facts are forward-looking statements. Such forward looking statements involve a number of risks and uncertainties and are subject to change at any time. In the event such risks or uncertainties materialize, AAV's results could be materially affected. The risks and uncertainties include, but are not limited to, risks associated with the inherent uncertainty of airline travel, seasonality issues, volatile jet fuel prices, world terrorism, perceived safe destination for travel, Government regulation changes and approval, including but not limited to the expected landing rights into new destinations.

This presentation is strictly not to be distributed without the explicit consent of Company's management under any circumstances.



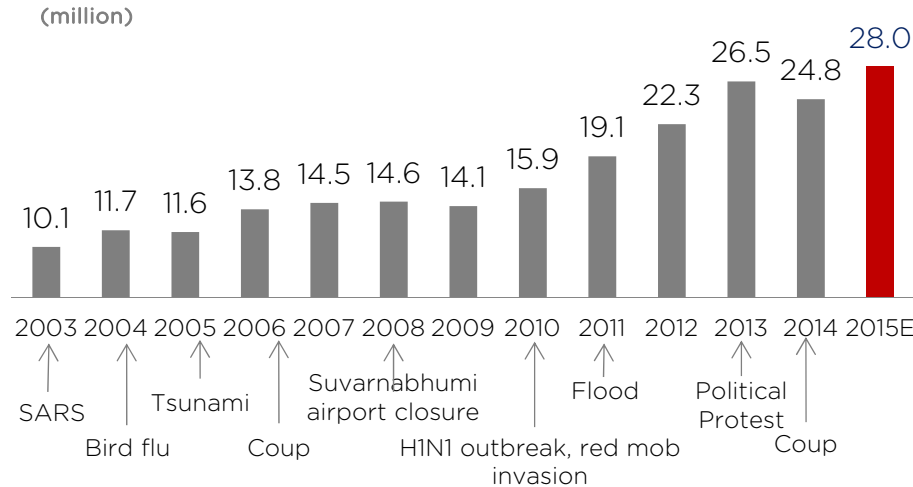
KEY HIGHLIGHTS

A GRIMPSE OF AIRASIA AVIATION



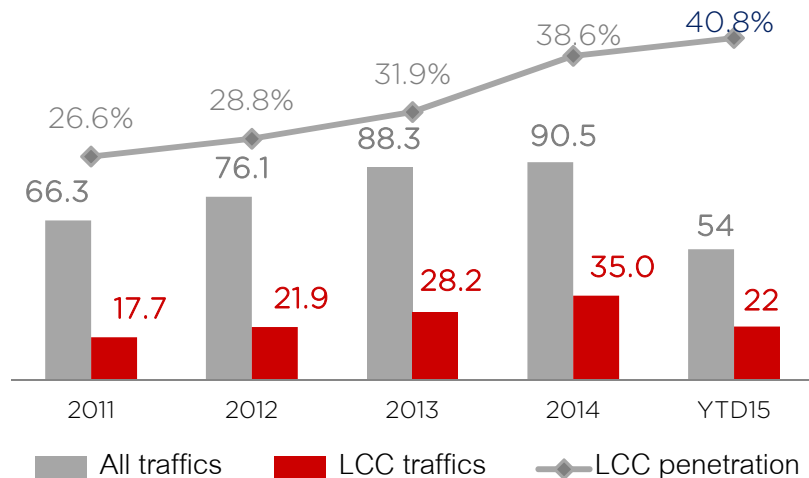
THAILAND MARKET

Continual strong tourists arrivals in the last 11-year



Source: Thailand's Department of Tourism

Growing LCC penetration based on AOT passenger traffics (million)



Source: AOT's (June)

YTD2015: Tourists by nationality; ASEAN & Chinese tourists still driven market

January-June

Nationality	2015		2014		%Δ 2015/2014
	Number	%Share	Number	%Share	
East Asia	9,837,152	66.66	6,280,500	54.74	56.63
ASEAN	3,915,611	26.53	2,908,972	25.36	34.60
China	3,935,632	26.67	1,893,077	16.50	107.90
Hong Kong	329,851	2.24	169,460	1.48	94.65
Japan	674,806	4.57	578,589	5.04	16.63
Korea	642,475	4.35	533,194	4.65	20.50
Taiwan	303,519	2.06	175,150	1.53	73.29
Others	35,258	0.24	22,058	0.19	59.84
Europe	2,823,985	19.13	3,272,498	28.52	(13.71)
Americas	620,537	4.20	557,787	4.86	11.25
South Asia	684,036	4.63	586,964	5.12	16.54
Oceania	437,139	2.96	455,334	3.97	(4.00)
Middle East	282,951	1.92	247,327	2.16	14.40
Africa	72,422	0.49	72,471	0.63	(0.07)
Grand Total	14,758,222	100.00	11,472,881	100.00	28.64

Source: Immigration Bureau, Police Department. (June)

- Tourist visit rocketed by 29% YoY amid Thai's slowing economy
- Latest, Thai government stimulate tourism sector by allowing foreign tourists to obtain Multiple Visa that be able to stay in Thailand up to 6 months.
- Continual increasing trend of LCCs, capturing 41% of the market (both domestic & international)

2Q15 HIGHLIGHTS



- ✈ No. 1 Low Fare Airline of Thailand ¹
- ✈ 40 destinations across 10 countries in Asia
- ✈ Hub Cities : DMK, HKT, CNX and KBV
- ✈ 43 Airbus A320 with utilization 11.2 hrs./day
- ✈ Growing load factor of 80% (+2 ppts YoY)
- ✈ Passengers at 3.54 million, rocketed by 26% from prior year, beating 23% capacity growth YoY
- ✈ Average fare increased by 1% YoY to 1,632 Baht, while 5% growth in RASK
- ✈ TAA's cash balance of Baht 6.7 Billion² (net debt/equity 0.96X)
- ✈ MOU with Ministry of Agriculture and Cooperatives to establish the Export Agricultural Products Quarantine One Stop Service
- ✈ World's Best Low Cost Airline for 7 years straight and Best Thailand Airline Award 2014 voted by Chinese tourists

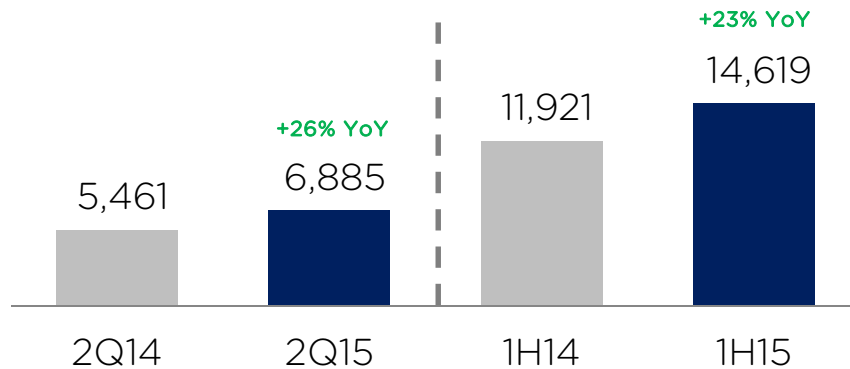
Note : ¹As of April 2015 (Resource : AAV, AOT and DCA)

²Including cash and cash equivalents, S-T investments, Investment in private funds L-T investments.

TAA : FINANCIAL HIGHLIGHTS

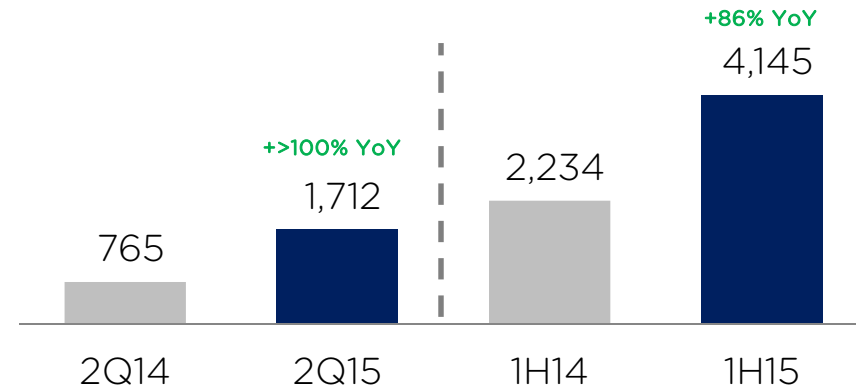
REVENUES

Unit: Million Baht



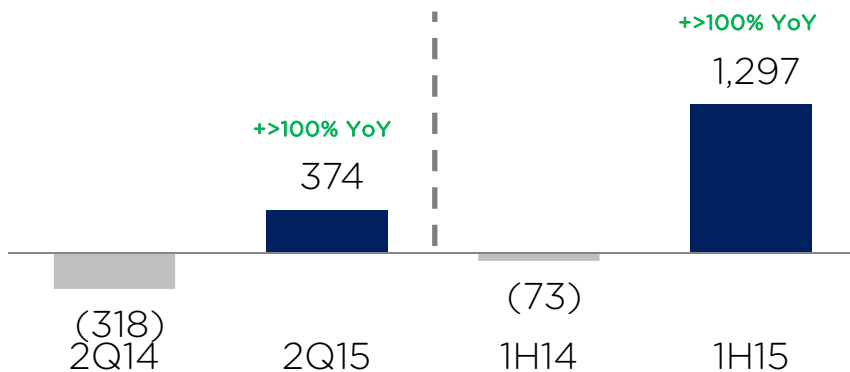
EBITDAR

Unit: Million Baht



NET PROFIT

Unit: Million Baht



2Q15 VS 2Q14

- Revenues increased by 26% in relation to passenger growth and a rise in avg. fare price
- EBITDAR margin was at 25% (+11 ppt YoY) mainly from lower fuel cost
- Net profit margin was at 5% (+11 ppts YoY)

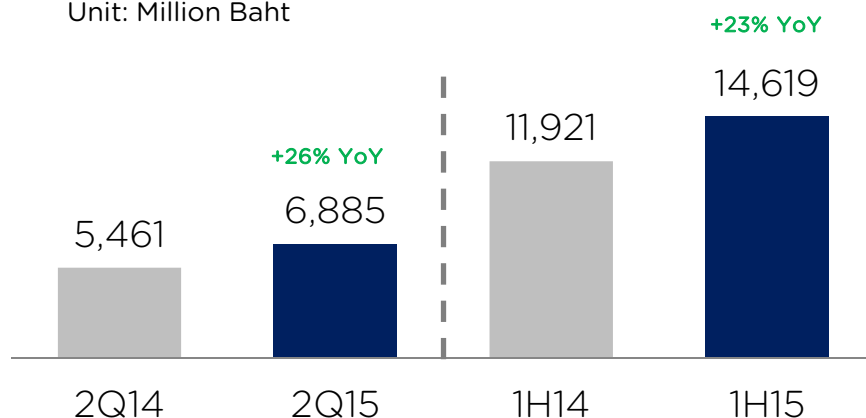
1H15 VS 1H14

- Revenues increased by 23% due to a rise in passengers carried and avg. fare price
- EBITDAR margin was at 28% (+9 ppts YoY) mainly from plummeted drop in oil price
- Net profit margin was at 9% (+10 ppts YoY)

AAV : FINANCIAL HIGHLIGHTS

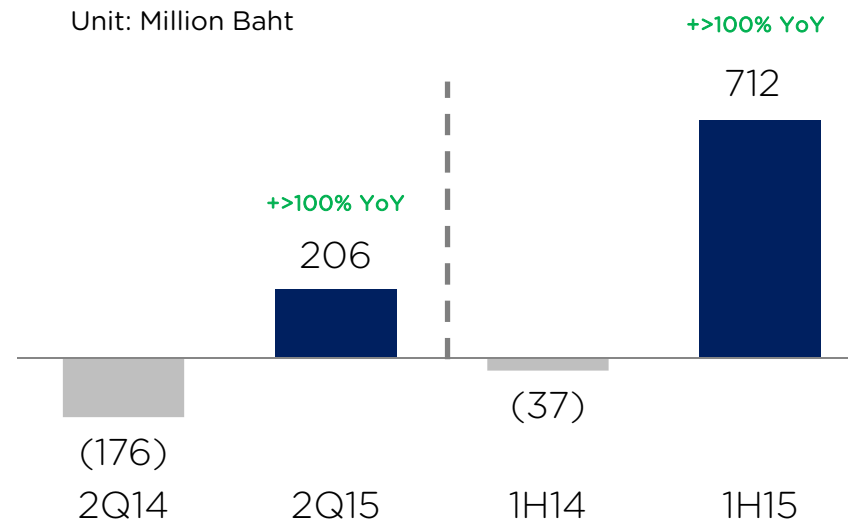
REVENUES

Unit: Million Baht



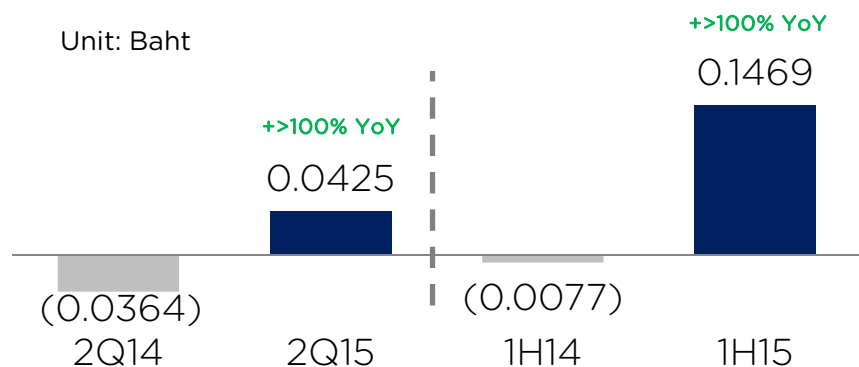
NET PROFIT

Unit: Million Baht



BASIC EPS

Unit: Baht



2Q15 VS 2Q14

- Revenue was at Baht 6,885 million (+26% YoY)
- Net profit (Parent) was Baht 206 million
- Basic EPS was 0.0425 Baht per share

1H15 VS 1H14

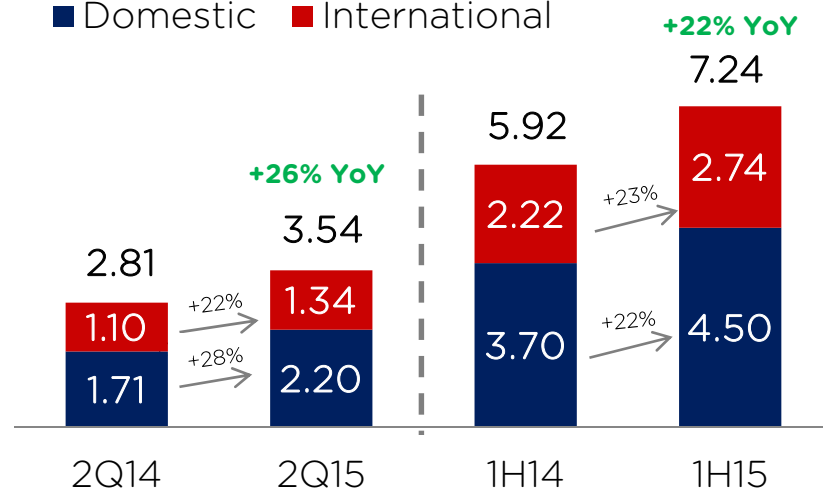
- Revenue was at Baht 14,619 million (+23% YoY)
- Net profit (Parent) was Baht 712 million
- Basic EPS was 0.1469 Baht per share

OPERATIONAL HIGHLIGHTS

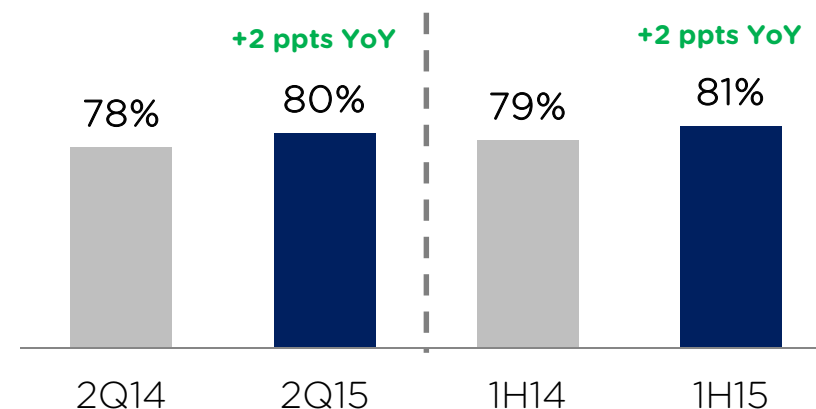
GROWING PASSENGERS CARRIED

Unit: Million passengers

■ Domestic ■ International

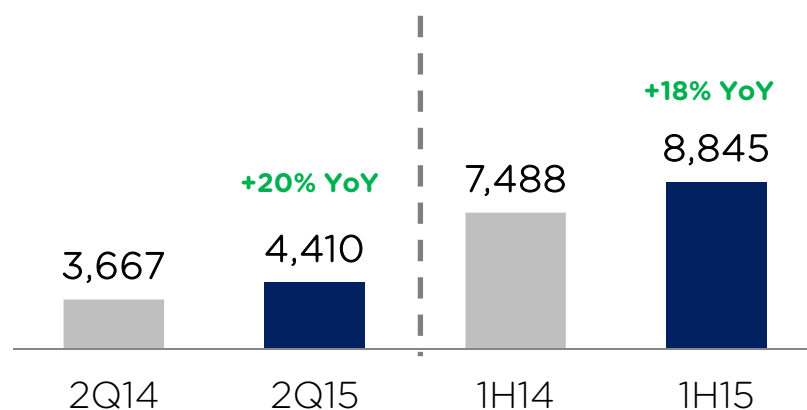


SOLID LOAD FACTOR



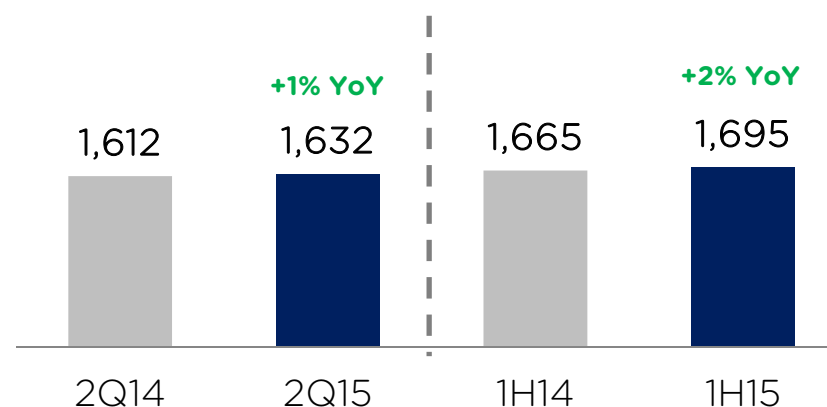
CONTINUE EXPANDING ASK

Unit: Million



AVERAGE FARE* RECOVERY

Unit: Baht per pax

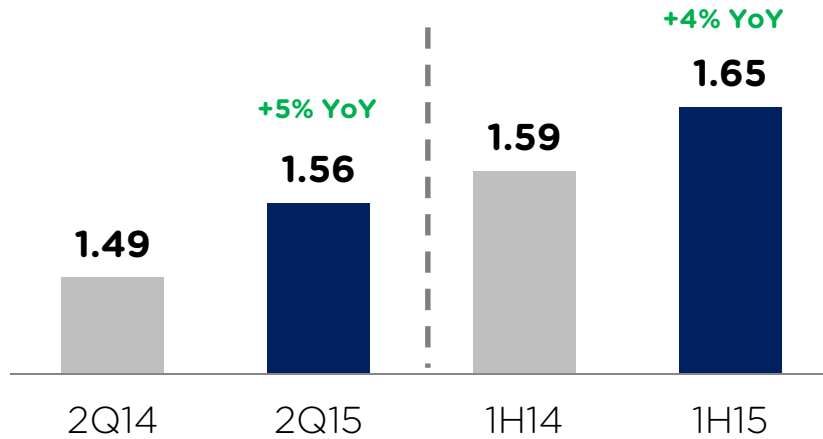


* Removed fuel surcharge since Jan 2015

IMPROVING RASK WHILE KEEPING COST LOW

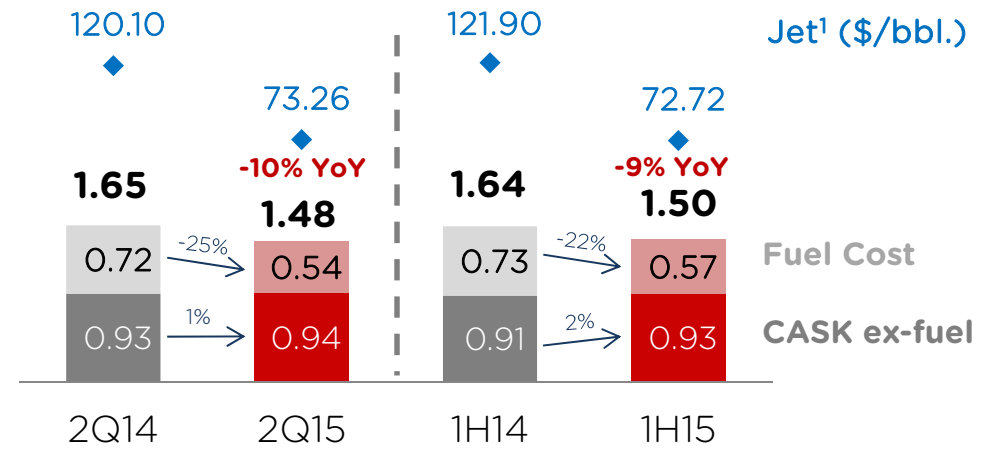
REVENUE PER ASK (RASK)

Unit: Baht

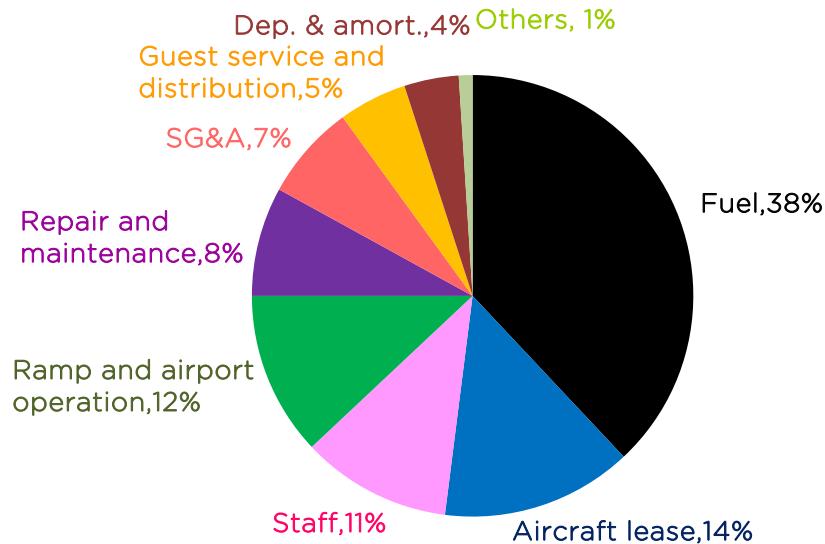


COST PER ASK (CASK)

Unit: Baht



1H2015 EXPENSE BY NATURE



¹ MOPS Singapore

POSITIVE FUEL ENVIRONMENT

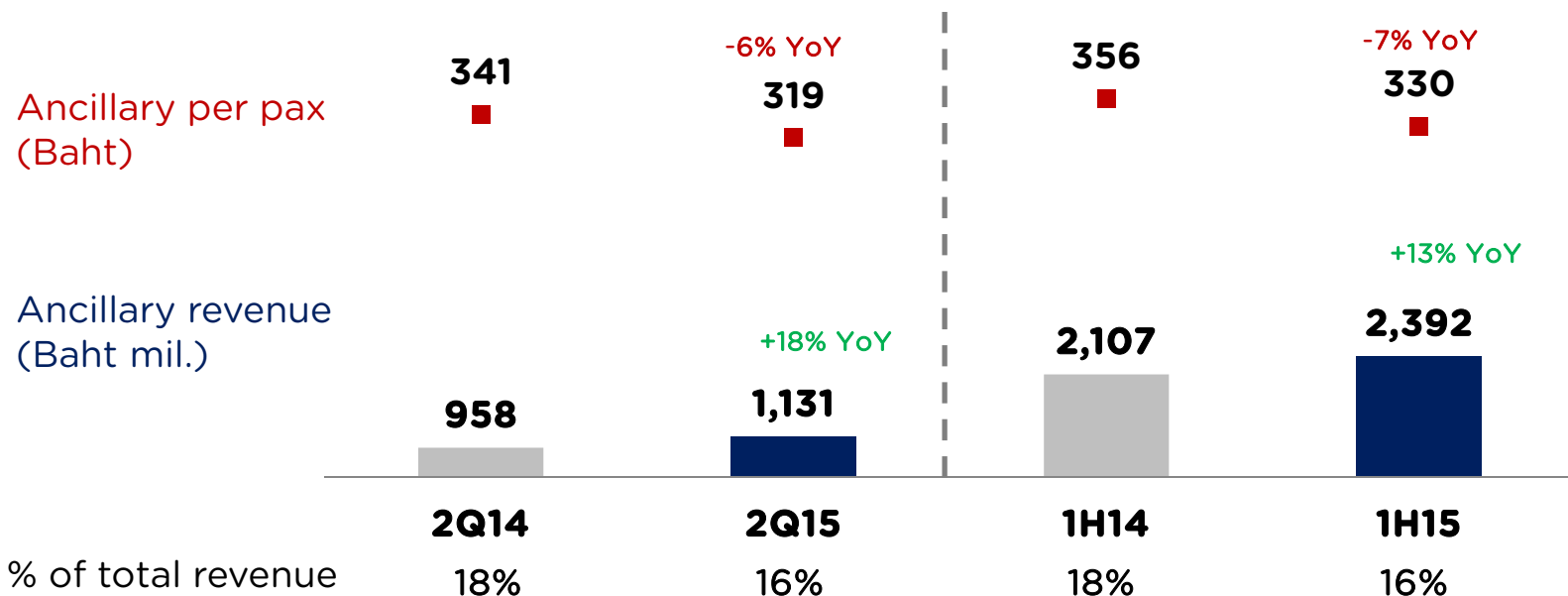
AirAsia Group	1Q15	2Q15	3Q15	4Q15
Hedge Ratio	50%	50%	50%	50%
Avg Hedge Cost (USD -Jet Kero)	98	88	84	84
Avg Hedge Cost 2015	88			
Avg Effective Cost (USD -Jet Kero)	86	82	73	73
Avg Effective Cost 2015	78			

ANCILLARIES ENHANCEMENT

Targeting 18% of total revenues

STRATEGIES

- Drive pre-book of ancillary products in Chinese market especially on baggage, seat and insurance
- Increase fee revenues by promote credit card payment with bank partner
- Educate mass market on the benefit of Tune INSURE AirAsia Travel Protection
- Connectivity to top leisure destination via FLY-THRU





BUSINESS STRATEGIES

To drive long term growth



DIVERSIFIES OUR NETWORK

ASEAN + China + India

680+1200+1000 Million population

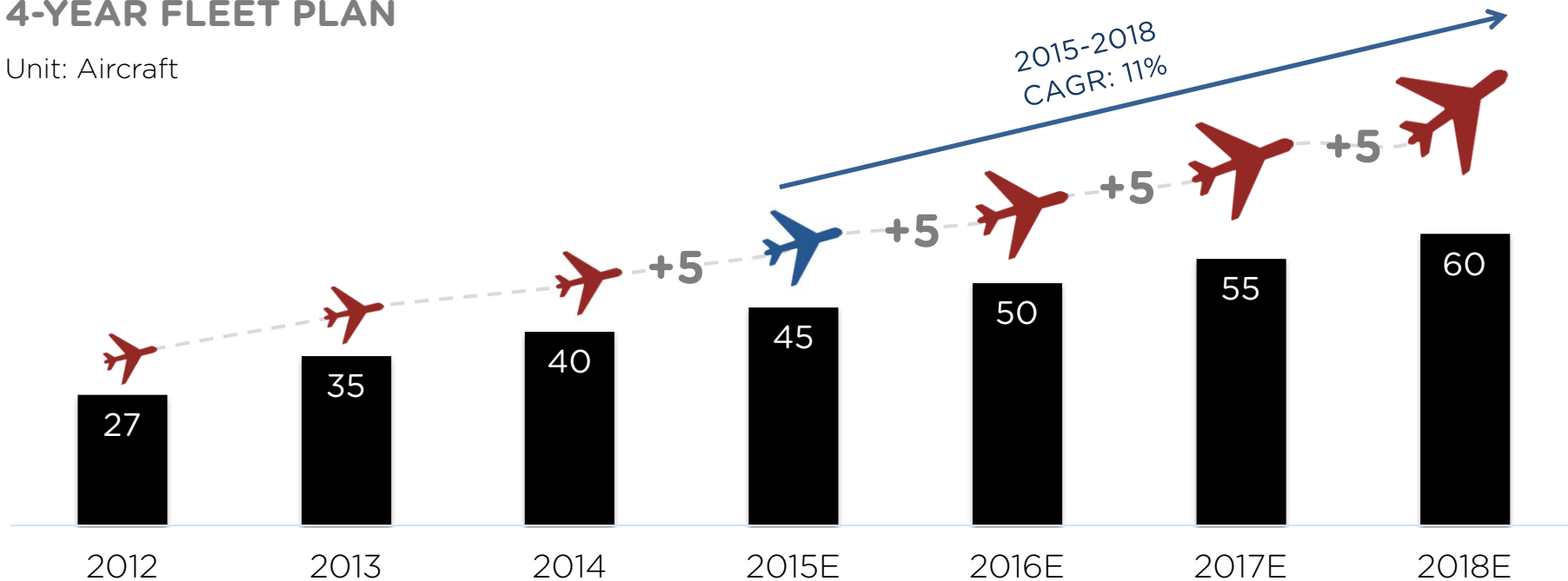


FLEET PLAN OVERVIEW

- Thai AirAsia's fleet plan allows for continuous growth
- 2016-2018 NEOs fuel efficiency aircraft

4-YEAR FLEET PLAN

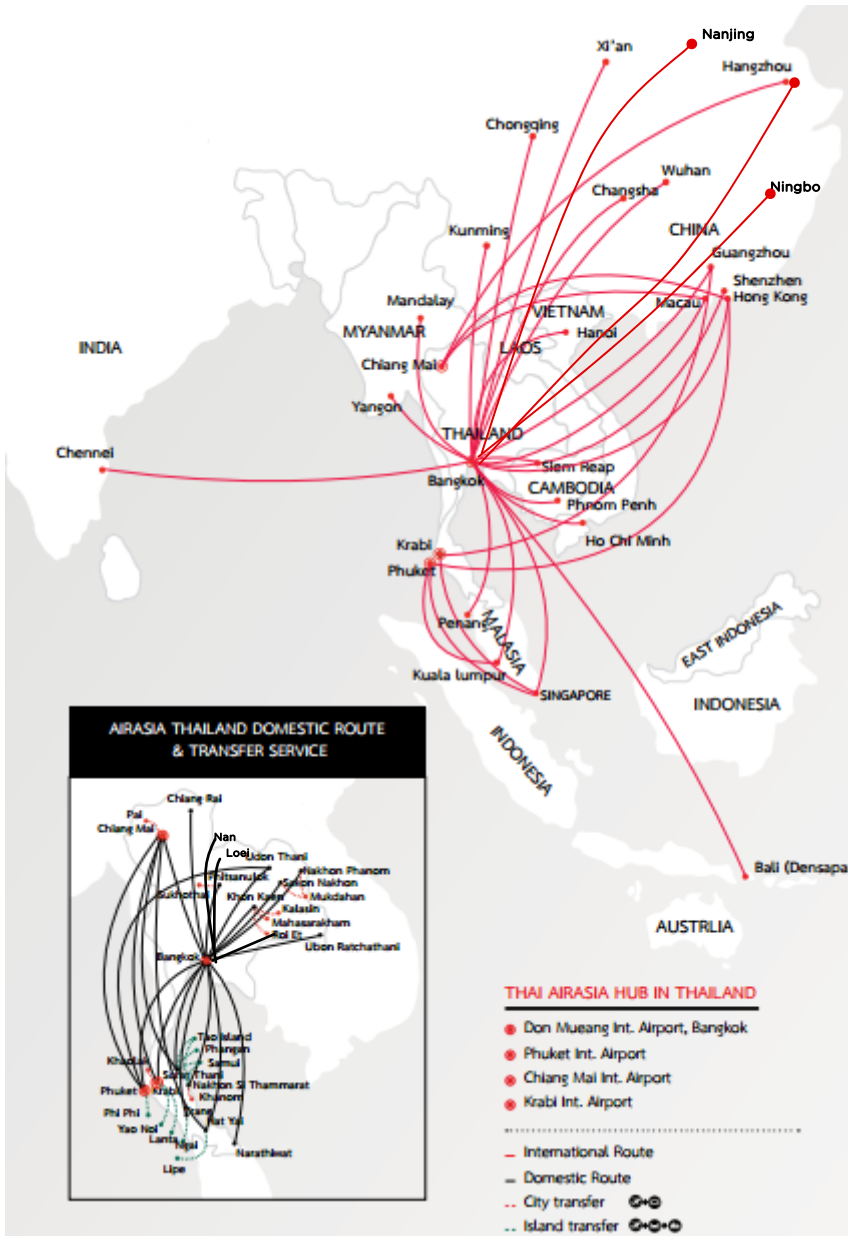
Unit: Aircraft



FLEET PROFILE:

- 43 aircraft as of June 2015
 - ✈ 29 operating leases
 - ✈ 14 finance leases
- Average age : 3.9 Yrs. as of June 2015
- All A320s with single-class 180 seats

ROUTE NETWORK



As ended of:		2Q2015
No. of destination		<u>40</u>
- Domestic		19
- International		21
No. of weekly flights (Dom:Int'l -> 65:35)		882
Route movements:	Additional frequencies:	New destinations:
2Q2015	<ul style="list-style-type: none"> Bangkok - Phuket (14th)(May) 	<ul style="list-style-type: none"> Bangkok - Buri Ram (1st)(Apr)
3Q2015		<ul style="list-style-type: none"> Bangkok - Bangalore (1st)(Sep) UTP - Nanchang (1st)(Sep) UTP - Nanning (1st)(Sep) UTP - Hangzhou (1st)(Sep)

UPCOMING EVENT

Launching the Fifth hub



Thai AirAsia in UTP

Launching a new hub at U-Tapao International Airport (UTP) in 4Q15

Deployed 2 Aircraft

5 international routes
(4 China and 1 ASEAN)

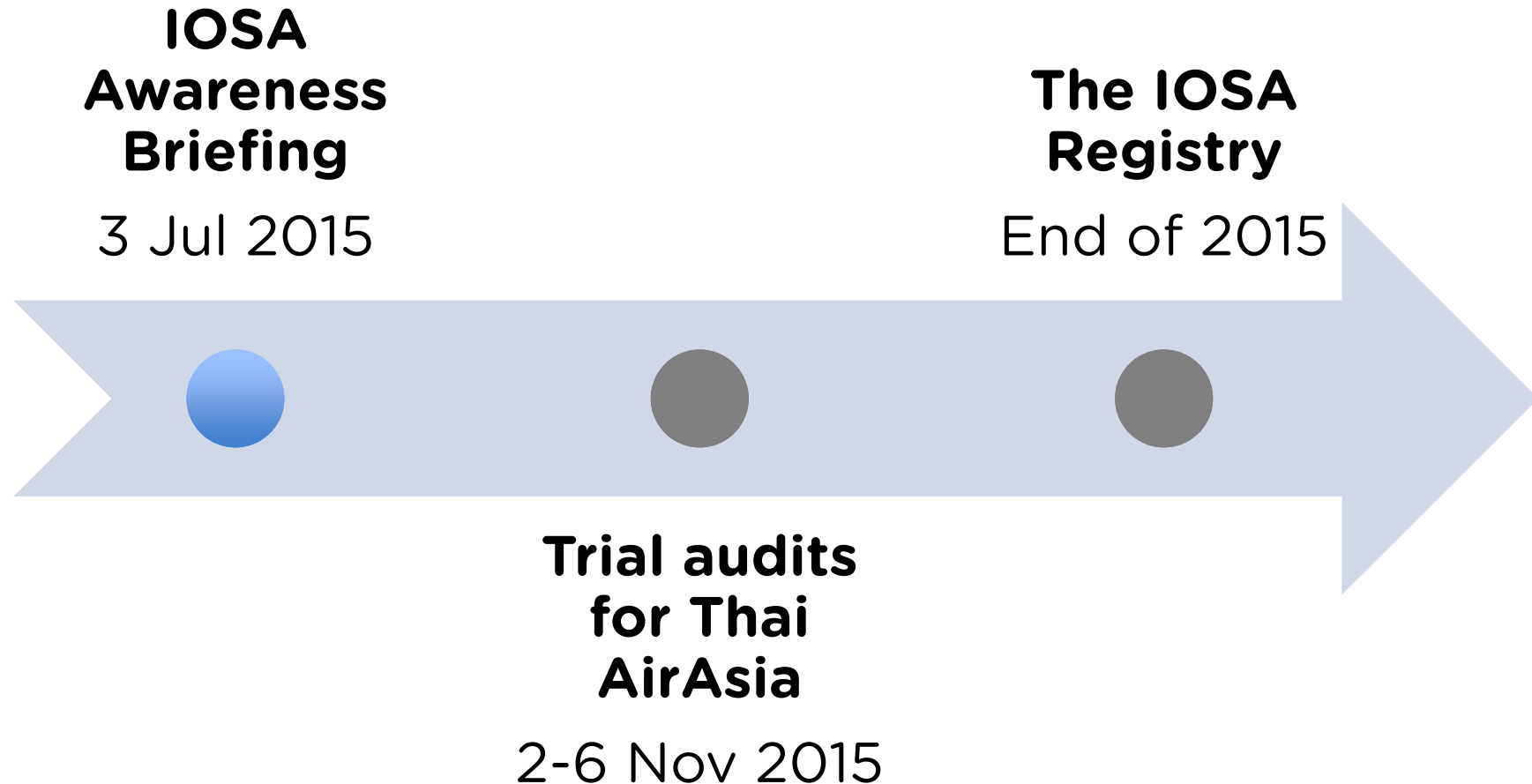
1 domestic route

Thai AirAsia holds 80% of total UTP's capacity

45 mins drive from Pattaya
60 mins to Rayong Industrial Zone

IATA Operational Safety Audit (IOSA) Progress

Completing IOSA standard



2015F LOOKING FORWARD

- Average fare will improve by 3-5% in 2015

- 5 additions in 2015F (*FY2014: 40 aircraft*)



- 2015F targets of 14.5 mil pax with
(*FY2014: 12.2 mil pax and 80% LF*)



- More Cost Reduction; Encourage usage of Automate
- Launching the Fifth hub continues to tap growth from Southern China and Southern Asia
- Refocusing on Domestic hub to hub
- Enhancing connectivity within our network via fly-thru
- Expects to complete the IOSA process within 2015



Email: taa_investorrelations@airasia.com

Tel : (+66) 02 5625745-6

TAA STATEMENT OF COMPREHENSIVE INCOME

Unit: Baht million	2Q15	2Q14	Change	1H15	1H14	Change
Revenues	6,885	5,461	26%	14,619	11,921	23%
Operating costs	(6,037)	(5,579)	8%	(12,189)	(11,441)	7%
Net Gain (loss) from FOREX	(84)	41	>-100%	(69)	24	>-100%
Other income	<u>188</u>	<u>209</u>	-10%	<u>386</u>	<u>382</u>	1%
Total SG&A	(501)	(484)	4%	(1,078)	(874)	23%
EBIT	451	(353)	>100%	1,669	13	>100%
Finance costs	(143)	(65)	74%	(251)	(119)	>100%
Income tax	<u>66</u>	<u>100</u>	-34%	<u>(121)</u>	<u>33</u>	>-100%
Net profit (loss)/ Comprehensive inc. (exp.)	<u>374</u>	<u>(318)</u>	>100%	<u>1,297</u>	<u>(73)</u>	>100%
Earnings per share (THB)	8.59	(7.29)	>100%	29.78	(1.67)	>100%
Net profit margin	5%	-6%	+11 ppts	9%	-1%	+10 ppts
EBIT margin	7%	-6%	+13 ppts	11%	0%	+11 ppts
EBITDA margin	11%	-3%	+14 ppts	15%	3%	+12 ppts
EBITDAR margin	25%	14%	+11 ppts	28%	19%	+9 ppts

TAA STATEMENT OF FINANCIAL POSITION

Unit: Baht million	2Q2015	FY2014	Change
Cash and equivalents*	6,742.5	7,573.8	-11%
Aircraft, leasehold improvements, Equipment -net	18,278.0	15,932.4	15%
Intangible assets	13.2	11.5	15%
Other non-current assets	908.7	812.7	12%
Total assets	<u>27,993.6</u>	<u>25,689.3</u>	9%
Deferred revenues	3,799.2	4,629.2	-18%
Finance lease liabilities	13,933.3	12,077.0	15%
Deferred tax liabilities, net	472.6	351.8	34%
Total liabilities	<u>20,495.6</u>	<u>19,488.3</u>	5%
Paid-up share capital	435.6	435.6	0%
Premium on share capital	2,628.8	2,628.8	0%
Retained earnings	4,433.6	3,136.6	41%
Total shareholders' equity	<u>7,498.0</u>	<u>6,201.0</u>	21%

*Including cash and cash equivalents, S-T investments, Investment in private funds and L-T investments.

TAA KEY OPERATIONAL STATISTICS

	2Q15	2Q14	Change	1H15	1H14	Change
Passengers carried (million)	3.54	2.81	26%	7.24	5.92	22%
Capacity (million seats)	4.45	3.61	23%	8.92	7.50	19%
Load factor	80%	78%	+2 ppts	81%	79%	+2 ppts
RPK (million)	3,574	2,855	25%	7,268	5,913	23%
ASK(million)	4,410	3,667	20%	8,845	7,488	18%
No. of stages flown	24,699	20,066	23%	49,571	41,656	19%
Average stage length (km)	992	1,015	-2%	992	1,000	-1%
Average fare (THB)	1,632	1,612	1%	1,695	1,665	2%
RASK (THB)	1.56	1.49	5%	1.65	1.59	4%
CASK (THB)	1.48	1.65	-10%	1.50	1.64	-9%
CASK ex-fuel (THB)	0.94	0.93	1%	0.93	0.91	2%

AAV STATEMENT OF COMPREHENSIVE INCOME

Unit: THB million	Consolidated		Change	Consolidated		Change
	2Q15	2Q14		1H15	1H14	
Revenues	6,885	5,461	26%	14,619	11,921	23%
Operating costs	(6,041)	(5,584)	8%	(12,197)	(11,449)	7%
Net Gain (loss) from FOREX	(84)	41	>-100%	(69)	24	>-100%
Other income	189	209	-10%	387	383	1%
Total SG&A	(500)	(485)	3%	(1,077)	(873)	23%
EBIT	449	(358)	>100%	1,663	6	>100%
Finance costs	(143)	(65)	>100%	(251)	(119)	>100%
Income tax	67	101	-34%	(120)	38	>-100%
Net profit (loss) attributable to:	372	(321)	>100%	1,292	(74)	>100%
<i>Owners of the parent</i>	<i>206</i>	<i>(176)</i>	<i>>100%</i>	<i>712</i>	<i>(37)</i>	<i>>100%</i>
Non-controlling interests	166	(145)	>100%	580	(37)	>100%
Earnings per share (THB)	0.0425	(0.0364)	>100%	0.1469	(0.0077)	>100%

AAV STATEMENT OF FINANCIAL POSITION

Unit: THB million	Consolidated		Change
	2Q15	FY2014	
Cash and equivalents*	6,750.3	7,579.4	-11%
Aircraft, leasehold improvements, Equipment -net	18,368.7	16,033.3	15%
Intangible assets	14,869.6	14,868.0	0%
Goodwill	8,824.8	8,824.8	0%
Total assets	<u>51,797.6</u>	<u>49,501.8</u>	<u>5%</u>
Deferred revenues	3,799.2	4,629.2	-18%
Finance lease liabilities	13,933.3	12,077.0	15%
Deferred tax liabilities, net	3,465.2	3,345.6	4%
Total liabilities	<u>23,489.5</u>	<u>22,485.9</u>	<u>4%</u>
Paid-up share capital	485.0	485.0	0%
Premium on share capital	2,599.8	2,599.8	0%
Retained earnings	17,161.7	16,449.4	4%
Equity attributable to parent	<u>20,246.6</u>	<u>19,534.2</u>	<u>4%</u>
Non-controlling interests	8,061.5	7,481.7	8%
Total shareholders' equity	<u>28,308.1</u>	<u>27,015.9</u>	<u>5%</u>

*Including cash and cash equivalents, S-T investments, Investment in private funds and L-T investments.

GLOSSARY

Load Factor = Represents the number of passengers carried as a proportion to capacity, which is the number of seats available for passengers (180 seats for Airbus A320)

Available seat kilometers (ASK) = which is the total number of seats available on all flights multiplied by the number of kilometers these seats were flown

Revenue Passenger Kilometers (RPK) = Revenue passenger kilometers, which is the number of paying passengers carried on all flights multiplied by the number of kilometers those seats were flown

Average Fare = Calculated as Thai AirAsia's total passenger revenues and fuel surcharge divided by total number of passengers carried

Revenue per ASK (RASK) = Calculated as Thai AirAsia's revenues divided by ASK

Cost per ASK (CASK) = Calculated as the sum of Thai AirAsia's operating costs, selling expenses and administrative expenses (but excluding finance costs) divided by ASK

Cost per ASK (CASK ex-fuel) = Calculated as the sum of Thai AirAsia's operating costs, selling expenses and administrative expenses (but excluding finance costs) less fuel costs divided by ASK

Average stage length (kilometer) = Represents the average number of kilometers flown per flight

Aircraft Utilization = Represents the average block hours per day per aircraft during the relevant period. Block hours is calculated by measuring the duration between the time of departure of an aircraft and the time of arrival at its destination.

On time performance (%) = A flight is deemed "on time" if the actual departure time is no more than 15 minutes of the scheduled departure time.