



## Preliminary Operating Statistics

### For the 3<sup>rd</sup> Quarter of the Financial Year Ended 2013

AirAsia Berhad (“AirAsia” or “the company”) is pleased to announce the operating statistics for the 3<sup>rd</sup> Quarter 2013 (“3Q13”).

In 3Q13, the Group\* recorded a load factor of 76%. The total number of passengers carried for the whole Group grew by 27% year-on-year (“y-o-y”) to approximately 10.61 million continuing its’ double digit passenger phenomenal growth, in line with the increase in capacity which stood at 29%. AirAsia Group took in 32 additional aircraft y-o-y, which brings its total fleet at the end of September 2013 to 137 (142 including aircraft that were still located in Japan). Note that this is the first time Zest Air figures are consolidated under Philippines’ AirAsia and the Group. In addition, following the dissolution of AirAsia Japan (“AAJ”), AAJ’s numbers are excluded from the Group’s figures.

Malaysia AirAsia (“MAA”) maintained a load factor of 77% in 3Q13 despite being a non-peak quarter due to the fasting month for the Muslims. Compared to last period last year, MAA added additional 7 aircraft part of its capacity management. With its continuous load active and yield passive strategy, MAA reported a passenger increase of 11% y-o-y at 5.3 million matching with the 11% capacity increase. MAA will continue to focus on increasing market share on trunk routes through frequency increase plus continue to provide new unique routes to its passengers. MAA added frequencies on routes include Kuala Lumpur – Kunming, Banda Aceh, Tiruchirappalli, and Pekan Baru and introduced a new unique route this quarter – daily flights from Kota Kinabalu to Hangzhou.

Thai AirAsia (“TAA”) continues to record an impressive load factor of 83% in 3Q13 - 1 ppt increase y-o-y. The number of passengers carried increased by 30% to 2.6 million, ahead of its increase in capacity of 27%, suggesting a huge growth opportunity in the market. During the quarter, TAA increased its frequencies in three routes which were from Bangkok to Chong Qing, Kuala Lumpur and Singapore. Y-o-y, TAA took in an additional of 6 aircraft (2 aircraft this quarter), bringing its total number of fleet to 31 at the end of September 2013.

Indonesia AirAsia (“IAA”) posted a load factor of 75% in 3Q13 - down 3 ppt y-o-y contributed from a record capacity of 41% y-o-y. The increase of capacity was part of its capacity management targeting the introduction of more international routes and increasing frequencies on key domestic routes. Despite the slight decline in load factor, passenger growth y-o-y was up 36% highlighting IAA’s success in expanding its offline distribution channel and gaining more market domestic share . Five new routes that was introduced are: Bali – Darwin, Bali – Kota Kinabalu, Medan – Singapore, Surabaya – Singapore, Makassar – Singapore. In addition to that, IAA increased its frequencies in two routes: Medan – Jakarta, Jakarta – Jogjakarta. At the end of the quarter, IAA has a total of 26 aircraft, an additional of 7 aircraft y-o-y (2 were added this quarter).

The operating statistics for Philippines’ AirAsia (“PAA”) for this quarter moving forward is a consolidation of PAA’s and Zest Air’s statistics and also the launch of a unified brand of AirAsia Zest which will bring stronger brand awareness. In 3Q13, PAA reported a 4 pts y-o-y increase in its load factor to 59%. Total number of passenger carried was 0.73 million – up 525% y-o-y, with a capacity increase of 483% y-o-y. The increase in PAA’s operating numbers was due to the focus on Manila slots. PAA has increased its frequencies in five of its Manila routes and one in its Clark route: Manila – Shanghai, Cebu, Kalibo, Bacolod, Tacloban and Clark – Hong Kong. At the end of the period, PAA has a total of 14 aircraft which is an increase of 12 aircraft y-o-y. Moving forward, the hub in Clark will cease operations and will be moved to Manila.

*\*Group refers to MAA, TAA, IAA, & PAA*



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## Malaysia

### 3<sup>rd</sup> Quarter 2013 Operating Statistics

Malaysia AirAsia	JUL - SEP 2013		
	2013	2012	Change
Passenger Carried <sup>1</sup>	5,262,752	4,748,604	11%
Capacity <sup>2</sup>	6,874,920	6,189,480	11%
Load Factor (%) <sup>3</sup>	77	77	-
ASK (mil) <sup>4</sup>	7,828	7,077	11%
RPK (mil) <sup>5</sup>	6,118	5,505	11%
Number of stages <sup>6</sup>	38,194	34,386	11%
Average stage length (km)	1,157	1,145	1%
Size of fleet at month end <sup>7</sup>	66	59	7

## Thailand

### 3<sup>rd</sup> Quarter 2013 Operating Statistics

Thai AirAsia	JUL - SEP 2013		
	2013	2012	Change
Passenger Carried <sup>1</sup>	2,557,305	1,962,055	30%
Capacity <sup>2</sup>	3,063,240	2,402,820	27%
Load Factor (%) <sup>3</sup>	83	82	1 ppts
ASK (mil) <sup>4</sup>	3,282	2,564	28%
RPK (mil) <sup>5</sup>	2,769	2,079	33%
Number of stages <sup>6</sup>	17,018	13,349	27%
Average stage length (km)	1,071	1,067	0.4%
Size of fleet at month end <sup>7</sup>	31	25	6



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## Indonesia

### 3<sup>rd</sup> Quarter 2013 Operating Statistics

Indonesia AirAsia	JUL - SEP 2013		
	2013	2012	Change
Passenger Carried <sup>1</sup>	2,057,580	1,512,842	36%
Capacity <sup>2</sup>	2,741,040	1,949,580	41%
Load Factor (%) <sup>3</sup>	75	78	-3 pts
ASK (mil) <sup>4</sup>	3,245	2,349	38%
RPK (mil) <sup>5</sup>	2,458	1,833	34%
Number of stages <sup>6</sup>	15,228	10,831	41%
Average stage length (km)	1,196	1,206	-1%
Size of fleet at month end <sup>7</sup>	26	19	7

## Philippines

### 3<sup>rd</sup> Quarter 2013 Operating Statistics

Philippines AirAsia	JUL - SEP 2013		
	2013	2012	Change
Passenger Carried <sup>1</sup>	730,005	116,743	525%
Capacity <sup>2</sup>	1,238,011	212,400	483%
Load Factor (%) <sup>3</sup>	59	55	4 pts
ASK (mil) <sup>4</sup>	1,281	219	485%
RPK (mil) <sup>5</sup>	861	133	545%
Number of stages <sup>6</sup>	7,001	1,180	493%
Average stage length (km)	1,324	1,031	28%
Size of fleet at month end <sup>7</sup>	14	2	12

\*Zest Air is included in PAA's numbers.

# Preliminary Operating Statistics

## For the 3<sup>rd</sup> Quarter of the Financial Year Ended 2013



### Group

### 3<sup>rd</sup> Quarter 2013 Operating Statistics

Group (MAA, TAA, IAA, PAA)	JUL - SEP 2013		
	2013	2012	Change
Passenger Carried <sup>1</sup>	10,607,642	8,340,244	27%
Capacity <sup>2</sup>	13,917,211	10,754,280	29%
Load Factor (%) <sup>3</sup>	76	78	-2 pts
ASK (mil) <sup>4</sup>	15,659	12,210	28%
RPK (mil) <sup>5</sup>	12,206	9,551	28%
Number of stages <sup>6</sup>	77,441	59,746	30%
Average stage length (km)	1,187	1,112	7%
Size of fleet at month end <sup>7</sup>	137	105	32

\*Note: Size of fleet including aircraft that are still in Japan as at 30 September 2013 is 142.

- (1) Number of earned seats flown. Earned seats comprise seats sold to passengers (including no-shows)
- (2) Number of seats flown
- (3) Number of Passengers carried as a percentage of Capacity
- (4) Available Seat Kilometres (ASK) measures an airline's passenger capacity. Total seats flown multiplied by the number of kilometres flown
- (5) Revenue Passenger Kilometres (RPK) is a measure of the volume of passengers carried by the airline. Number of passengers multiplied by the number of kilometres these passengers have flown
- (6) Number of flights flown
- (7) Number of aircraft including spares
- (8) Group refers to Malaysia AirAsia's, Thai AirAsia's, Indonesia AirAsia's, and Philippines' AirAsia's operations

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