

*Air
Asia*



**AirAsia X Berhad
Second Quarter 2013
Analysts Presentation**



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1H13 Key Financial Highlights



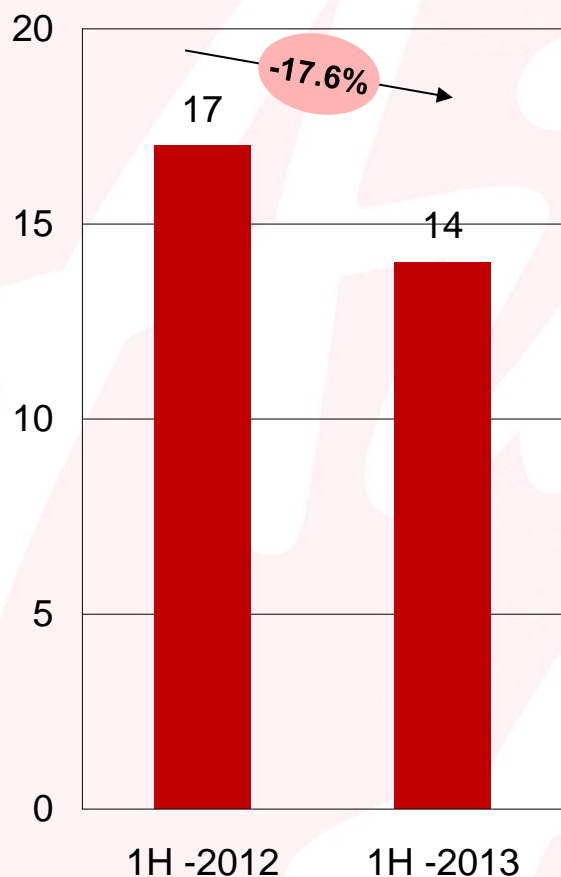
1H13 – Key Highlights

6-month ended 30 June 2013

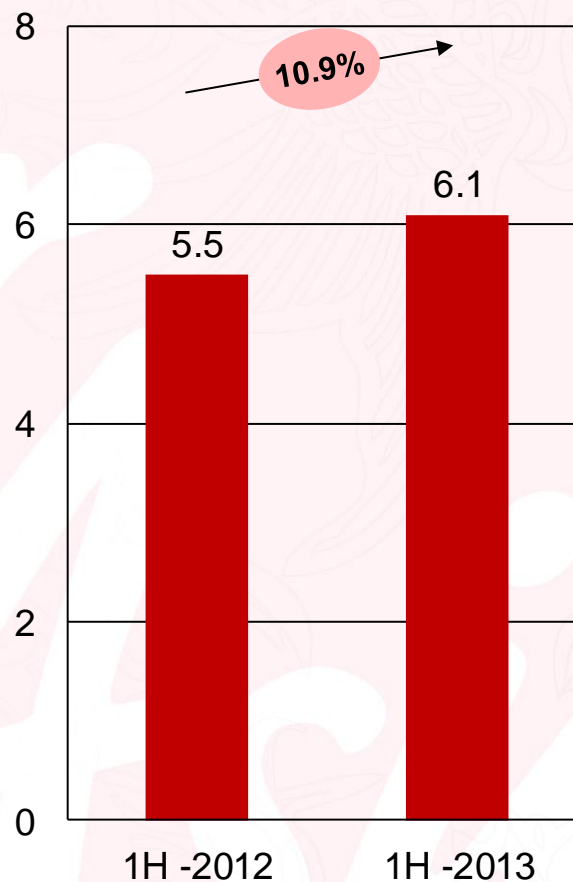


Network Consolidation

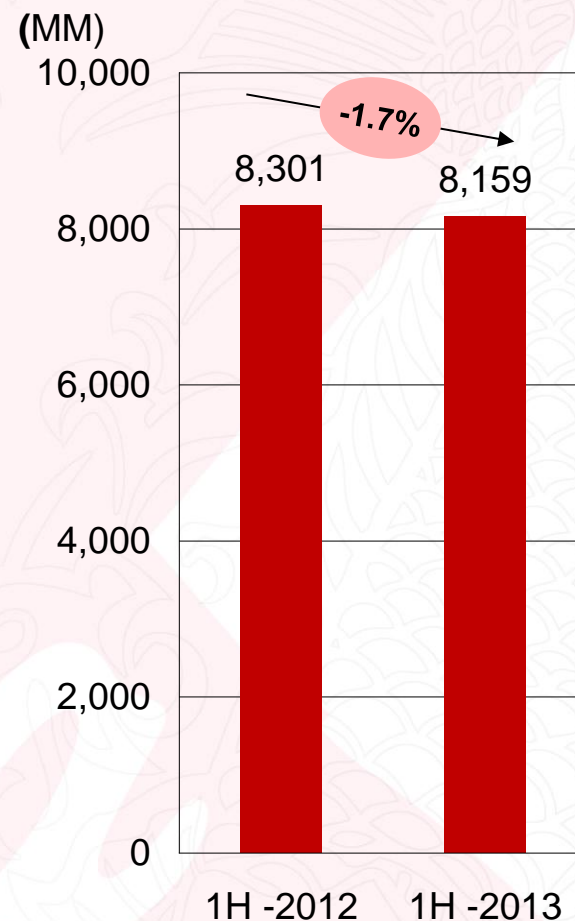
Number of Routes



Average Weekly Frequency



ASK Capacity



1H13 – Key Highlights

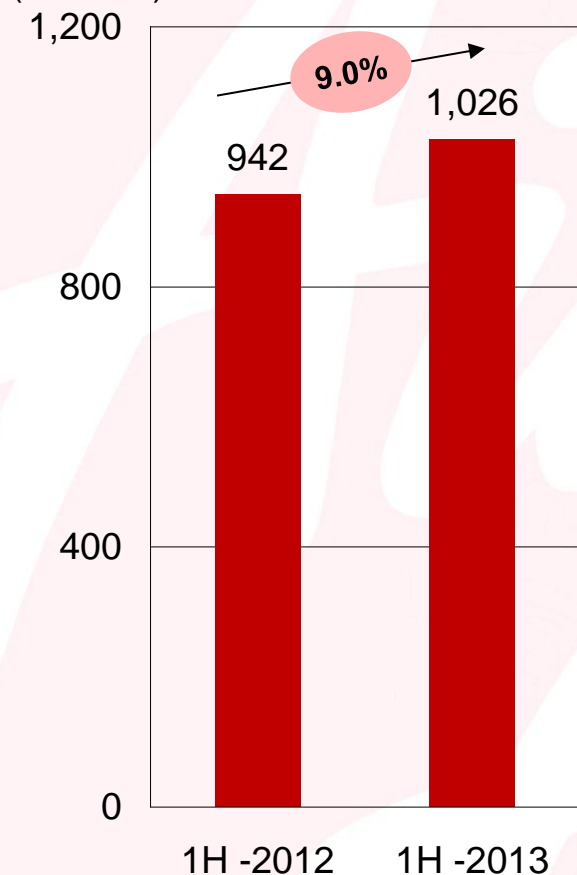
6-month ended 30 June 2013



Topline Growth

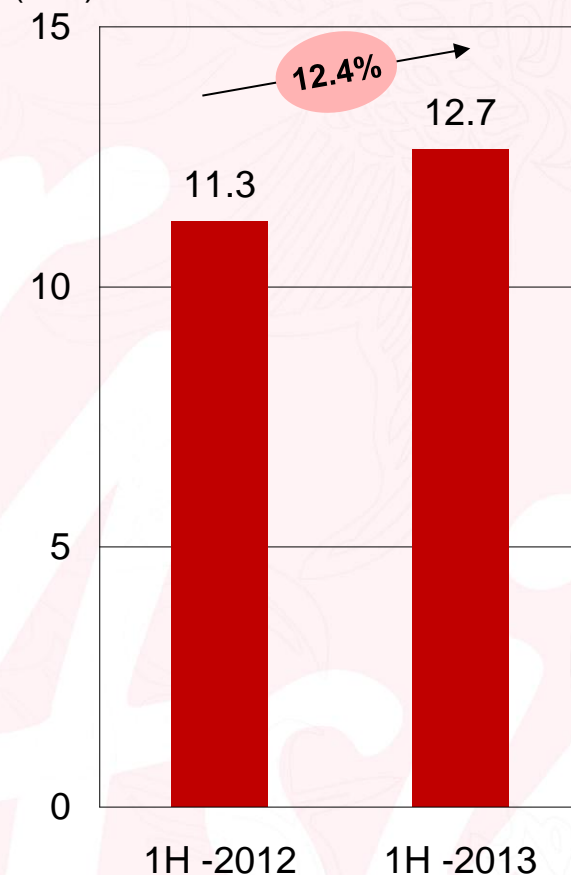
Revenue

(RM MM)



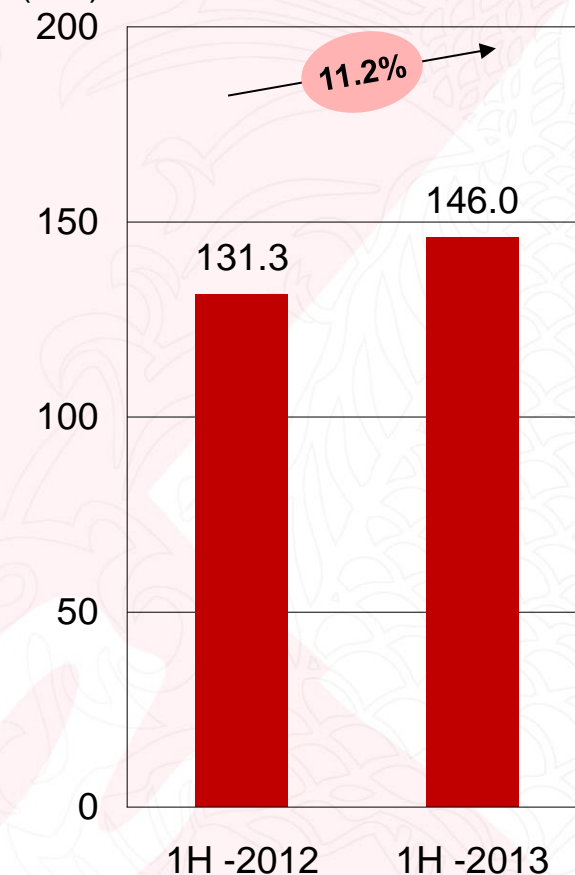
RASK

(sen)



Ancillary Revenue per Passenger

(RM)



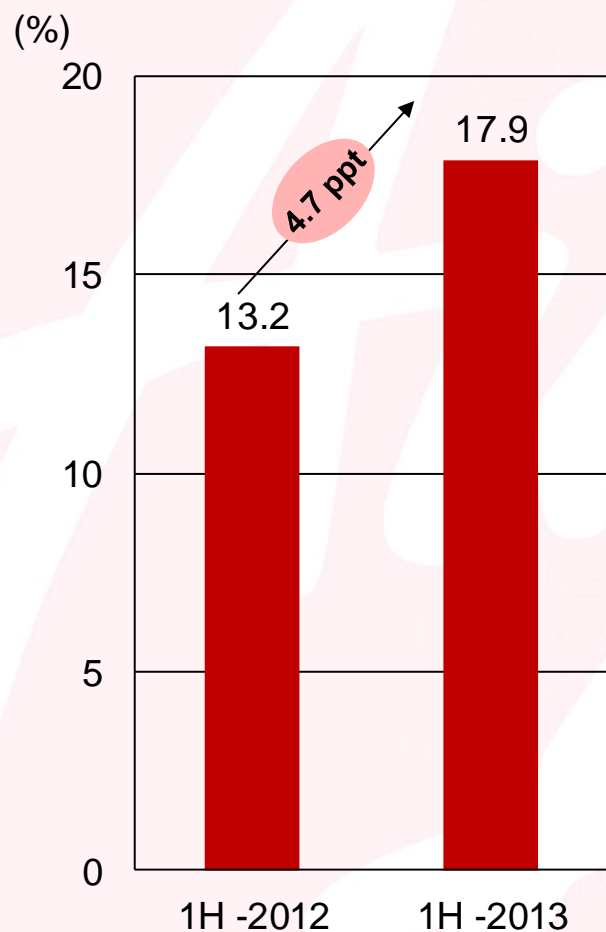
1H13 – Key Highlights

6-month ended 30 June 2013

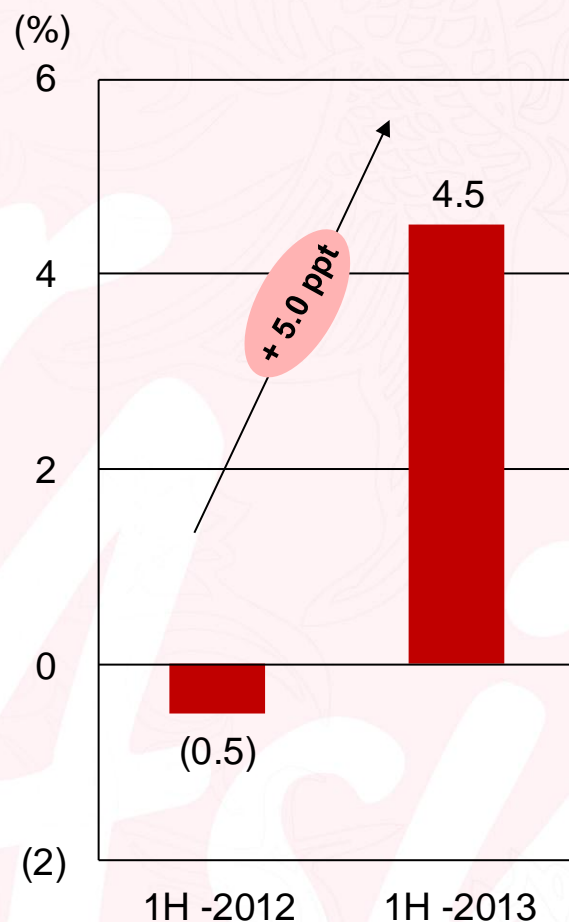


Improved Margins

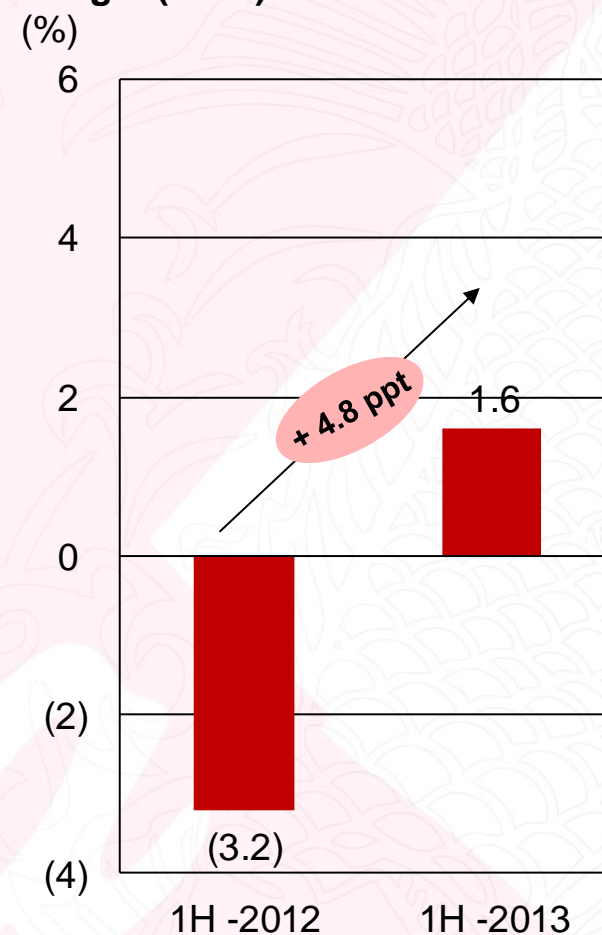
EBITDAR margin



Operating (Loss)/Profit margin



Net Operating (Loss)/Profit margin/(Loss)





2 2Q13 Key Financial Highlights



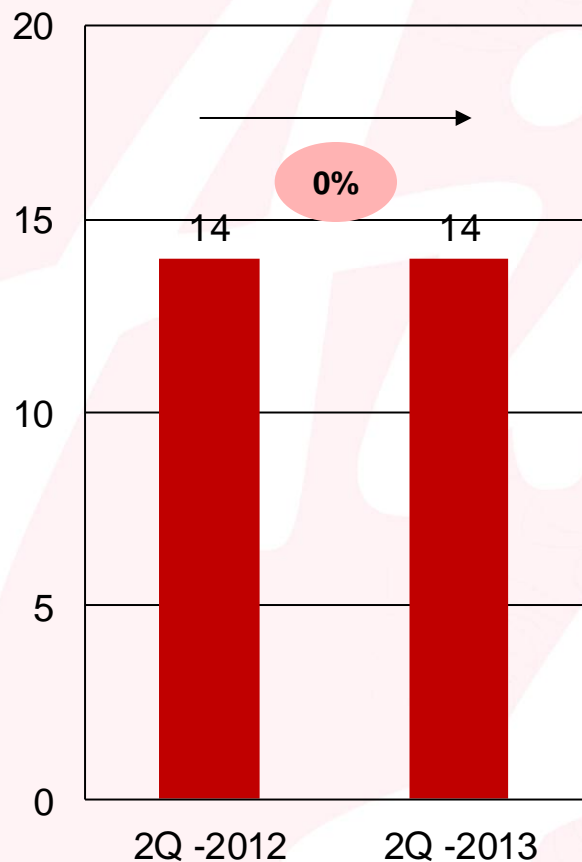
2Q13 – Key Highlights

3-month ended 30 June 2013

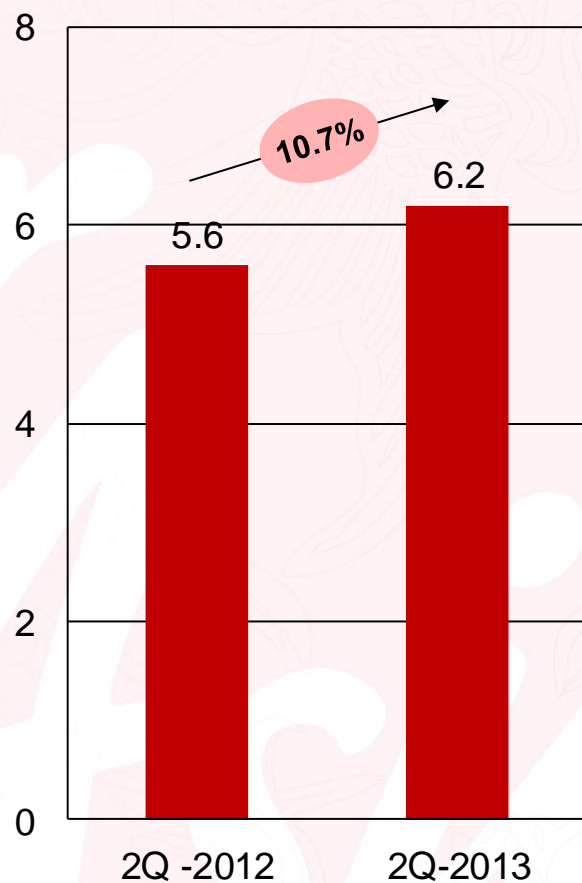


Network Consolidation

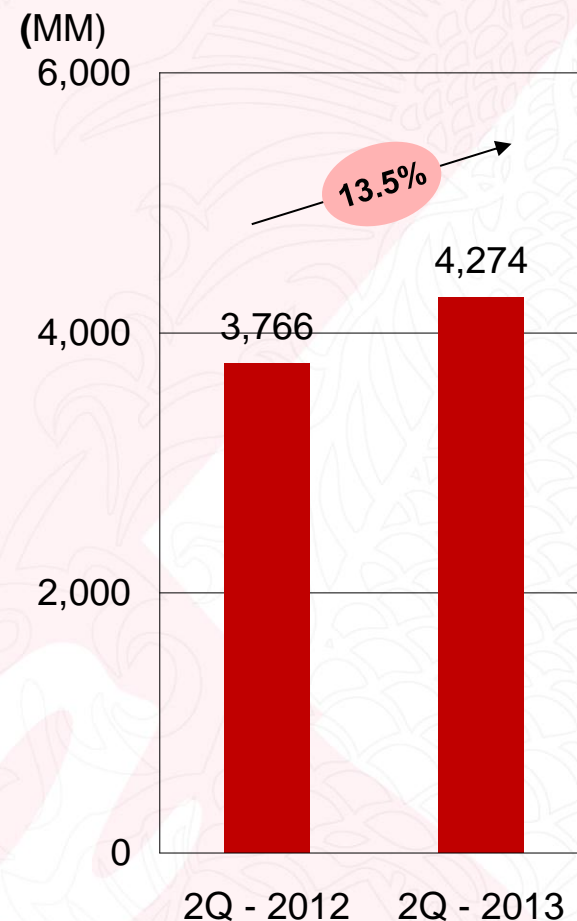
Number of Routes



Average Weekly Frequency



ASK Capacity



2Q13 – Key Highlights

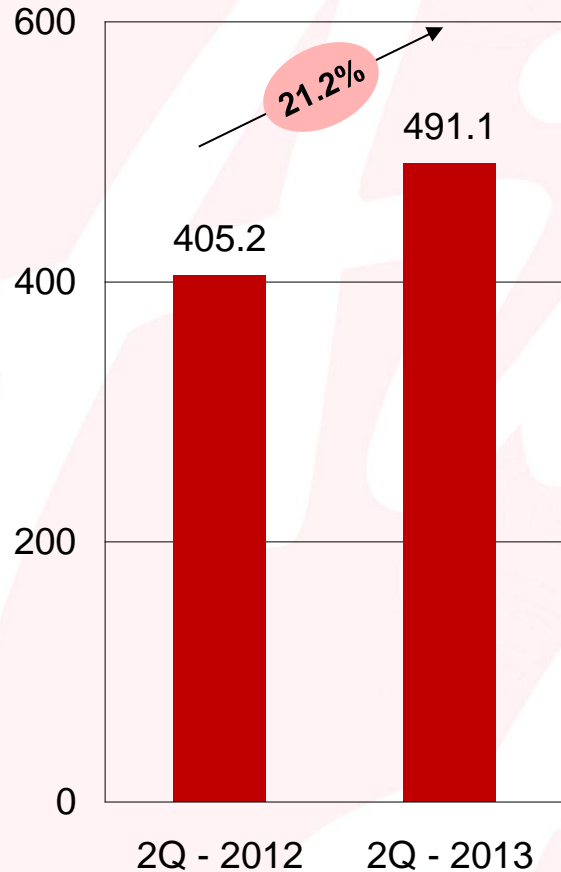
3-month ended 30 June 2013



Topline Growth

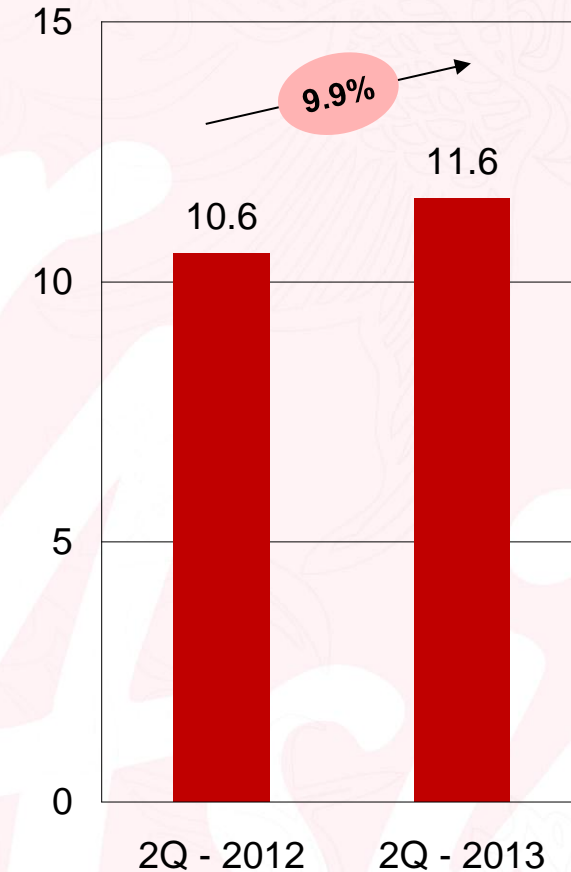
Revenue

(RM MM)



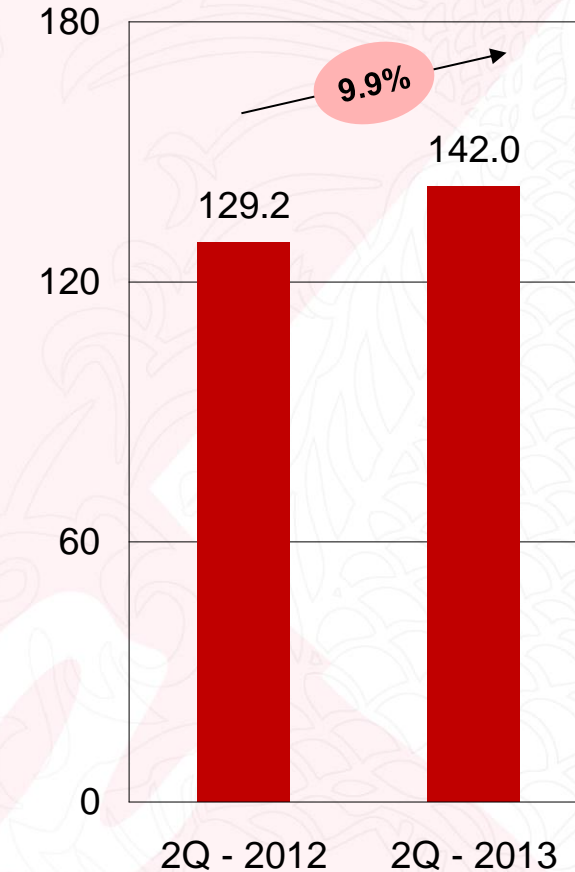
RASK

(sen)



Ancillary Revenue per Passenger

(RM)



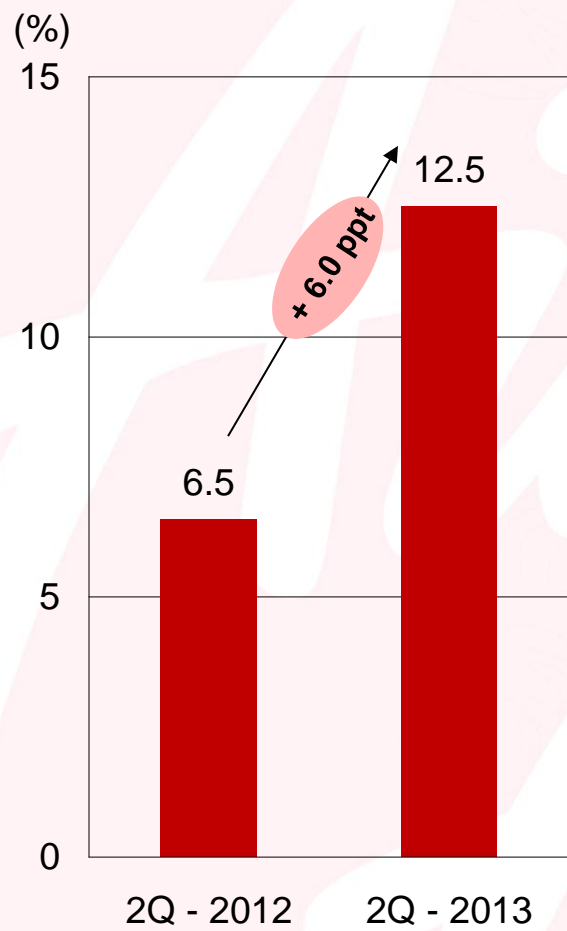
2Q13 – Key Highlights

3-month ended 30 June 2013

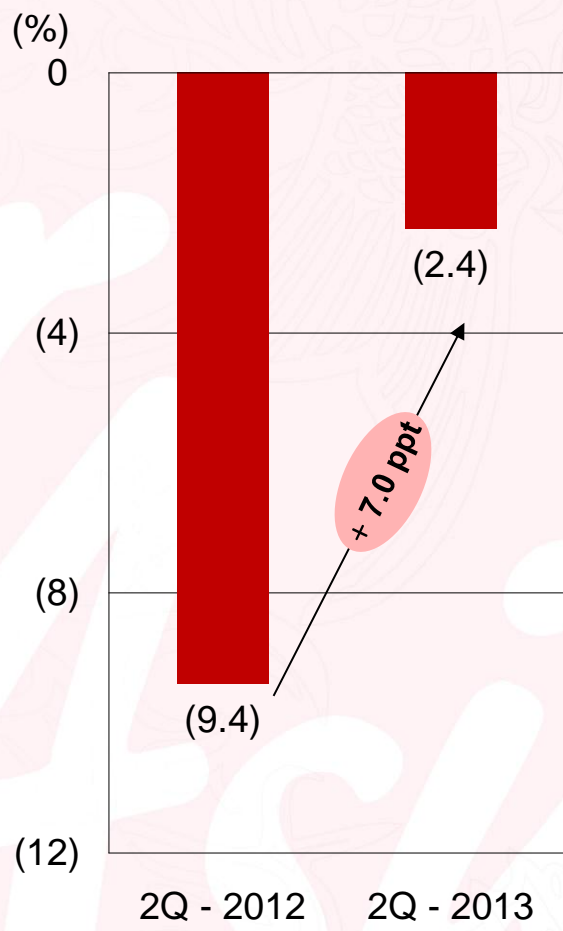


Improved Margins

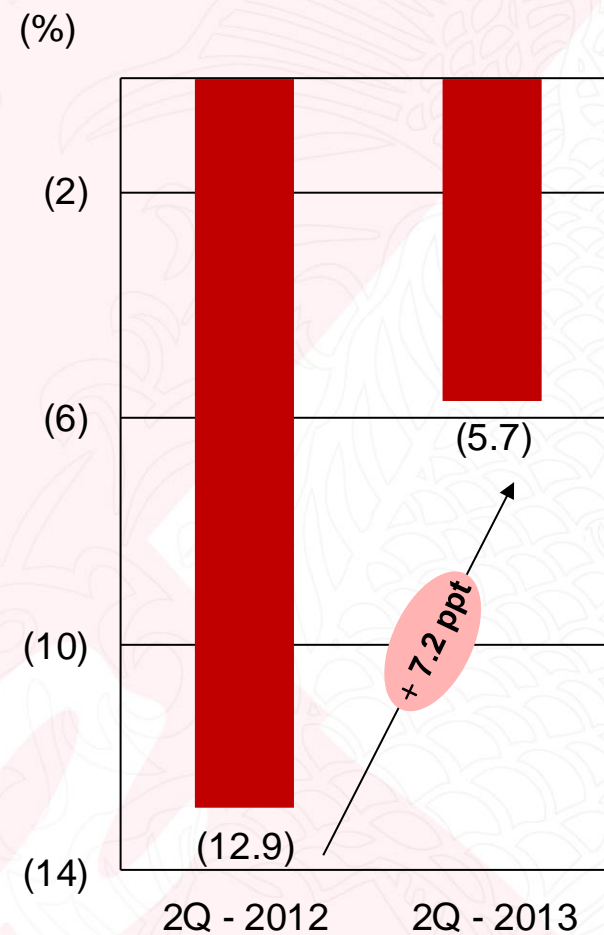
EBITDAR margin



Operating Loss margin



Net Operating Loss margin



Cement Market Leadership

	Frequencies Year-end	Expected Market Share Year-end (%) ¹	Market Leader
Gold Coast	7	57	✓ ✓
Sydney	14	57	✓ ✓
Perth	14	65	✓ ✓
Melbourne	14	45	✓ ✓ ✓
Adelaide	5	49	
Hangzhou	7	100	✓
Chengdu	7	100	✓
Beijing	7	40	
Shanghai	7	34	
Taipei	14	43	✓ ✓ ✓ ✓
Kathmandu	7	51	✓ ✓ ✓ ✓
Haneda	7	35	✓ ✓ ✓
Osaka	7	57	✓ ✓
Seoul	7	40	✓ ✓ ✓
Busan	4	100	✓
Jeddah	4	35	
Charters	4	N/A	

(1) Market shares were calculated based on weekly available seats, assuming the number of seats for competitors remain the same in Dec as they are in Sep

