



AAV Announces Q3 2014 Results

Passenger Carried 2.9 Million, Average Load Factor of 82%

Received 3 New Aircraft Ahead of End of Year Travel Season

Mr. Tassapon Bijleveld, CEO of Asia Aviation Company Limited (Public) or AAV (Parent) and CEO of Thai AirAsia, disclosed that in the third quarter of 2014 (Q3/2014) Thai AirAsia saw a return of Baht 5,559 Million, or decreased by 1 percent year-on-year due to higher expenditures, leading to this quarter's net loss were at Baht 382 Million. Over the first nine month of 2014 (9M/2014), Thai AirAsia saw returns of Baht 17,479 Million, up 3 percent from the same period last year, with a net loss of Baht 455 Million. AAV (Parent) saw net losses in Q3/2014 and 9M/2014 of Baht 209 Million and Baht 246 Million, respectively.

In terms of significant operational statistics during the quarter, Thai AirAsia saw a satisfactory increase in its Load Factor, which averaged 82 percent, lower than the same period last year by only 1 percentage point amidst political complications and a sluggish economy impacting the growth of the tourism sector. The company is optimistic as the government has revealed clear policies to support tourism, such as a 3-month visa waiver for Chinese and Taiwanese visitors to Thailand and added domestic holidays in August, which sent AirAsia passenger numbers soaring 12 percent year-on-year for a total of 2.9 million passengers. The jump was in step with AirAsia expanding its seat capacity by 13 percent from last year.

Thai AirAsia took a total of 3 new aircraft of Airbus A320 in this quarter, bringing its fleet total to 40 at present. 34 of the planes are stationed at its Bangkok (Don Mueang) hub, 3 at its Chiang Mai hub, 2 at the Phuket hub, and 1 in Krabi hub. During the quarter, Thai AirAsia increased the frequency of flights on 2 popular routes; Bangkok-Khon Kaen from 3 flights to 4 daily and Chiang Mai-Phuket from 2 flights to 3 daily. The airline also added City Transfer shuttle services to Roi Et, Maha Sarakram and Kalasin (landing at Khon Kaen) as well as Mukdaharn (landing at Nakhon Phanom or Sakon Nakhon).

Thai AirAsia has continued to efficiently manage its capital, working under the concept "Truly Low Fares, Trusted Quality"; communicating its strengths as an airline that offers low costs but does not compromise on quality and standards. Affirming the sentiment was the



airline's being named World's Best Low Cost Airline for the sixth straight year (2009-2014) by a worldwide vote conducted by Skytrax as well as it being noted for a strong on-time record.

Mr. Tassapon observed that though tourism figures in Thailand have yet to return to their normal state, especially in terms of Chinese visitors, the state has set a number of strategies and policies that can work alongside Thai AirAsia's more frequent promotional campaigns and special fares to stimulate travel during the final season of the year. He noted also that creating new travel options could create opportunities for the airline and thus it has worked tirelessly to offer novel services that respond to the needs of a variety of groups, such as the Fly Thru, City Transfer and Island Transfer services, which allow travelers to access more destinations. The latest additions were routes to Kanom (landing in Nakhon Si Thammarat) and Khao Lak (landing in Krabi). The airline has also opened new flight bases outside of Bangkok.

For the fourth quarter of 2014, Thai AirAsia plans to launch several new domestic routes as well as increase the frequency of flights on popular routes. The airline is confident it can achieve a planned 12.1 million passengers served this year as well as hit its earnings target.