



Bangkok Airways
3Q2024 Opportunity Day

29 November 2024

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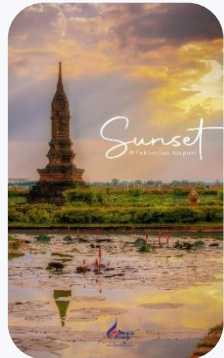
4 Business groups by BA

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)

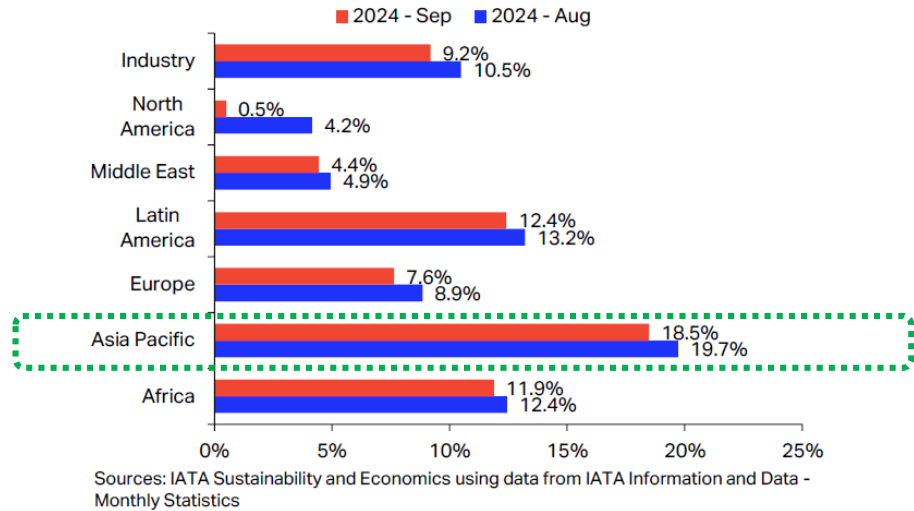
MKT Value of Listed Securities

23,044 MB

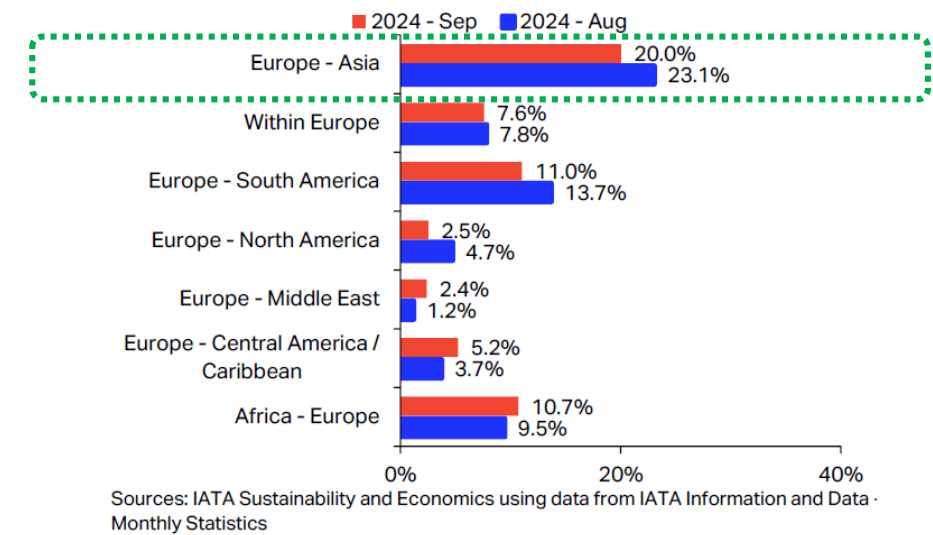
as at 30 September 2024

Highly captivated demand from EU to APAC

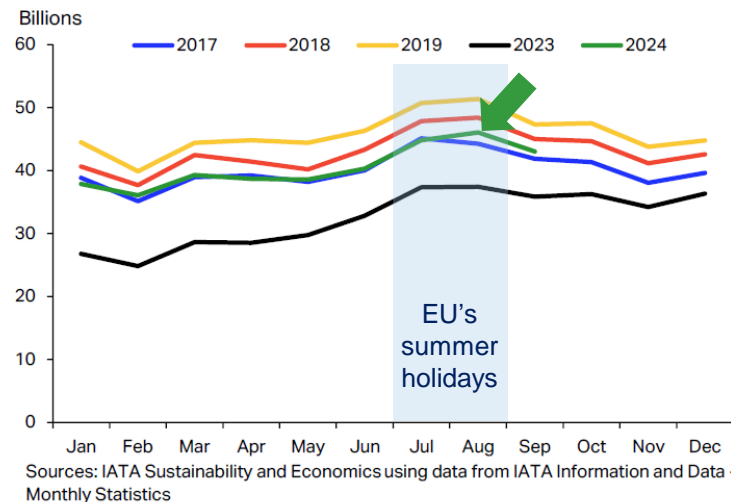
% International RPK growth by airline region of registration



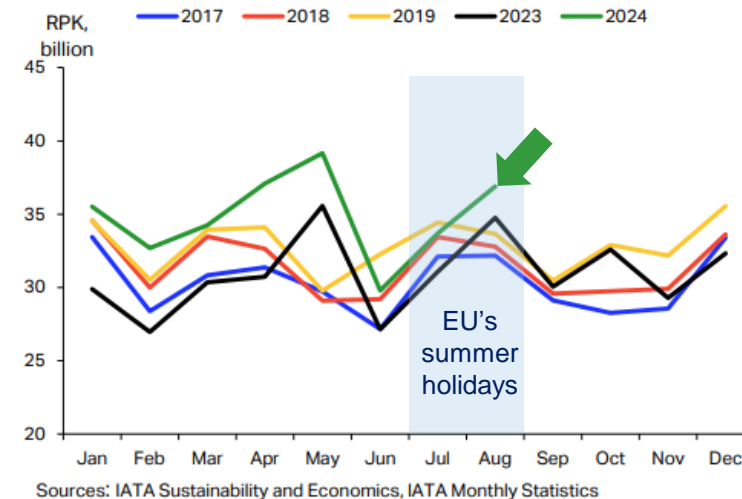
% International RPK - Major route areas from/to Europe



International RPK, Europe – Asia route area



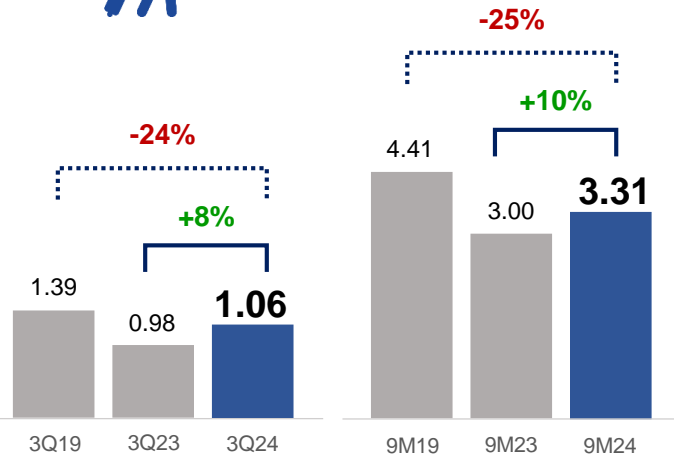
International RPK for Route pair : Asia – Middle East



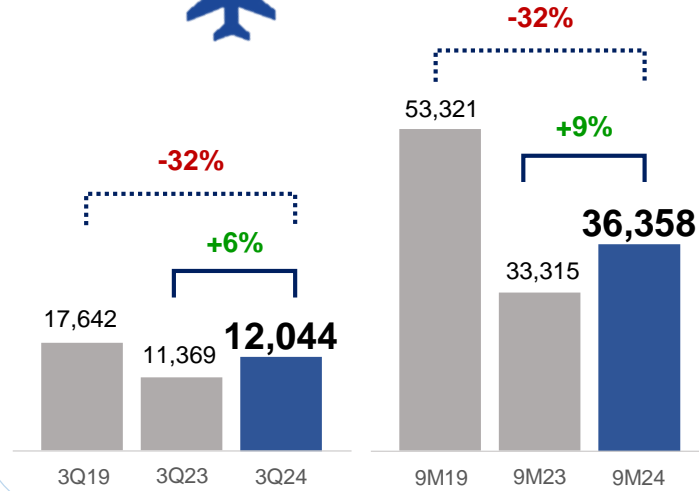
Improved operation performance



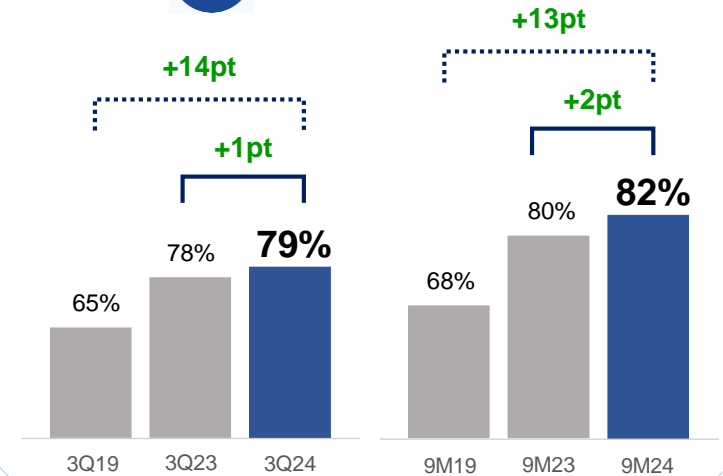
Passengers (Million)



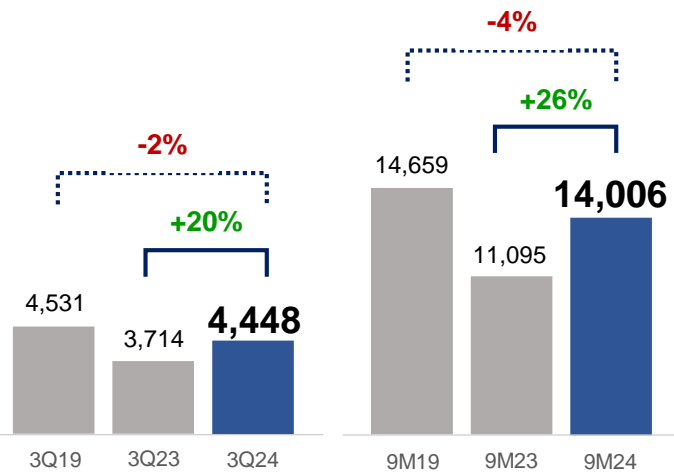
Flights (Number)



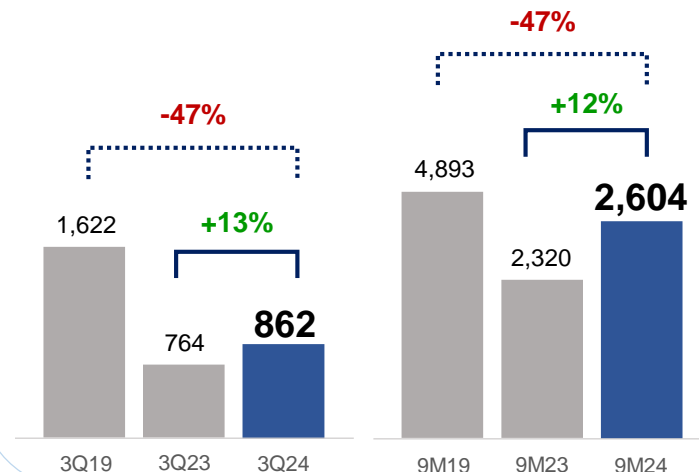
Load Factor (%)



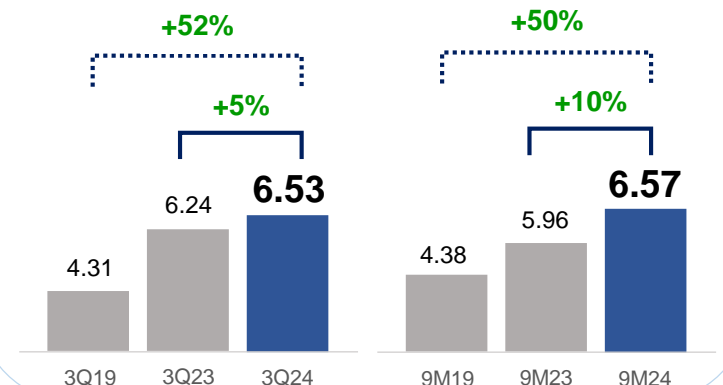
Passenger Revenue (Million)



Available Seat Kilometer (Million)

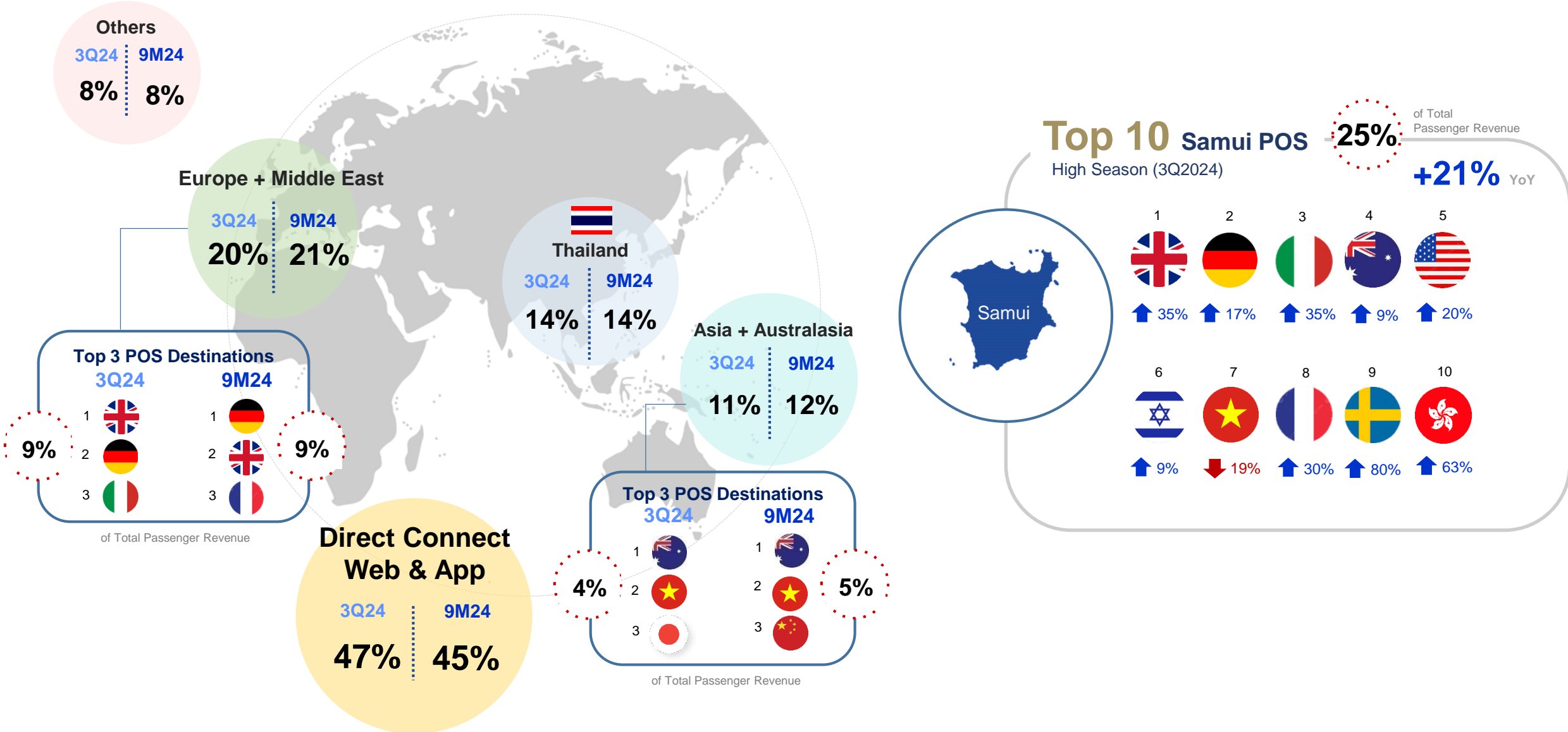


Passenger Yield (THB/RPK)



Strong POS from EU, especially routes to Samui

Point of Sales (% Region of Total Passenger Revenue)



Codeshare & Interline partners bring the world to us

9M2024

30
Codeshare partners

70+
Interline partners



*Temporary suspended agreement until further notice

Top 5
Codeshare Partners

+18% YoY

11%
of Total Passenger Revenue



Europe
Codeshare Partners

+21% YoY

5%
of Total Passenger Revenue



Middle East
Codeshare Partners

+4% YoY

6%
of Total Passenger Revenue



Manage capacity to accommodate seasonality

25 Routes

17 Domestic | 8 International

19 Destinations | 11 Domestic | 8 International



Resumed

4Q24

Chiang Mai – Krabi (ow)

(3 Flights/Week)

Plan to Resume

4Q25

Samui – Kuala Lumpur v.v.

(Daily)



% Flight Proportion

	Samui	DOM	CLMV+ INT'L		Samui	DOM	CLMV+ INT'L
3Q24	61%	28%	11%	9M24	55%	34%	11%
3Q23	57%	32%	11%	9M23	54%	33%	13%
3Q19	38%	31%	31%	9M19	37%	33%	30%

Optimize aircraft utilization on the current fleet

Aircraft Type	Y2023	3Q2024	Y2024
Airbus A320	3	2	2 + 1*
Airbus A319	11	11	11 + 1*
ATR72-600	10	10	10
TOTAL	24	23	25

*ACMI Aircraft starts operation 1 December 2024



✈ Average Block Hour (per Day per Aircraft)

- 3Q24 = 8.87
- 9M24 = 8.60

✈ Constraint of supply chain of spare parts continued

✈ Target to send RFP for fleet renewal by end of 2024

Samui Airport revealed strong performance

Samui International Airport (All Airlines)



Unit: Passenger

3Q24 **723,437** **+18%** YoY
12% over Pre COVID-19 Level

9M24 **2,129,663** **+21%** YoY
11% over Pre COVID-19 Level



Unit: Flight

3Q24 **7,988** **+18%** YoY
6% over Pre COVID-19 Level

9M24 **22,971** **+21%** YoY
3% over Pre COVID-19 Level



Unit: Passenger

3Q24 **16,018** **+8%** YoY
2% under Pre COVID-19 Level

9M24 **48,160** **+5%** YoY
16% under Pre COVID-19 Level



Unit: Flight

3Q24 **368** **maintained**
YoY & Pre COVID-19 Level

9M24 **1,096** **maintained**
YoY
14% under Pre COVID-19 Level



Sukhothai Airport

Trat Airport



Unit: Passenger

3Q24 **13,867** **+12%** YoY
6% under Pre COVID-19 Level

9M24 **53,956** **+9%** YoY
22% under Pre COVID-19 Level

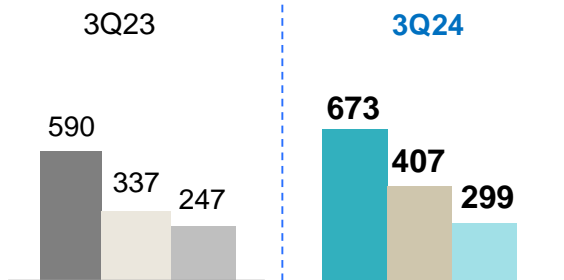
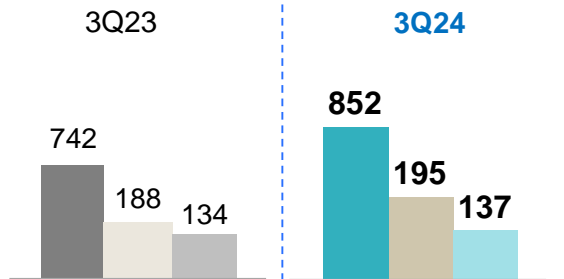
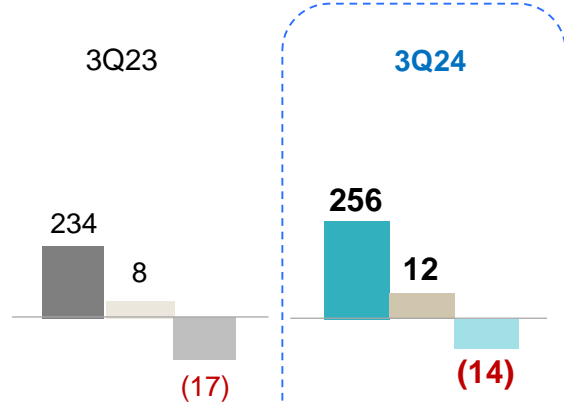


Unit: Flight

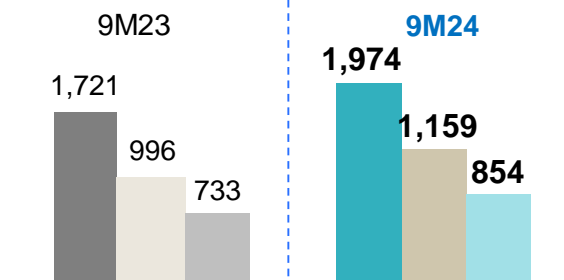
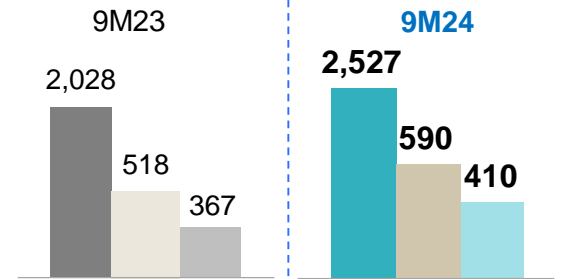
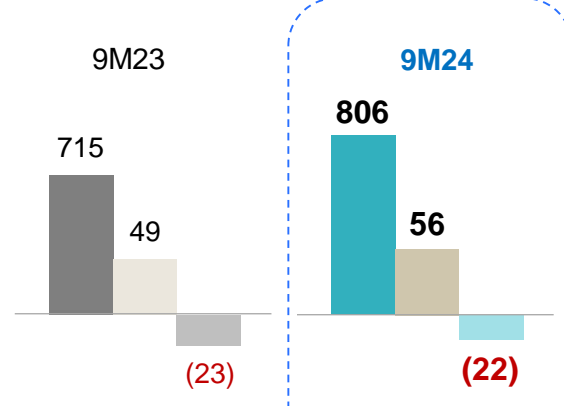
3Q24 **352** **-4%** YoY
19% under Pre COVID-19 Level

9M24 **1,080** **-1%** YoY
33% under Pre COVID-19 Level

Robust ground services & cargo terminal performance



■ Revenue ■ EBITDA ■ Net Income



■ Revenue ■ EBITDA ■ Net Income

9M24 Key Highlights

Compared to pre-COVID level (9-Month)

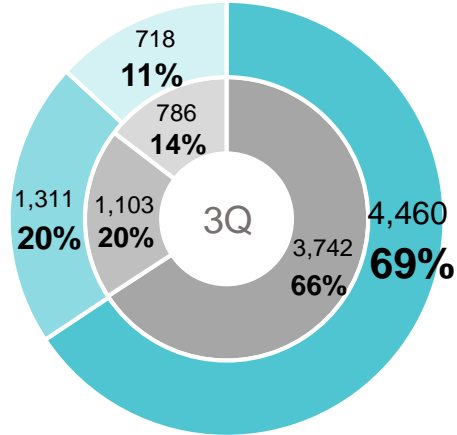
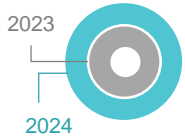
- **27** Airline customers **+7** of 9M19
- **4.98** Million Meals or **91%** of 9M19
- **18,236** AVG Meal/Day **91%** of 9M19
- Revenue **10% under** Pre-COVID19 level

- **122** Airline customers **+38** of 9M19
- **55,745** Flight serviced **94%** of 9M19
- Revenue **11% over** Pre-COVID19 level

- **111** Airline customers **+37** of 9M19
- **371,980** Tonnage serviced **124%** of 9M19
- Revenue **22% over** Pre-COVID19 level

Financial performance

3Q24 Total Revenue 6,489 MB



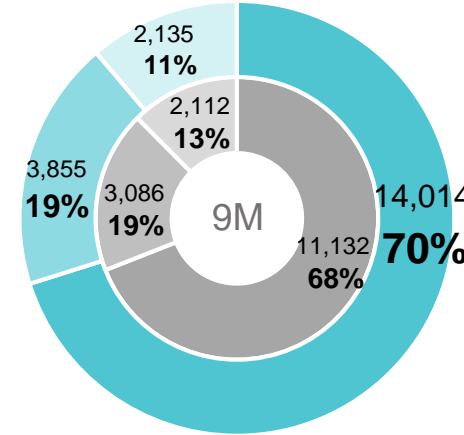
Passenger revenue

Samui	73%
Domestic	18%
CLMV+INT'L	9%

Other revenues

Dividend income	37%
PSC	20%
Breakage ticket	11%
Rental & Services	11%
Ticket fee	8%
Excess baggage	8%
Others	5%

9M24 Total Revenue 20,004 MB

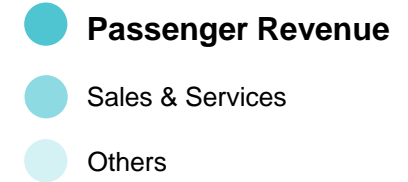


Passenger revenue

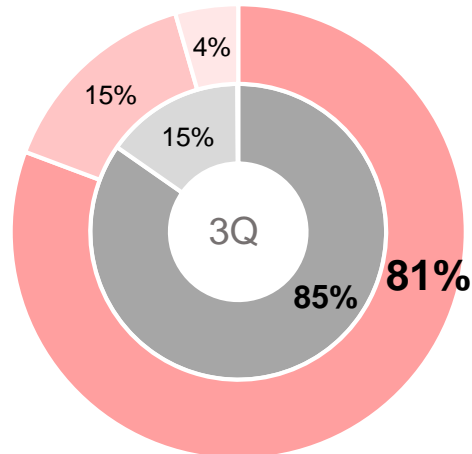
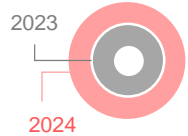
Samui	70%
Domestic	21%
CLMV+INT'L	9%

Other revenues

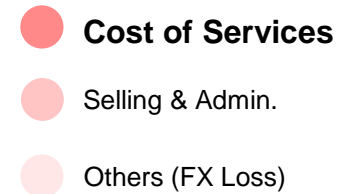
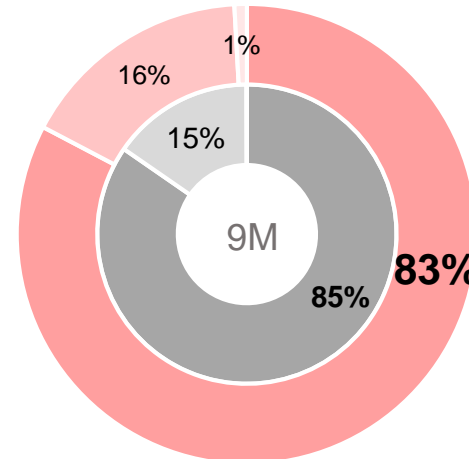
Dividend income	25%
PSC	20%
Breakage ticket	12%
Rental & Services	11%
Ticket fee	8%
Excess baggage	9%
Others	15%



3Q24 Total Expense 5,356 MB



9M24 Total Expense 15,394 MB



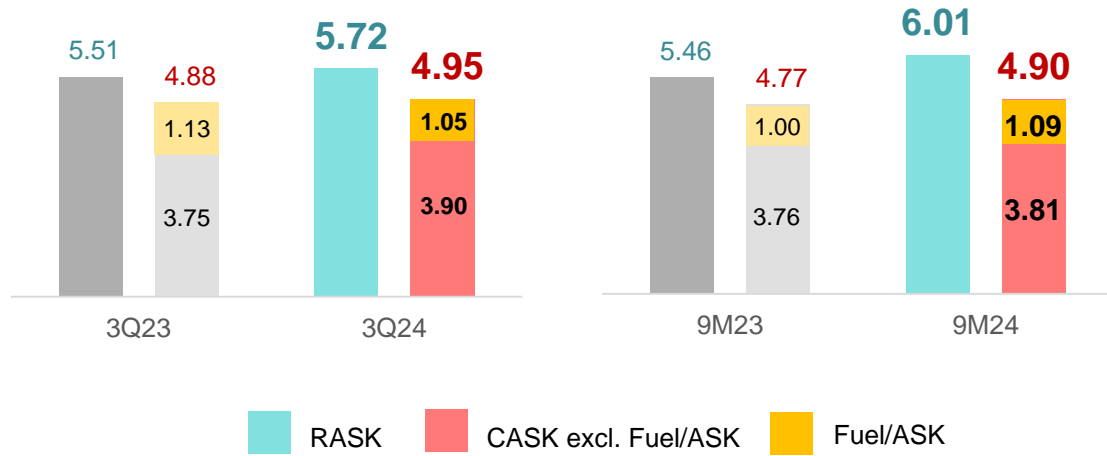
Fuel	17%	Salary	14%
Aircraft maintenance	13%	Passenger Services	9%

Fuel	19%	Salary	12%
Aircraft maintenance	13%	Passenger Services	9%

Improved Unit Margin

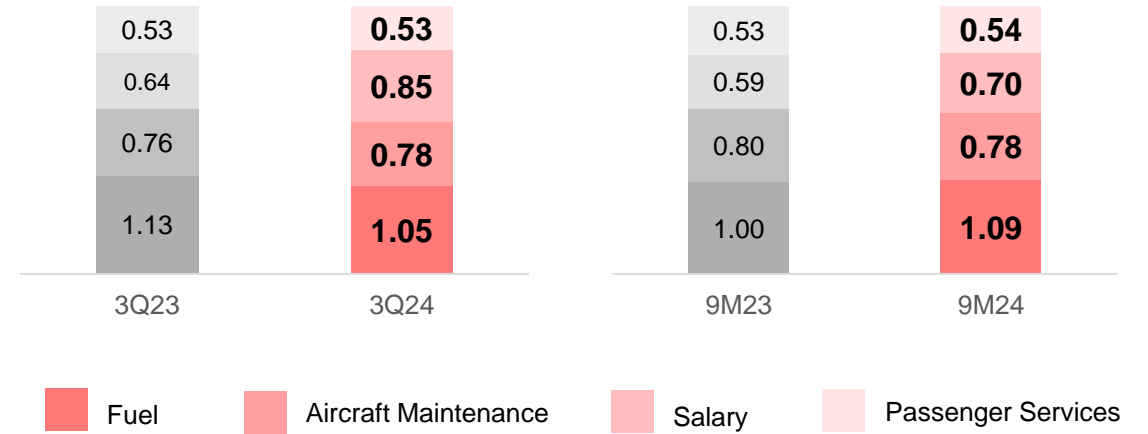
RASK & CASK

Unit: THB/ASK



Major CASK

Unit: THB/ASK



Unit Margin

Unit: THB/ASK



Strong normalized profit & improved gearing ratio

EBITDA Margin (%)

27%

27%

28%

31%

EBITDA (MB)

1,415

1,681

4,352

5,961

3Q23

3Q24

9M23

9M24

Normalized Profit (Loss)

Unit: MB

- *Profit before Tax
- Tax income

1,910

1,086

824*

3Q23

673

3Q24

3,457

1,329

2,128*

9M23

3,265

3,894*

9M24

D/E Ratio

Unit: Times

2.2

9M23

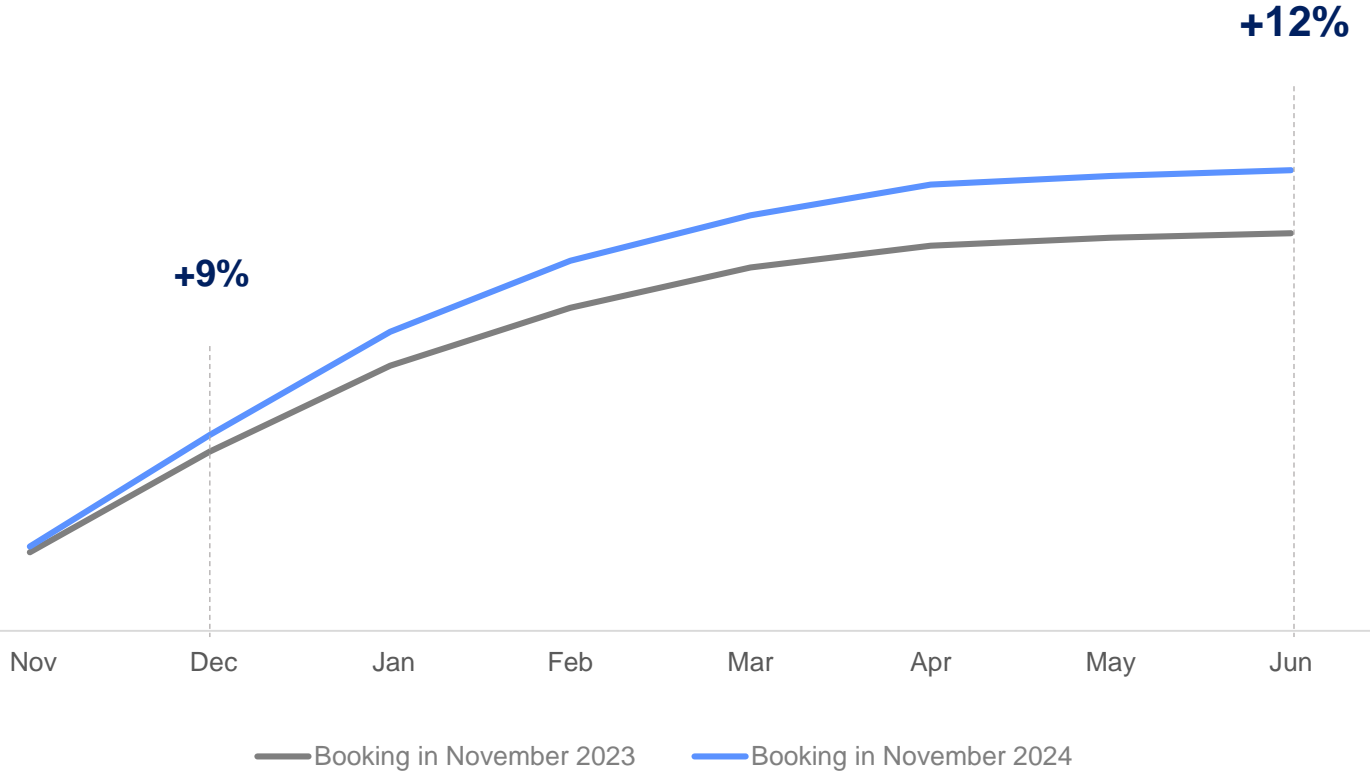
2.1

9M24

Steady growth of advanced booking

Advanced Booking as of November 2024
Traveling until June 2025

Snapshot Advanced Bookings (Accumulated)



Samui
+25%



Domestic
+15%



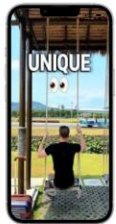
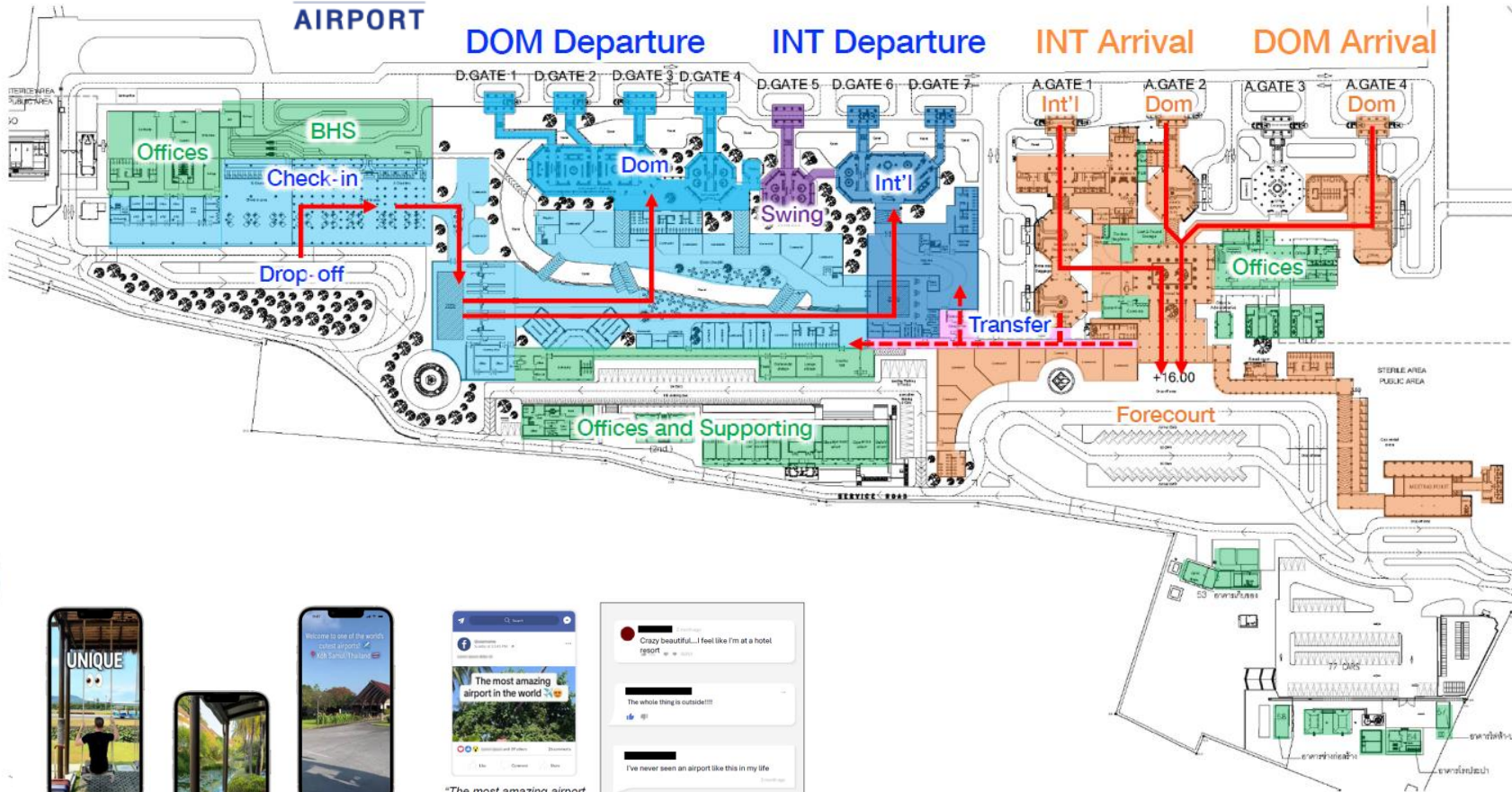
CLMV
+International
+3%



Draft layout of passenger terminal, Samui airport



Main Terminal Ultimate Phase



"Unique"



"Never seen an airport like this before"



"Welcome to one of the world's cutest airports"



"The most amazing airport in the world"



ESG Highlights in 3Q2024

Environmental



To create participation in adaptation and various operations to reduce impact on the environment.



1

The 7th Coconut Planting for Koh Samui event and the release of 7 million juvenile blue to help preserve ecological balance

2 Waste Management Initiatives: Employee uniforms (polo shirts) and lanyards will be made from recycled plastic bottles in 2025.



3

The company received the **Sustainable Forest Contributors Award** for choosing eco-friendly tissue paper for in-flight service.

Sukhothai Airport provided over 1,000 relief bags and offered **assistance to flood-affected communities**, covering a total of 5 sub-districts and 17 villages.

3



The "Delivering Care from the Heart to the Community" project includes the following initiatives:

4

- Donation of medical equipment to sub-district health promoting hospitals and village health volunteers.
- Sterilization program for dogs and cats, along with rabies vaccination services, in collaboration with local organizations.
- Health check-ups and dental care services for students.
- Medical unit provides free services to the community.



Social



Create work culture that is safe throughout the organization and promote opportunities for stakeholders.



HAPPINOMETER

เครื่องมือวัดความสุขด้วยตนเอง
<http://www.happinometer-tchs.com/web/>



1

Exploring Happiness, Quality of Life, and Organizational Engagement of Staff, conducted by the Thailand Center for Happy Worker Studies (TCHS), Institute for Population and Social Research, Mahidol University.



2

Blue Volunteers participated in a **mobile medical unit activity with the Vejdsut Foundation** at the Foundation for Slum Child Care (Suea Yai Community, Khlong Toei, and Nong Khaem Community).

Governance



Create sustainable economic growth jointly with stakeholders based on efficient performance of work.



All employees to learn and have to pass '**Compliance with the Code of Business Conduct**' to reinforce understanding and use it as a guideline for work practices.

1

Ticket Payment: A new credit card payment method that is convenient, secure, and enhances customer trust.

2



QR Code ผ่าน Mobile Banking Applications ทุกธนาคาร



IMPLEMENTATION



Sustainable Procurement Policy

Supplier Code of Conduct

3

The Human Resources Development Division organizes training on the course "**Innovation in Business and Value Creation.**"



ผลประเมินเฉลี่ยในภาพรวม : **91%**
(ระดับ ดีมาก)



4



The Elíte *Beyond Limit*

เดินทางไม่จำกัดเส้นทางและเที่ยวบิน 1 ปี

The Elíte และ The Elíte Plus

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Official Store

สำหรับเที่ยวบินในประเทศ

120,000 บาท



สำหรับเที่ยวบินในประเทศและต่างประเทศ

190,000 บาท



จำหน่าย : 15 พฤศจิกายน – 16 ธันวาคม 2567 | เดินทาง : 1 มกราคม – 31 ธันวาคม 2568

*ราคายังไม่รวมภาษีมูลค่าเพิ่ม 7%



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