

# AirAsia X Berhad

## 17<sup>th</sup> Annual General Meeting - CEO Presentation

6 June 2024





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# AirAsia X Performance in 2023



# AirAsia X Performance in 2023

Stellar year turnaround for the Company

## Key Milestones

- **Record revenue** since 2020 at **RM2.5 billion**, posted second consecutive full-year Net Profit of RM332 million
- Shareholders' equity turned positive since 1Q23; effective November 2023 **no longer a PN17 company**
- Stellar full-year **ancillary performance at close to RM243/pax**, contributing to 27% of total revenue
- **Passengers carried up over 6 times** YoY to 2.8 million passengers with **load factor healthy at 80%**
- Expanded operational fleet to **16 aircraft by end-2023**, compared to 7 aircraft in 2022



### REVENUE

RM2.5 billion

2022: RM825.9 million

### NET PROFIT

RM331.5 million

2022: RM33.3 billion\*\*

### SHAREHOLDERS' EQUITY

RM116.2 million

2022: RM(259.2) million

### AVERAGE FARE

RM593

2022: RM653

### ANCILLARY RPP\*\*

RM593

2022: RM653



### NO. PASSENGERS CARRIED

2,822,605 pax

2022: 417,195 pax

### LOAD FACTOR

80%

2022: 78%

### TOTAL FLEET

18 A330-300

2022: 14 A330-300

### TOTAL ACTIVATED FLEET

16 A330-300

2022: 7 A330-300

\* 2022 net profit attributable to completion of debt restructuring exercise

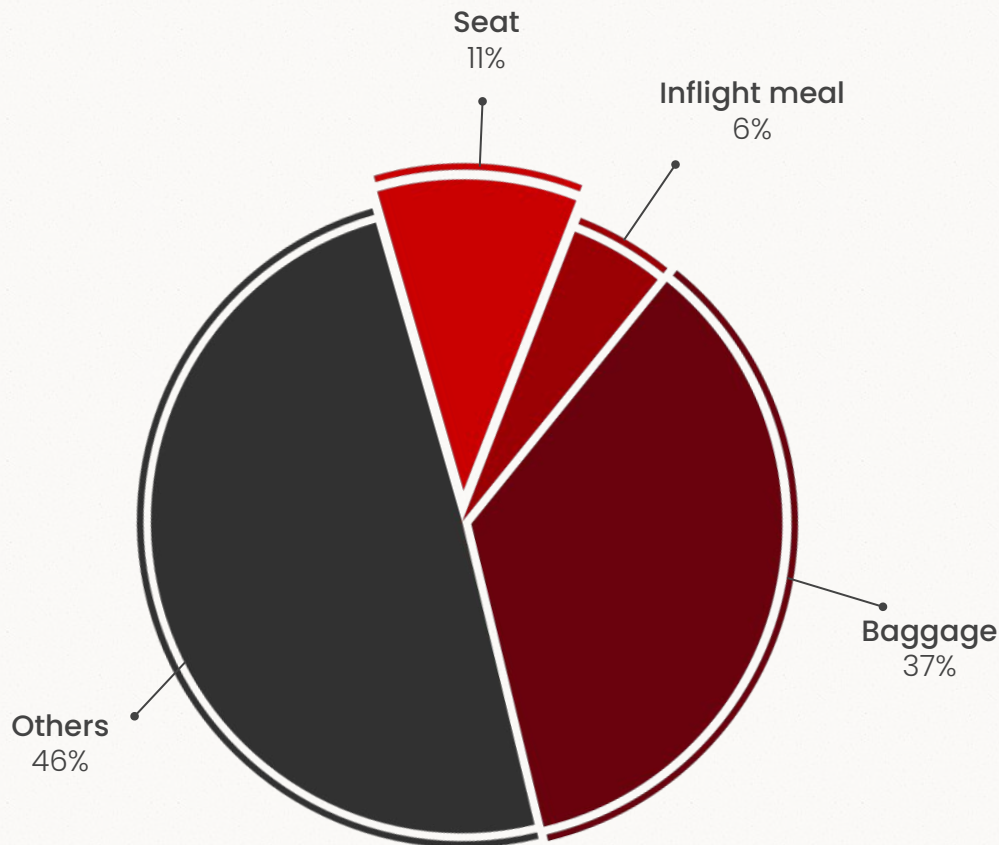
\*\* Revenue per Passenger



# Ancillary Exceeded Expectations in 2023

Ancillary revenue ramps up its imperative role of boosting the Company's revenue

Ancillary Revenue Breakdown



- At RM682.3 million in 2023, ancillary contributed **27% to total revenue**, driven mainly by baggage and seat selection
- Recorded full-year **ancillary RPP\* of RM243**
- Forward strategy remains in driving ancillary income forward via (i) **platform enhancements**, (ii) **pricing optimisation** with personalised marketing and (iii) **evolving new products** and partnerships
- **Latest IQ24 results** evidenced the credibility of ancillary performance with **ancillary RPP at RM251 - highest record to date**

\* Revenue per passenger



# Associate TAAX Performance

Completed rehabilitation plan in September 2023, operationally profitable

## Key Milestones

- **Revenue strong at RM1.5 billion** even as it only operated at half-capacity
- Net profit of RM2.1 billion as **rehabilitation exercise completed in September 2023**
- Proven that TAAX is **operationally profitable** with **NOP trending over RM600 million** in 2023
- **Passengers carried up close to 5 times** to 1.3 million passengers against 2022-level with **load factor robust at 83%**
- Operated **7 aircraft by end-2023** compared to 5 aircraft last year



### REVENUE

RM1.5 billion

2022: RM611 million

### NET PROFIT

RM2.1 billion\*

2022: RM(587) million

### NET OPERATING PROFIT

RM608 million

2022: RM(588) million

### AVERAGE FARE

RM873

2022: RM839

### ANCILLARY RPP\*\*

RM166

2022: RM178



### NO. PASSENGERS CARRIED

1,330,445 pax

2022: 293,163 pax

### LOAD FACTOR

83%

2022: 87%

### TOTAL FLEET

8 A330-300

2022: 8 A330-300

### TOTAL ACTIVATED FLEET

7 A330-300

2022: 5 A330-300

\* 2022 net profit attributable to completion of debt restructuring exercise  
\*\* Revenue per Passenger

# Network Updates





# Network Review

Relaunched most routes in 2023, with more connectivity to be introduced this year



- Now serving **22 destinations by May 2024** after relaunching most of its markets in 2023
- China routes progressively increased to **25x flights per week** in May 2024
  - High-performing routes, with **mid-90% load factor** across the board
  - Further boost expected with the announcement of **extension for visa-free travel policy until the end of 2025**
- **Latest market in Kazakhstan** has been charting encouraging load factor of **over 90%**
- AirAsia X expects to announce even **more connectivity** to other markets this year



# AirAsia X's Outlook



# Tapping into our Current Prospects

Key Focus for AirAsia X in the immediate future



# Our Growth Ambitions for Future

Proposed acquisition of Capital A's aviation business to establish a low-cost network carrier



As part of the Debt Restructuring in 2021, AirAsia X renegotiated its contracts with Airbus;

In view of its financial position, (i) the aircraft orderbook was the **downsized to 15 A330neo and 20 A321XLR** and (ii) delivery timeline was **deferred until 2026**

While necessary at the time, AirAsia X is limited in expansion ambitions in the immediate term as world over, demand for additional aircraft capacity is on all-time high

A graphic of an AirAsia X aircraft wing, shown in a perspective view, with the 'AirAsia' logo written in white on the red wing surface.

It is critical that AirAsia X can **access immediate fleet growth through Capital A's existing orderbook**

With delivery between 2024 and 2035 - we can ensure the **continued growth and expansion** of all airlines under the AirAsia brand are guaranteed

We can avert scenario of (i) **fleet stagnation** and (ii) losing out on **market leadership**





# Establishing AirAsia Group winning as One

An enlarged airline group ensures market share and competitive edge

Formally recognised as the largest Low-Cost Carrier in Asean

Combine orderbook for the airlines to grow in this limited supply environment

Improve fleet, network, schedule and revenue management efficiency

Streamline engineering and ground handling contracts for cost efficiency - cost savings with better payment terms

Better credit strength and fundraising capacity

# Thank You

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