



Bangkok Airways

2Q2024 Opportunity Day

30 August 2024

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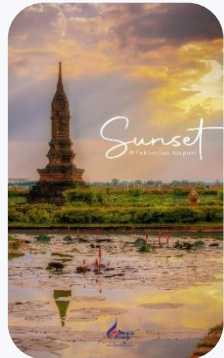
4 Business groups by BA

01

Boutique Airline

- Unique network to serve both tourism and business desires
 - Lounge for all passengers
 - Meals on board

Remark: adjusted services in compliance to CAAT's directive orders.



Plan & layout is subjected to change to comply with Airport Master Plan

02

Own & Operate 3 Resort Style Airports

- Samui
- Sukhothai
- Trat

U-Tapao Airport and Eastern Airport City project

Conceptual design phase

4

03

3 Airport Related Services at BKK Airport

- Catering Service
- Ramp & Ground Service
- Cargo Terminal



04

BDMS
Bangkok Dusit Medical Services



Strategic Investments

- 4.62% in BDMS
- 9.99% in BAFS
- 7.00% in FPT (Non-Listed)

MKT Value of Listed Securities

20,580 MB

as at 30 June 2024



“ขอบคุณจากหัวใจ”

รางวัลสายการบินระดับภูมิภาคที่ดีที่สุดในโลก และ
รางวัลสายการบินระดับภูมิภาคที่ดีที่สุดในเอเชีย

8 ปี ติดต่อกัน

จากสกายแทร็กซ์ เวิลด์ แอร์ไลน์ อวอร์ด

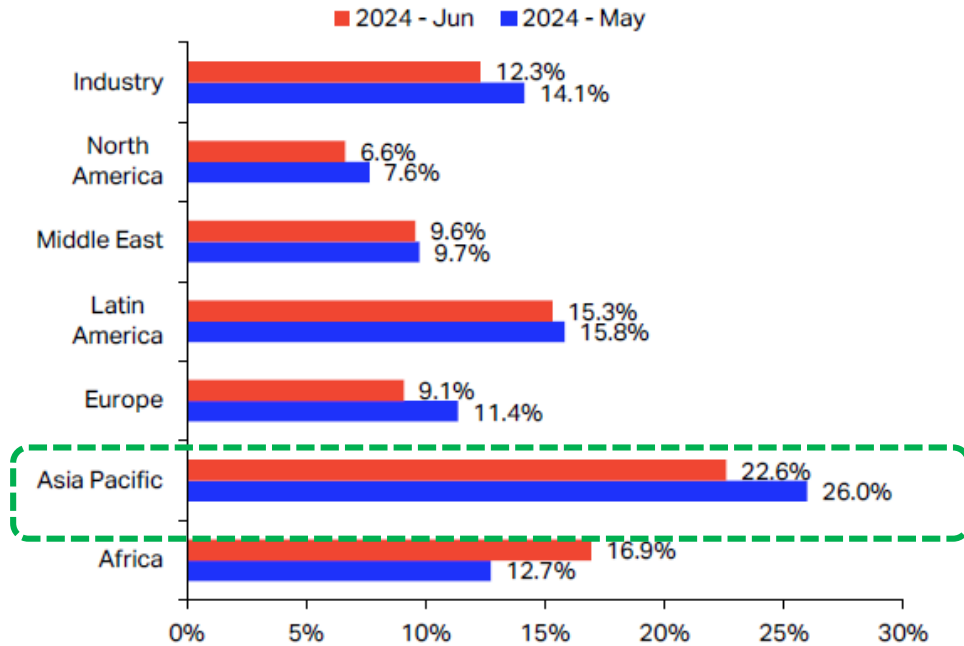
พุฒิพงศ์ ปราสาททองโอสถ
กรรมการผู้อำนวยการใหญ่
บริษัท การบินกรุงเทพ จำกัด (มหาชน)



รางวัลสายการบินระดับภูมิภาคที่ดีที่สุดในโลก 2024
รางวัลสายการบินระดับภูมิภาคที่ดีที่สุดในเอเชีย 2024

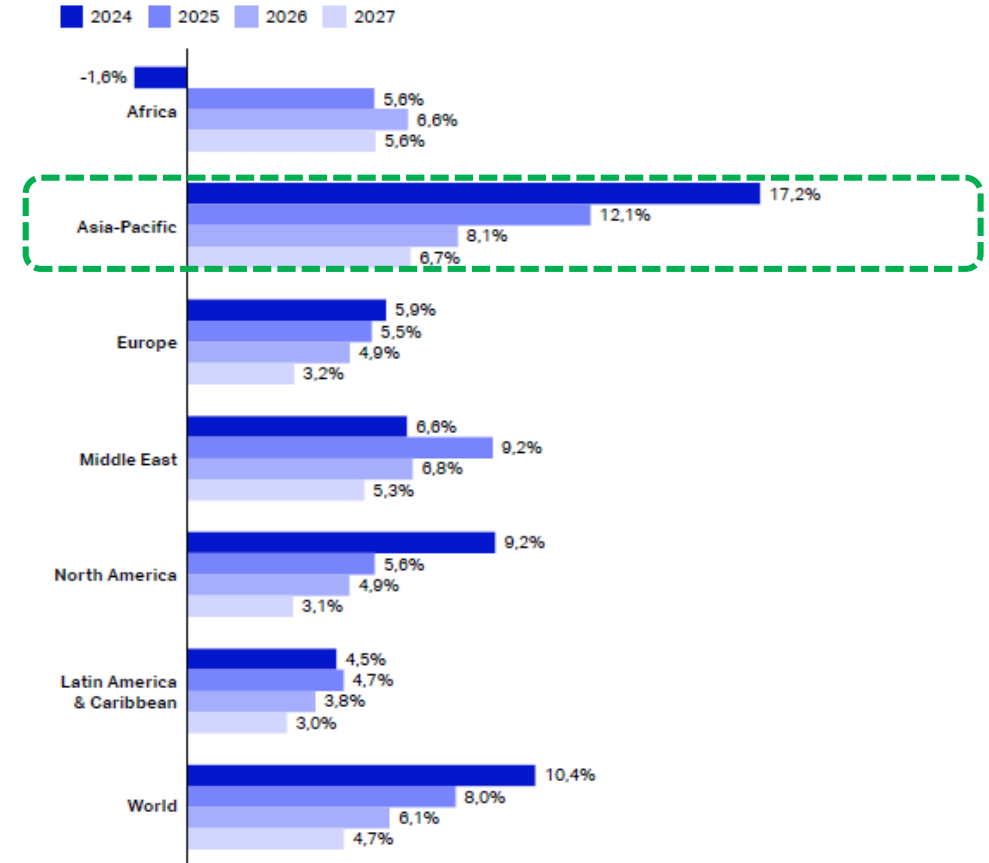
Strong int'l travel demand, keeps showing promise for the future

International RPK growth by airline region




Source: IATA Air Passenger Market Analysis, June 2024

Passenger forecast growth rates



Yearly forecast growth rates in total passenger numbers, %

Source: IATA Global Outlook for Air Transport - Deep Change, June 2024

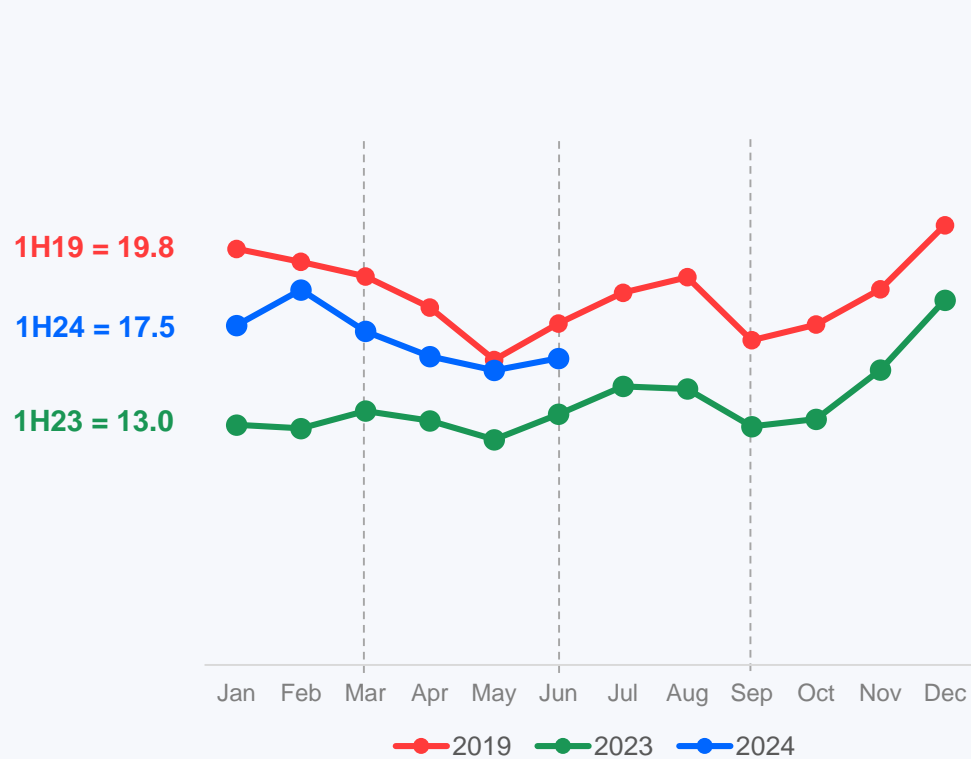
 **Asia** routes maintained double-digit growth and experienced increase demand in all route pairs.

 Connectivity to **Asia Pacific** should be fully restored this year.

IVA was mainly driven by growth from Asia and Australasia

International Tourist Arrival to Thailand

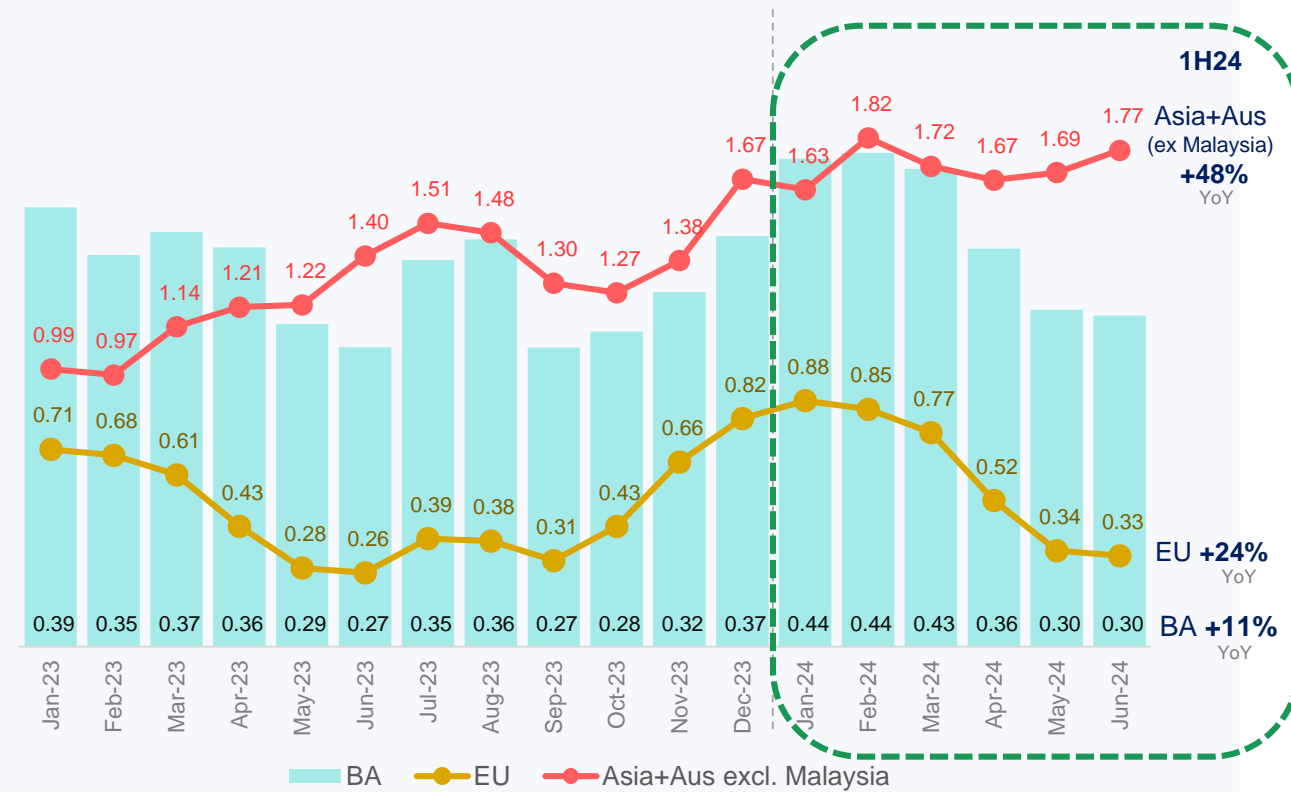
Unit: Million Passengers
Source: Ministry of Tourism & Sports



1H24 IVA increased 35% from 1H23, reached 88% of Pre-COVID level.

BA's Passenger vs IVA to TH (EU & Asia)

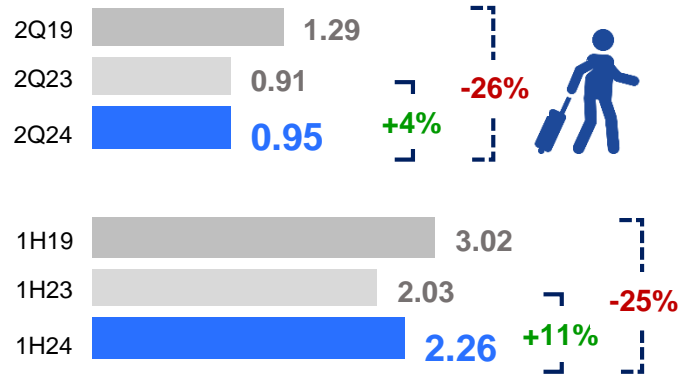
Unit: Million Passengers
Source: Ministry of Tourism & Sports & BA's Internal



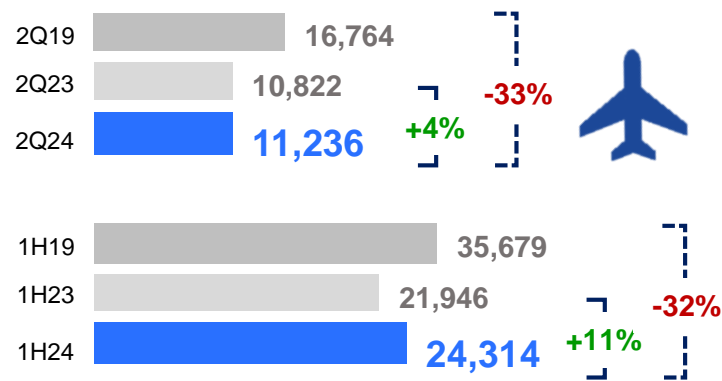
Seasonal travel pattern of IVA from EU in 2Q while Asia and Australasia remains high.

Sustained demand and improved productivity in 2Q2024

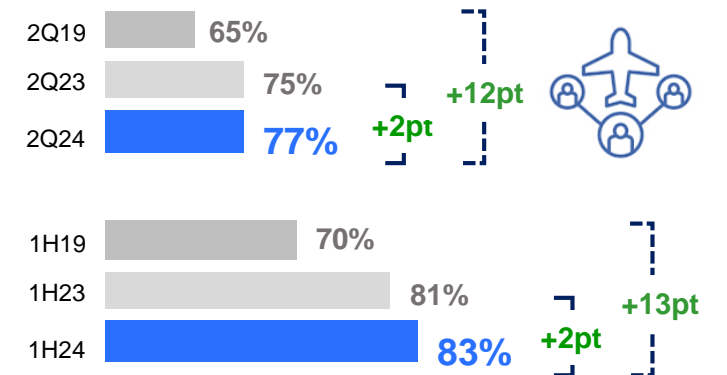
Passengers (Million)



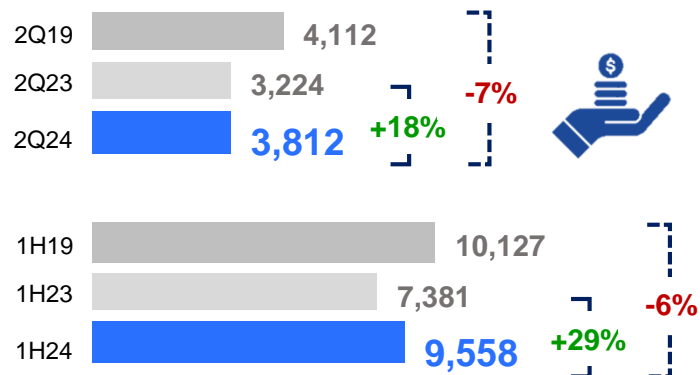
Flights (Number)



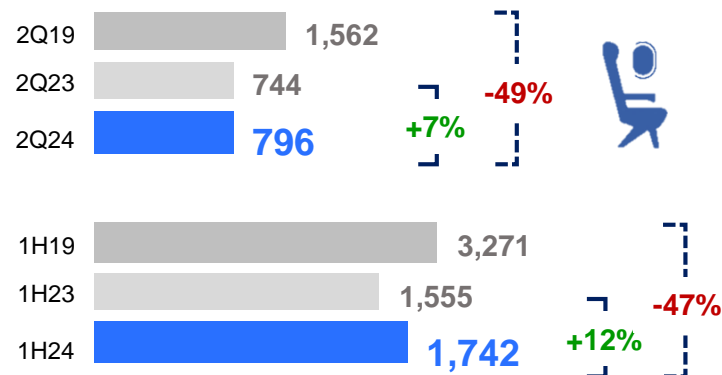
Load Factor (%)



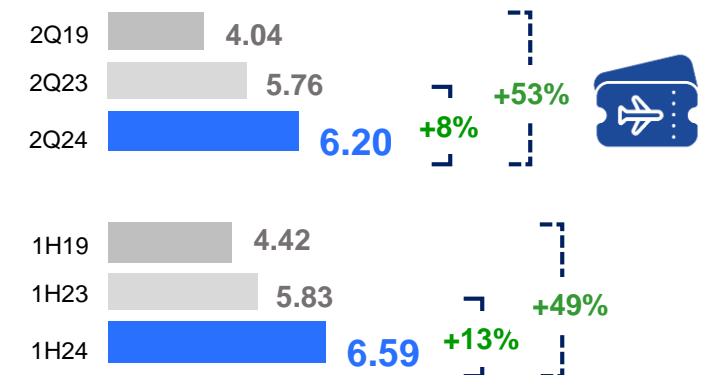
Passenger Revenue (Million)



Available Seat Kilometer (Million)

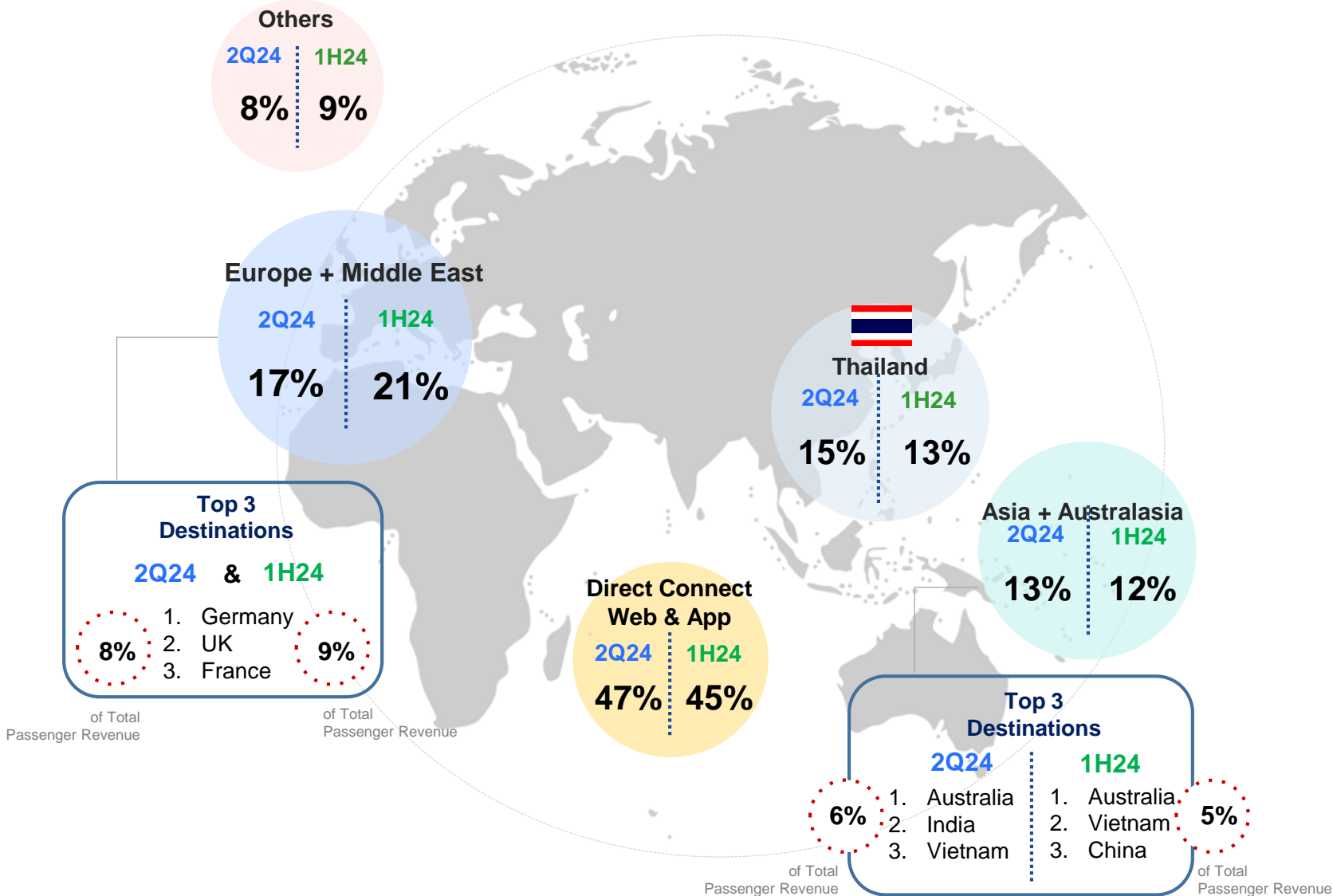


Passenger Yield (THB/RPK)



Direct Connect & Web and App gained more volume

Point of Sales (Regions)



Codeshare Partners



Steady grow in advanced booking despite change in booking behavior

19 Destinations

11 Domestic | 8 International

27 Routes | 18 Domestic | 9 International

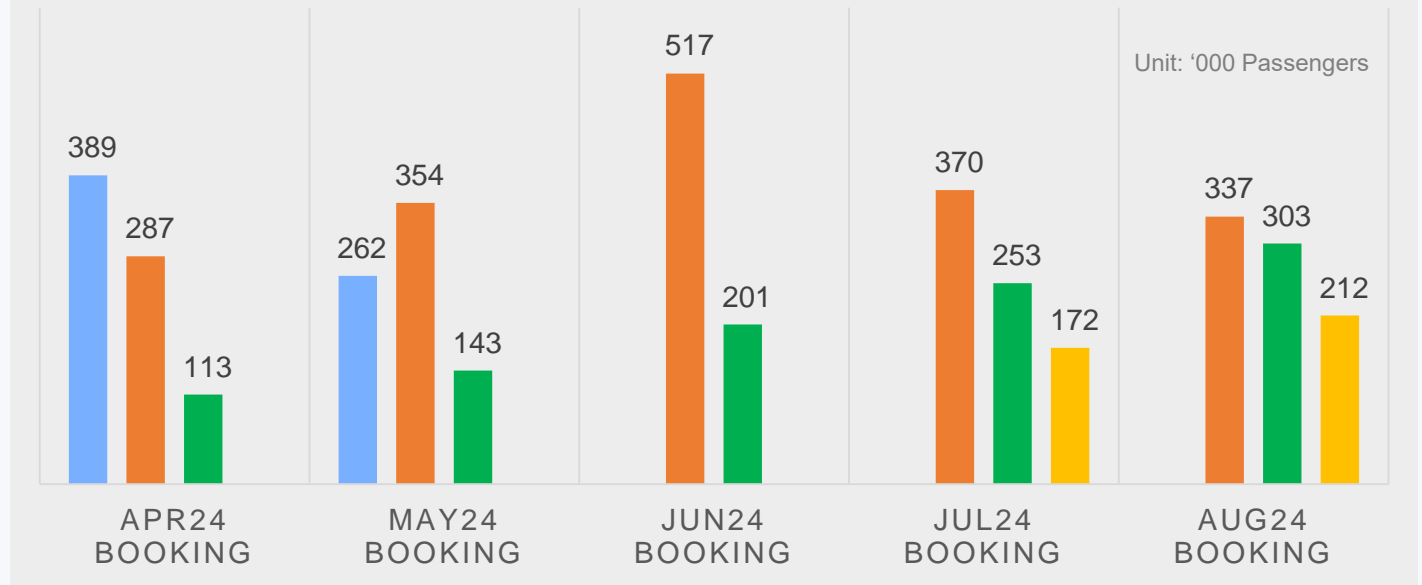


Data as of June 2024

ADVANCED BOOKING IN 2H24 & 1Q25

BOOKING IN APR-AUG 2024

Travel in 2Q24 Travel in 3Q24 Travel in 4Q24 Travel in 1Q25



% Flight Proportion 1H2024

58%

Samui

31%

Domestic

11%

CLMV+ International

Optimize aircraft utilization on the current fleet

Aircraft Type	Y2023	2Q2024	Y2024E
Airbus A320	3	2	2
Airbus A319	11	11	11 + 2(E)
ATR72-600	10	10	10
TOTAL	24	23	25



✈ Average Block Hour (per Day per Aircraft)

- 2Q24 = 8.00
- 1H24 = 8.47

✈ Aim to increase aircraft utilization due to the constraint of supply chain

Samui Airport exceeded Pre-COVID level, Trat is on the way to recover

Samui International Airport (All Airlines)



Unit: Passenger

2Q24	611,584	+15% YoY	111% of 2019
1H24	1,406,226	+22% YoY	111% of 2019



Unit: Flight

2Q24	6,964	+13% YoY	103% of 2019
1H24	14,983	+22% YoY	102% of 2019



Unit: Passenger

2Q24	15,113	-1% YoY	89% of 2019
1H24	32,142	+3% YoY	79% of 2019



Unit: Flight

2Q24	364	maintained	YoY & of 2019
1H24	728	+1% YoY	81% of 2019



Sukhothai Airport

Trat Airport



Unit: Passenger

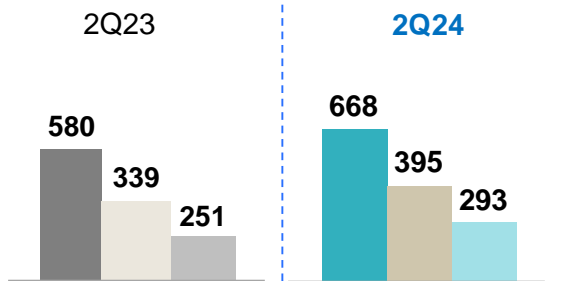
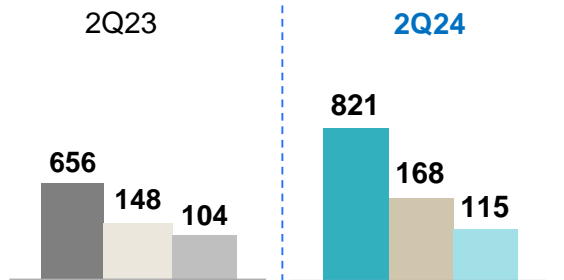
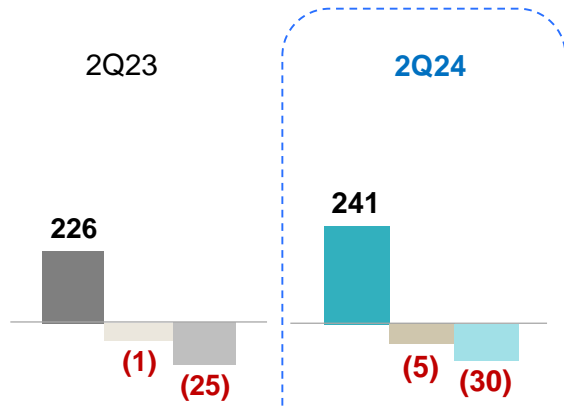
2Q24	15,736	+11% YoY	80% of 2019
1H24	40,089	+8% YoY	74% of 2019



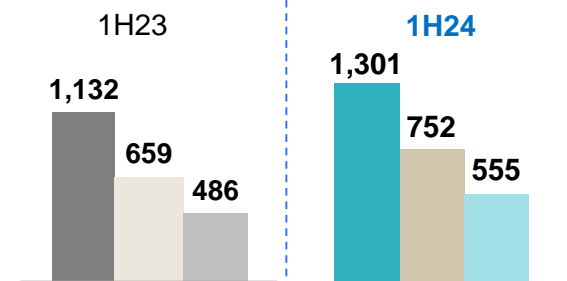
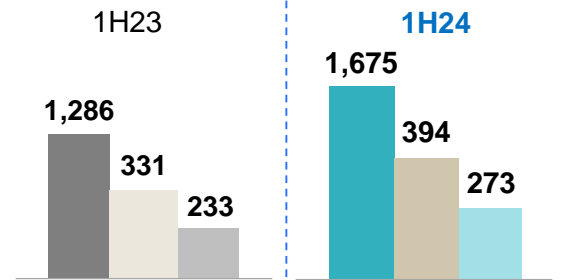
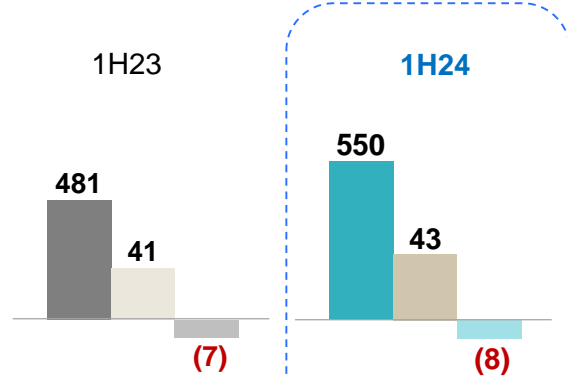
Unit: Flight

2Q24	364	maintained	YoY 79% of 2019
1H24	728	+1% YoY	62% of 2019

Ground services & Cargo terminal outperformed pre-pandemic level



Revenue EBITDA Net Income



Revenue EBITDA Net Income

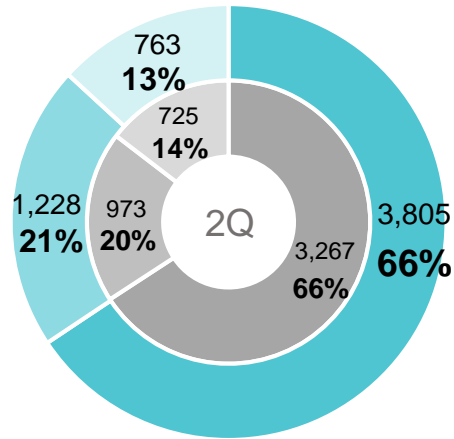
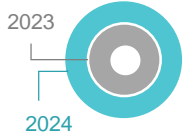
1H24 Key Highlights

Compared to pre-COVID level

- **24** Airline customers **+4** of 1H19
 - **3.41** Million Meals **92%** of 1H19
 - **18,855** AVG Meal/Day **92%** of Y1H19
 - Revenue **97%** of 1H19
-
- **121** Airline customers **+39** of 1H19
 - **36,915** Flight serviced **94%** of 1H19
 - Revenue **114%** of 1H19
-
- **109** Airline customers **+37** of 1H19
 - **247,270** Tonnage serviced **124%** of 1H19
 - Revenue **132%** of 1H19

Revenue approached pre-pandemic level, better costs control

2Q24 Total Revenue 5,796 MB



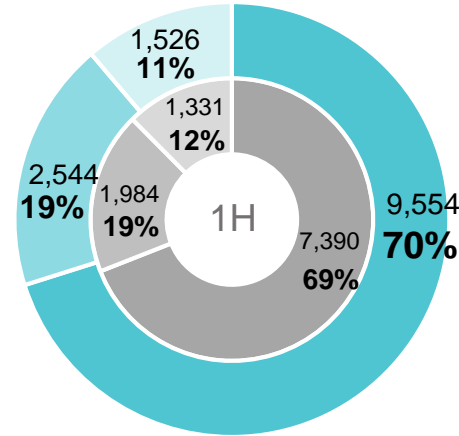
Passenger revenue

Samui	70%
CLMV	7%
Domestic	20%
International	3%

Other revenues

Breakage ticket	11%
Rental & Services	29%
Ticket fee	7%
Excess baggage	7%
Others	46%

1H24 Total Revenue 13,624 MB

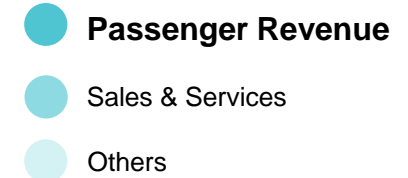


Passenger revenue

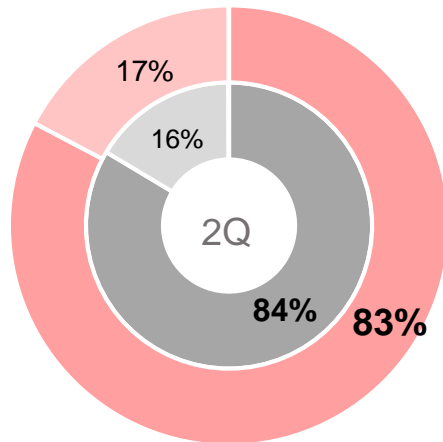
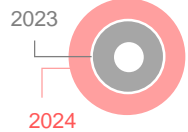
Samui	68%
CLMV	8%
Domestic	22%
International	2%

Other revenues

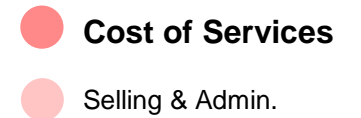
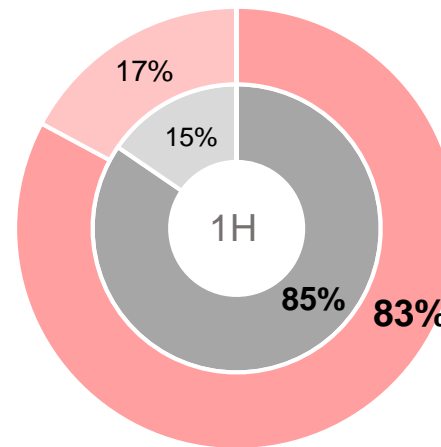
Breakage ticket	10%
Rental & Services	26%
Ticket fee	7%
Excess baggage	8%
Others	48%



2Q24 Total Expense 4,789 MB



1H24 Total Expense 10,148 MB



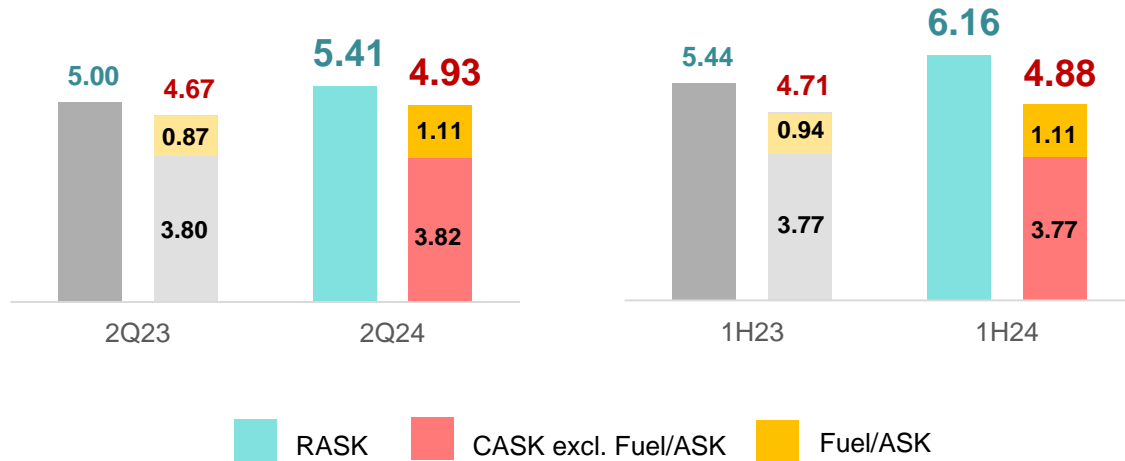
Salary	11%	Fuel	18%
Aircraft maintenance	12%	Passenger Services	9%

Salary	11%	Fuel	19%
Aircraft maintenance	13%	Passenger Services	9%

Higher RASK, improved unit margin

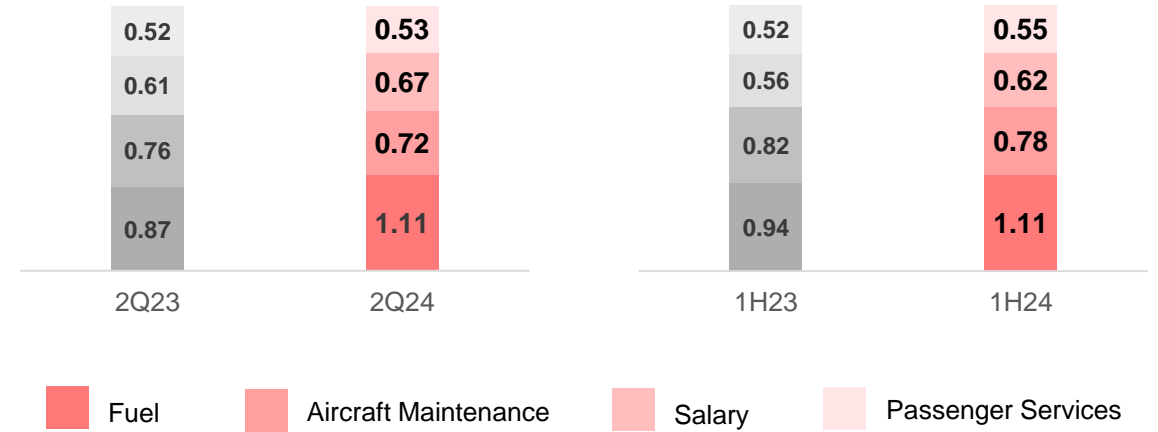
RASK & CASK

Unit: THB/ASK



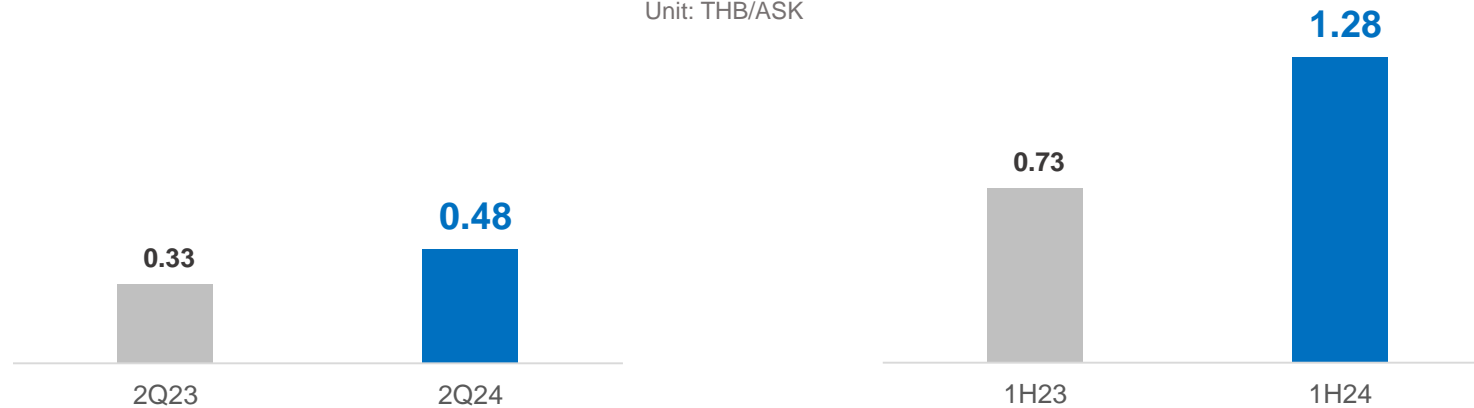
Major CASK

Unit: THB/ASK



Unit Margin

Unit: THB/ASK



Improved EBITDA margin

EBITDA & EBITDA Margin

Unit: MB & %

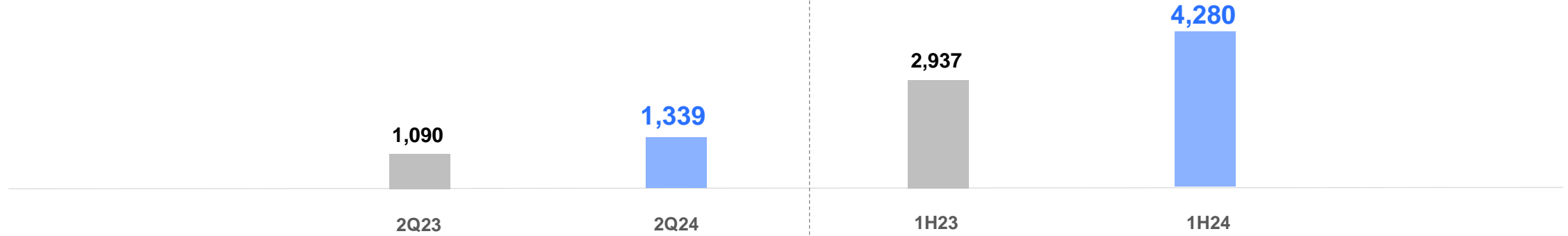
EBITDA Margin (%)

23%

24%

28%

32%

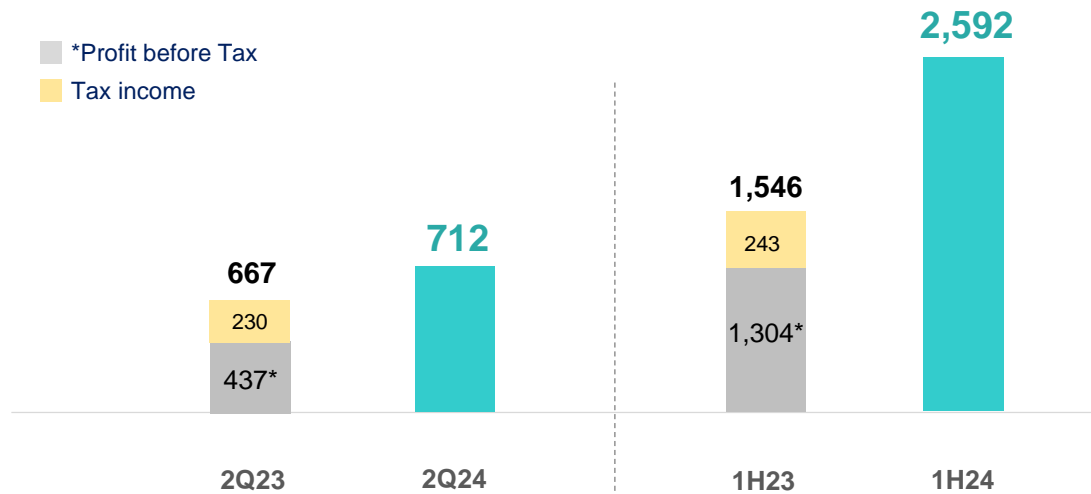


Normalized Profit (Loss)

Unit: MB

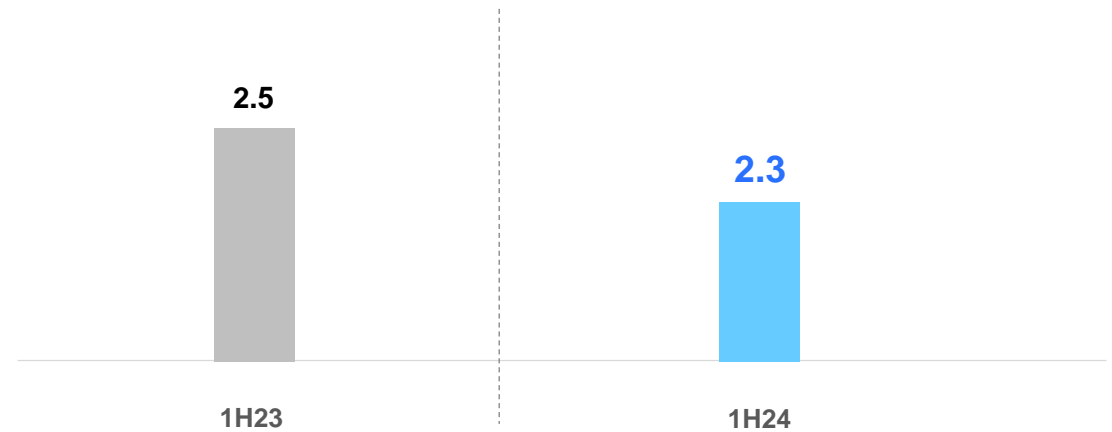
■ *Profit before Tax

■ Tax income



D/E Ratio

Unit: Times



ESG Highlights in 2Q2024

Environmental



1 Launch event of the 'Low Carbon Skies' campaign by Bangkok Airways at Samui Airport and a demonstration of refueling with SAF.



2 Fuel Efficiency Project (Proceed continuously)



3 Communication about environmentally friendly products and material selection on flights.



4 Waste segregation at the passenger lounge (Chiang Mai) and the courtesy corner (Sukhothai)

Social



1 Continuously communicate to promote a culture of safety.



2 Develop skills & promote knowledge to employees.



3 Support community enterprises (Trat & Sukhothai) in setting up booths at the company's press conference.



4 More than 30 students from school in the Samui area participate in the Bangkok Airways Kids Series 2024 free of charge.



5 ESG Day to promote employee engagement.



6 Bangkok Airways supports the 'Rak Jai Dek (Noi) Kham Khong' project, helping children return to Luang Prabang after successful heart surgeries.

Governance



1 Awarded the titles of the World's Best Regional Airline and Best Regional Airline in Asia for 2024 at the Skytrax World Airline Awards.



2 Satisfaction Scores 1st half 2024 Top 2 boxes: 92.3%



3 Develop Sustainable Sourcing Policy and Supplier Code of Conduct

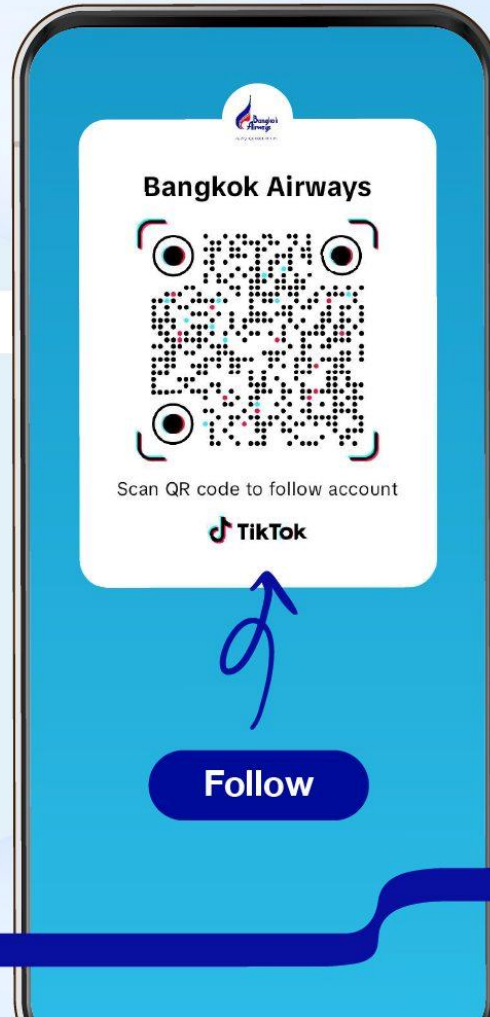


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