



# Preliminary Operating Statistics

## For the 4<sup>th</sup> Quarter and Full Financial Year Ended 2014

### FOR IMMEDIATE RELEASE

AirAsia Berhad (“AirAsia” or “the company”) is pleased to announce the operating statistics for the 4<sup>th</sup> Quarter 2014 (“4Q14”) and the Full Financial Year ended 31 December 2014 (“FY2014”).

In 4Q14, the Group<sup>[1]</sup> recorded a load factor of 78%, down 3 percentage points (“ppts”) from the same period last year. Number of passengers carried increased 2% year-on-year (“y-o-y”) to 12.1 million, along with the 5% increase in capacity. For the full financial year ended 2014 (“FY2014”), the Group recorded a 7% y-o-y passenger growth, bringing the total number of passengers flown in 2014 to 45.6 million. This was in line with the growth in capacity which stood at 8%, allowing the Group to close the year with load factor of 78%. During the quarter under review, only 1 additional aircraft was added into the system, but y-o-y 18 aircraft were added which brings the total fleet size for the Group to 172 at the end of 2014.

Malaysia AirAsia (“MAA”) posted a load factor of 78% in 4Q14, on the back of 5.9 million passengers carried and 8% y-o-y increase in capacity. Balancing load factor and yield was key as the Management prioritised on driving fares up, taking advantage of a better fare environment. MAA introduced three new international routes in 4Q14: Johor Bahru – Bandung; Kuala Lumpur – Clark and Hyderabad. Frequencies were also increased on five routes: Kuala Lumpur – Singapore, Surat Thani, Kalibo and Balikpapan; Kota Kinabalu – Miri. No additional aircraft was added into Malaysia in 4Q14 but comparing y-o-y, MAA took in 9 aircraft and closed 2014 with 81 aircraft in total. For FY2014, MAA recorded a load factor of 79% and carried 22.1 million passengers, up 1% y-o-y.

Thai AirAsia (“TAA”) recorded a 79% load factor in the quarter under review. Total number of passengers carried in 4Q14 increased 16% y-o-y to 3.4 million with 19% y-o-y increase in capacity. This quarter, three new routes were introduced by TAA: Chiang Mai – Surat Thani; Bangkok – Sakon Nakhon; Krabi – Guangzhou. Frequencies were added in two routes: Chiang Mai – Krabi; Bangkok – Siem Reap. TAA did not take any additional aircraft in 4Q14, hence it closed the year with 40 aircraft in total, up 5 aircraft y-o-y. For FY2014, TAA continued to post a strong load factor of 80%, with 16% increase in the number of passengers carried at 12.2 million.

Following its route rationalisation exercise where non-profitable routes were cut-off, Indonesia AirAsia (“IAA”) recorded a strong increase in load factor at 80%. Despite a capacity reduction of 14% y-o-y, the number of passengers carried dropped by only 11% giving rise to an increase in load factor by 4 ppts. IAA introduced three new domestic routes in 4Q14: Medan – Yogyakarta and Palembang; Surabaya – Lombok. Frequencies were increased in five routes: Jakarta – Medan, Surabaya, Bali and Penang; Medan – Bangkok. IAA too did not receive any additional aircraft this quarter and none for this year as a whole as part of its turnaround plan, therefore its total fleet at the end of 2014 maintained at 30 aircraft. For FY2014, IAA posted a stronger load factor of 78% (up 2 ppt), and maintained a total of 7.9 million passengers carried.

Philippines’ AirAsia (“PAA”) reported a load factor of 72% in 4Q14, a big increase from 64% recorded during the same period last year. Part of its turnaround exercise, PAA too recorded a drop in capacity of 32% y-o-y, nevertheless its number of passengers carried only registered a 24% y-o-y drop. This resulted in the significant 8 ppts increase in load factor this quarter. Two new routes were introduced in 4Q14: Cebu – Cagayan and Davao; whilst frequencies were increased in three routes: Cebu – Cagayan; Manila – Cebu and Kalibo. During the quarter, no additional aircraft was added into PAA, as management was focus on turning around the associate with its current resources, hence PAA closed the year with a total fleet of 15<sup>[2]</sup> aircraft (down 2 aircraft y-o-y). For FY2014, PAA recorded an increase of 7 ppts in its load factor to 70% and carried a total of 3.0 million passengers, up 36% y-o-y.

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AirAsia India's ("AAI") operating statistics are disclosed and included in the Group's numbers since 3Q14. In its second full quarter of operations (4Q14), AAI carried a total of 0.22 million passengers with a strong load factor of 83%. AAI was the only one in the Group to receive an additional aircraft in 4Q14, which brings its total fleet to 3 aircraft at the end of the year. From its hub in Bengaluru, AAI launched two new routes in 4Q14: Bengaluru – Pune; Pune – Jaipur. Frequencies were increased in one route: Bengaluru – Jaipur. For FY2014, taking into account that the statistics from AAI were only disclosed from June 2014 onwards, AAI recorded a load factor of 80% with a total of 0.35 million passengers carried.

- [1] Group refers to MAA, TAA, IAA, PAA & AAI
- [2] 15 aircraft excludes 3 aircraft that were taken out of PAA's system in 4Q14. The Group's total aircraft number includes the 3 aircraft. For further details, please refer to the notes under PAA's statistics table below.

### Group

#### 4<sup>th</sup> Quarter 2014 Operating Statistics

Group (MAA, TAA, IAA, PAA, AAI)	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	12,069,291	11,808,514	2%
Capacity <sup>2</sup>	15,378,300	14,649,033	5%
Load Factor (%) <sup>3</sup>	78	81	-3 ppt
ASK (mil) <sup>4</sup>	17,663	16,582	7%
RPK (mil) <sup>5</sup>	13,942	13,411	4%
Number of stages <sup>6</sup>	85,438	81,507	5%
Average stage length (km)	1,059	1,064	0%
Size of fleet at month end <sup>7</sup>	172	154	18

#### Full Year 2014 Operating Statistics

Group (MAA, TAA, IAA, PAA, AAI)	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	45,578,458	42,613,491	7%
Capacity <sup>2</sup>	58,185,900	54,036,770	8%
Load Factor (%) <sup>3</sup>	78	79	-1 ppt
ASK (mil) <sup>4</sup>	66,625	62,342	7%
RPK (mil) <sup>5</sup>	52,183	49,339	6%
Number of stages <sup>6</sup>	323,266	300,527	8%
Average stage length (km)	1,072	1,108	-3%
Size of fleet at month end <sup>7</sup>	172	154	18

- Note: (i) 2013 figures include AirAsia Japan's 1Q13 statistics, prior to it ceasing operation.
- (ii) AirAsia India's operating statistics are included in the Group's numbers from 3Q14 onwards.



# Preliminary Operating Statistics

For the 4<sup>th</sup> Quarter and Full Financial Year Ended 2014

## Malaysia

### 4<sup>th</sup> Quarter 2014 Operating Statistics

Malaysia AirAsia	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	5,903,457	5,912,541	0%
Capacity <sup>2</sup>	7,531,380	6,952,680	8%
Load Factor (%) <sup>3</sup>	78	85	-7 ppt
ASK (mil) <sup>4</sup>	9,269	8,577	8%
RPK (mil) <sup>5</sup>	7,287	7,261	0%
Number of stages <sup>6</sup>	41,841	38,626	8%
Average stage length (km)	1,231	1,169	5%
Size of fleet at month end <sup>7</sup>	81	72	9

### Full Year 2014 Operating Statistics

Malaysia AirAsia	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	22,138,796	21,853,036	1%
Capacity <sup>2</sup>	28,073,160	27,307,980	3%
Load Factor (%) <sup>3</sup>	79	80	-1 ppt
ASK (mil) <sup>4</sup>	34,590	33,401	4%
RPK (mil) <sup>5</sup>	27,274	26,607	3%
Number of stages <sup>6</sup>	155,962	151,709	3%
Average stage length (km)	1,217	1,144	6%
Size of fleet at month end <sup>7</sup>	81	72	9

## Thailand

### 4<sup>th</sup> Quarter 2014 Operating Statistics

Thai AirAsia	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	3,435,000	2,956,243	16%
Capacity <sup>2</sup>	4,344,840	3,657,420	19%
Load Factor (%) <sup>3</sup>	79	81	-2 ppt
ASK (mil) <sup>4</sup>	4,378	3,593	22%
RPK (mil) <sup>5</sup>	3,550	2,895	23%
Number of stages <sup>6</sup>	24,138	20,319	19%
Average stage length (km)	1,008	983	2%
Size of fleet at month end <sup>7</sup>	40	35	5



# Preliminary Operating Statistics

For the 4<sup>th</sup> Quarter and Full Financial Year Ended 2014

## Full Year 2014 Operating Statistics

Thai AirAsia	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	12,213,697	10,500,381	16%
Capacity <sup>2</sup>	15,313,320	12,626,820	21%
Load Factor (%) <sup>3</sup>	80	83	-3 ppt
ASK (mil) <sup>4</sup>	15,419	12,951	19%
RPK (mil) <sup>5</sup>	12,420	10,829	15%
Number of stages <sup>6</sup>	85,074	70,149	21%
Average stage length (km)	1,008	1,026	-2%
Size of fleet at month end <sup>7</sup>	40	35	5

## Indonesia

### 4th Quarter 2014 Operating Statistics

Indonesia AirAsia	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	1,919,789	2,153,362	-11%
Capacity <sup>2</sup>	2,413,440	2,818,980	-14%
Load Factor (%) <sup>3</sup>	80	76	4 ppt
ASK (mil) <sup>4</sup>	2,896	3,271	-11%
RPK (mil) <sup>5</sup>	2,303	2,506	-8%
Number of stages <sup>6</sup>	13,411	15,661	-14%
Average stage length (km)	1,190	1,183	1%
Size of fleet at month end <sup>7</sup>	30	30	-

### Full Year 2014 Operating Statistics

Indonesia AirAsia	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	7,850,065	7,853,375	0%
Capacity <sup>2</sup>	10,041,300	10,314,180	-3%
Load Factor (%) <sup>3</sup>	78	76	2 ppt
ASK (mil) <sup>4</sup>	11,664	12,136	-4%
RPK (mil) <sup>5</sup>	9,150	9,293	-2%
Number of stages <sup>6</sup>	55,796	57,301	-3%
Average stage length (km)	1,181	1,195	-1%
Size of fleet at month end <sup>7</sup>	30	30	-



# Preliminary Operating Statistics

For the 4<sup>th</sup> Quarter and Full Financial Year Ended 2014

## Philippines

### 4<sup>th</sup> Quarter 2014 Operating Statistics

Philippines' AirAsia	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	593,836	786,368	-24%
Capacity <sup>2</sup>	828,360	1,219,953	-32%
Load Factor (%) <sup>3</sup>	72	64	8 pts
ASK (mil) <sup>4</sup>	912	1,141	-20%
RPK (mil) <sup>5</sup>	627	748	-16%
Number of stages <sup>6</sup>	4,602	6,901	-33%
Average stage length (km)	1,109	921	20%
Size of fleet at month end <sup>7</sup>	15 <sup>(i)</sup>	17	-2

Note: (i) 15 aircraft is excluding 3 aircraft that were taken out of the system in 4Q14.  
(1 – Airbus A319 from the acquisition of Zest Air to be returned to lessor, 1 – Older aircraft from Zest Air to be sold, 1 – Aircraft to be returned back to MAA in 2015).  
Total aircraft under PAA including these three aircraft is 18, which is included in the Group's total aircraft number.

### Full Year 2014 Operating Statistics

Philippines' AirAsia	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	3,030,602	2,224,283	36%
Capacity <sup>2</sup>	4,327,560	3,528,590	23%
Load Factor (%) <sup>3</sup>	70	63	7 pts
ASK (mil) <sup>4</sup>	4,646	3,592	29%
RPK (mil) <sup>5</sup>	3,090	2,425	27%
Number of stages <sup>6</sup>	24,042	19,927	21%
Average stage length (km)	1,085	1,012	7%
Size of fleet at month end <sup>7</sup>	15 <sup>(i)</sup>	17	-2

Note: (i) 15 aircraft is excluding 3 aircraft that were taken out of the system in 4Q14.  
(1 – Airbus A319 from the acquisition of Zest Air to be returned to lessor, 1 – Older aircraft from Zest Air to be sold, 1 – Aircraft to be returned back to MAA in 2015).  
Total aircraft under PAA including these three aircraft is 18, which is included in the Group's total aircraft number.



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## India

### 4<sup>th</sup> Quarter 2014 Operating Statistics

AirAsia India	OCT - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	217,209	N/A	N/A
Capacity <sup>2</sup>	260,280	N/A	N/A
Load Factor (%) <sup>3</sup>	83	N/A	N/A
ASK (mil) <sup>4</sup>	208	N/A	N/A
RPK (mil) <sup>5</sup>	175	N/A	N/A
Number of stages <sup>6</sup>	1,446	N/A	N/A
Average stage length (km)	759	N/A	N/A
Size of fleet at month end <sup>7</sup>	3	N/A	N/A

Note: (i) AirAsia India's operating statistics are available from 3Q14 onwards

### Full Year 2014 Operating Statistics

AirAsia India	JAN - DEC 2014		
	2014	2013	Change
Passenger Carried <sup>1</sup>	345,298	N/A	N/A
Capacity <sup>2</sup>	430,560	N/A	N/A
Load Factor (%) <sup>3</sup>	80	N/A	N/A
ASK (mil) <sup>4</sup>	306	N/A	N/A
RPK (mil) <sup>5</sup>	249	N/A	N/A
Number of stages <sup>6</sup>	2,392	N/A	N/A
Average stage length (km)	641	N/A	N/A
Size of fleet at month end <sup>7</sup>	3	N/A	N/A

Note: (i) AirAsia India's full year operating statistics are based on numbers from June 2014 onwards.

- (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, Philippines' AirAsia's and AirAsia India's operations

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