

**THAI**  
63<sup>rd</sup>  
ANNIVERSARY



# THAI AIRWAYS OPPORTUNITY DAY 1Q2023

16 JUNE 2023



- The information contained herein is intended to represent the Company's operating and financial position at a given point in time and may also contain forward looking information which only reflects expectations based on the prevailing geo-political, economic and non-controllable factors. Such information has been obtained from sources believed to be most reliable and the means in analyzing and preparation of such information for disclosure are based on approved practices and principles in the investment industry. The views are based on assumptions subject to various risks and uncertainties and no assurance is made as to whether such future events will occur, that projections will be achieved, or that the assumptions here-in are correct. Consequently, no assurance is made as to the accuracy or completeness of information presented in this document.
- This document should not be construed as an investment guide or as an offer or solicitation of an offer to buy or sell equity shares or other securities issued by the Company.



## ➤➤ World Aviation

Situation of THAILAND

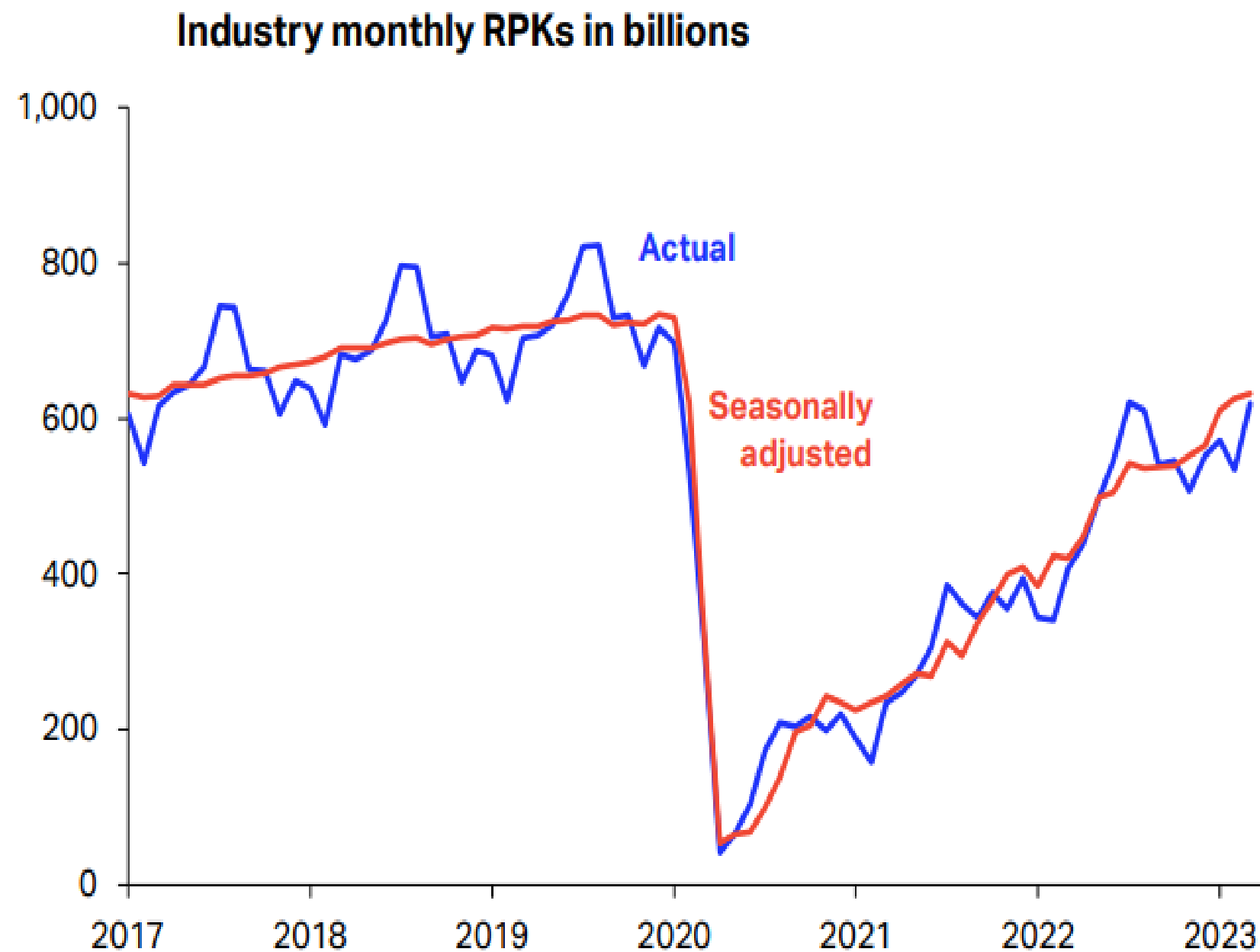
Operating Highlights & Financial Results

Progress on Rehabilitation Plan

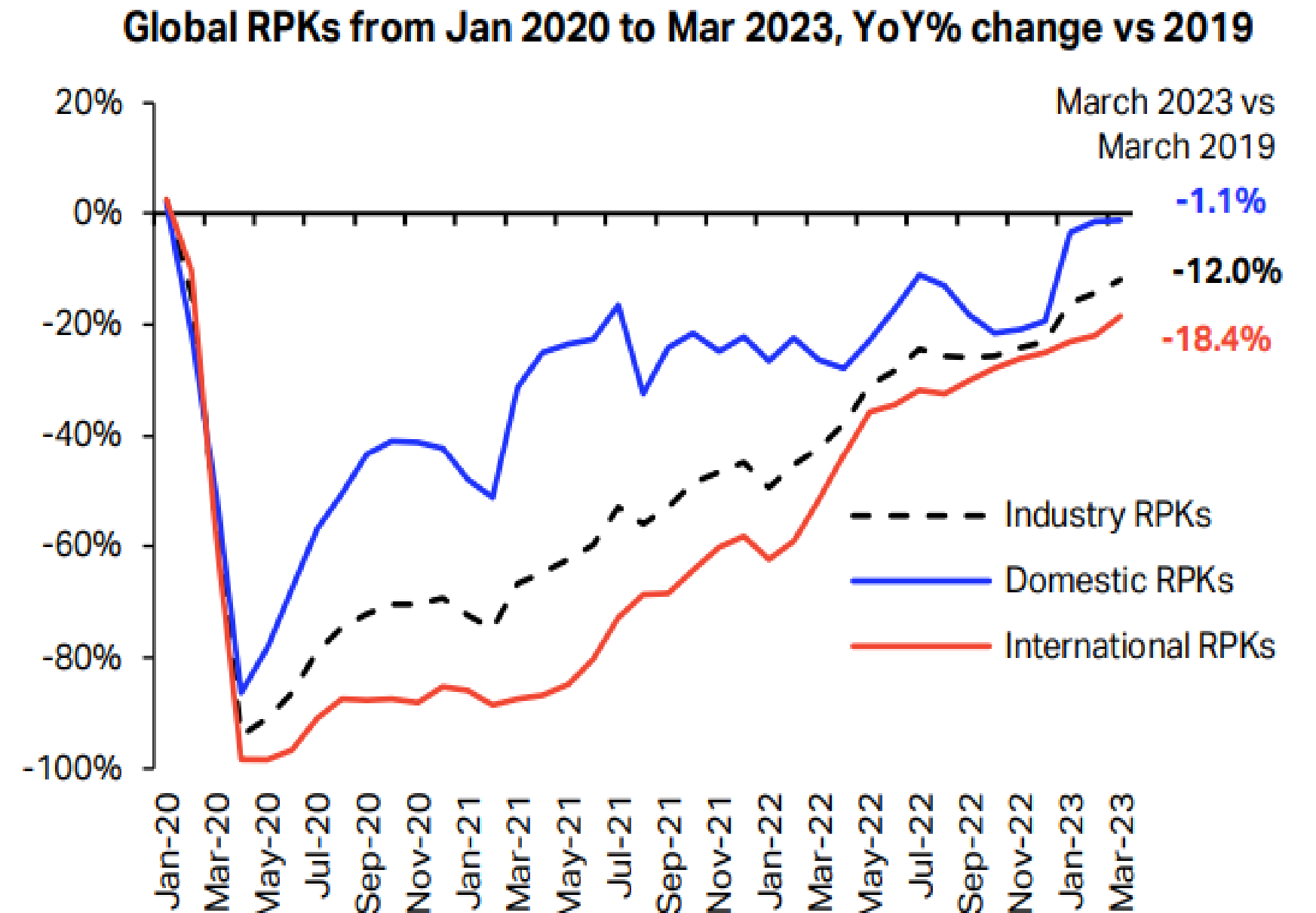
Activities

Q & A

# Opportunity Day 1Q-2023

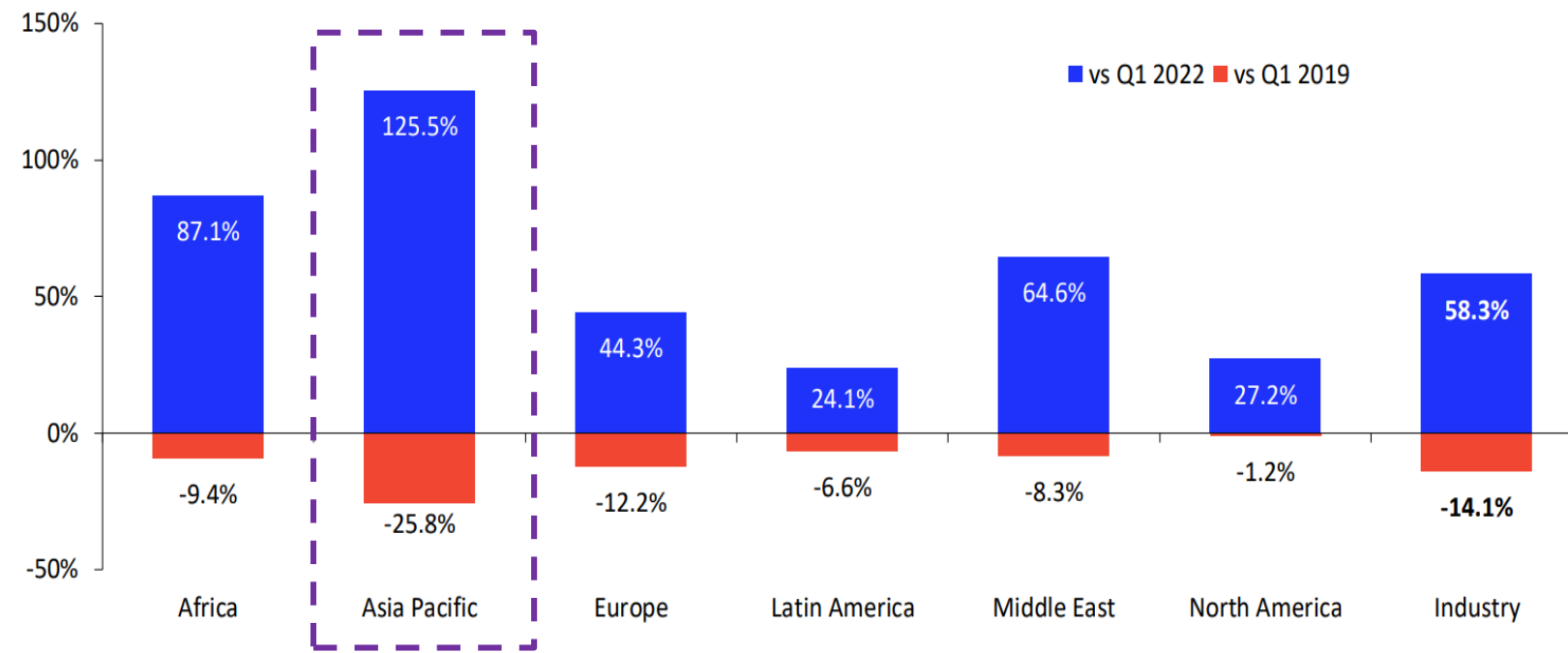


- The recovery in air travel demand has remained resilient this quarter.
- Industry-wide RPKs in the first quarter of 2023 rebounded to 85.9% of Q1 2019 levels, showing a significant improvement from the 68.5% RPK recovery achieved for the full year in 2022



- In March 2023, global air passenger traffic was only 12.0% below pre-pandemic levels
- Domestic RPKs have continued to recover more rapidly than international RPKs and have accelerated due to the resumption of air travel in China's domestic market.
- Global domestic RPKs and international RPKs were 1.1% and 18.4% below 2019 levels in March

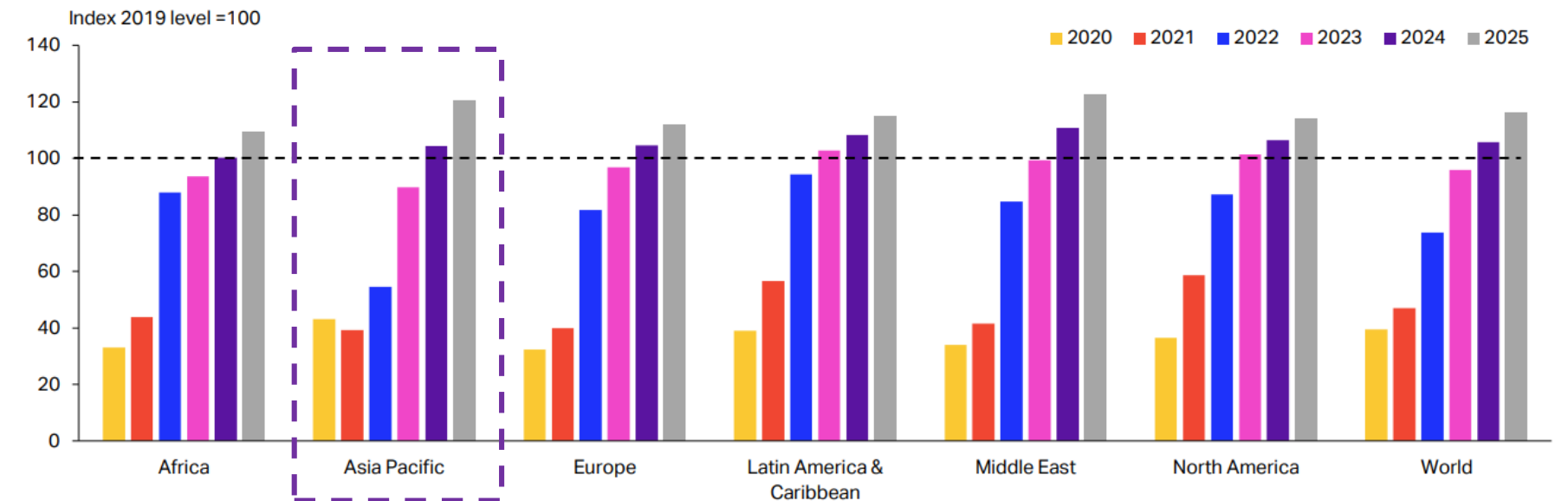
Growth in revenue passenger-kilometers (RPKs) by airline region % change in Q1 2023



Source: IATA Monthly Statistics

- **Global passenger traffic in Q1 2023 increased by 58.3% YoY. - RPKs reached 85.9% of pre-pandemic levels, signaling significant improvement**
- **Asia Pacific region led the growth with a 125.5% surge in RPKs**
  - China's air travel reopening and eased restrictions contributed to the region's rebound
- **However, Asia Pacific still needs to recover to reach pre-Covid traffic levels (74.2% of Q1 2019)**

Passenger traffic forecast and estimated year of recovery to 2019 levels



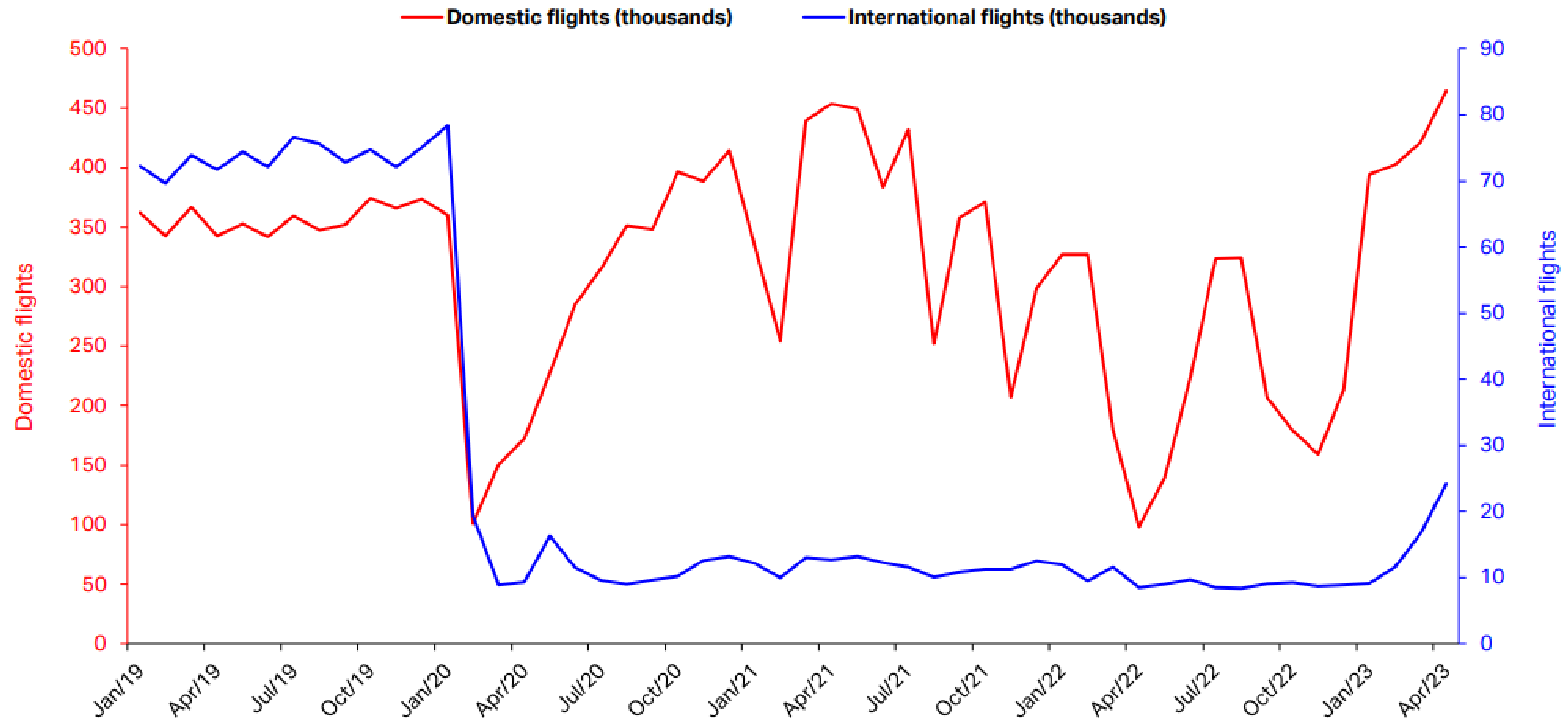
Source: IATA/Tourism Economics

Estimated year of recovery to 2019 passenger traffic levels

Africa	Asia Pacific	Europe	Latin America & Caribbean	Middle East	North America	World
2024	2024	2024	2023	2024	2023	2024

- **Worldwide passenger traffic expected to fully recover to 2019 levels by 2024.**
- **Based on the positive developments observed in specific regions, Asia Pacific is now anticipated to reach its pre-pandemic traffic levels by 2024, due to the earlier-than-anticipated reopening of China.**

## China's domestic and international monthly flights



Source: IATA Sustainability and Economics, market statistics compiled by IATA using FlightRadar24 under license

World Aviation

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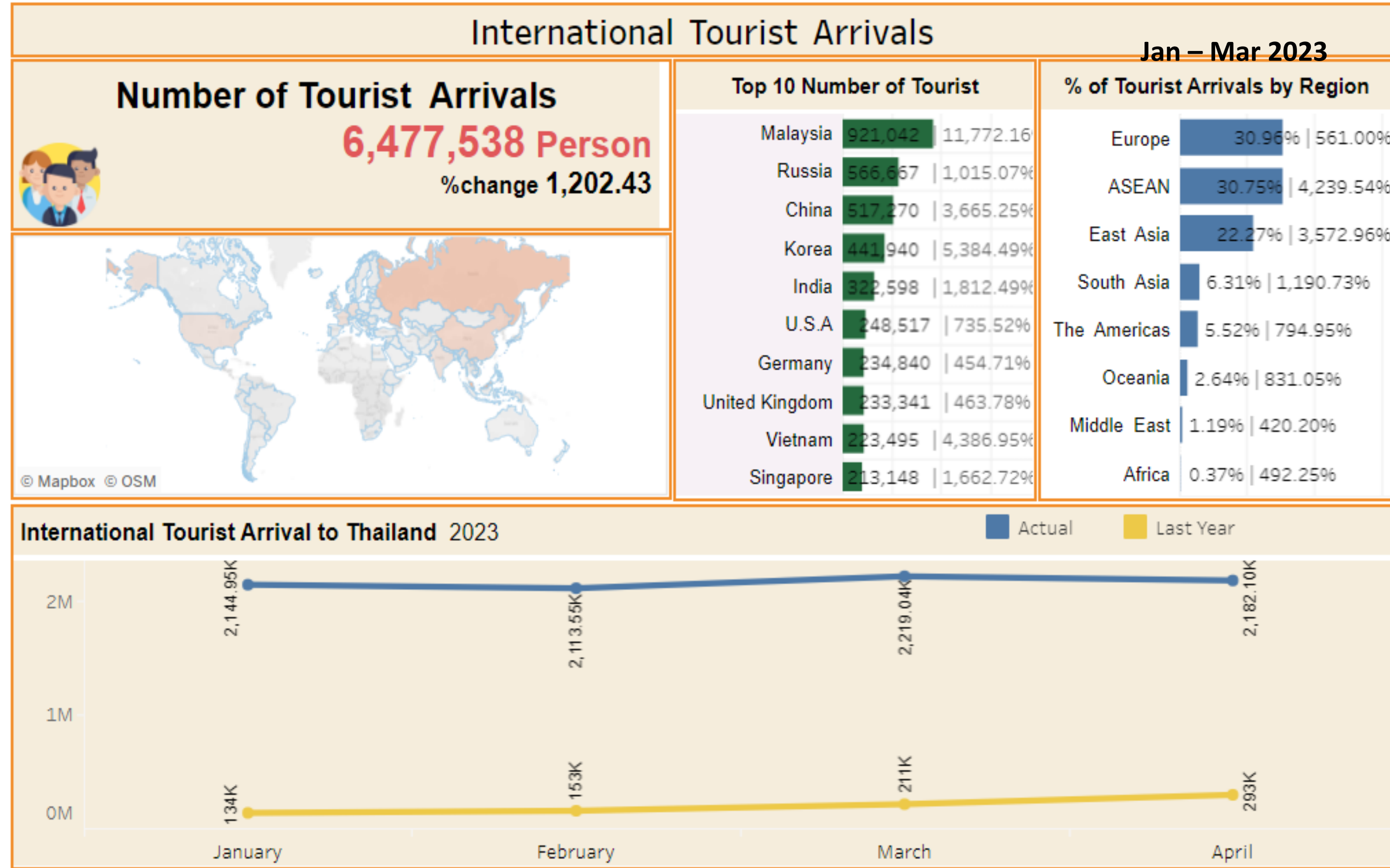
# Opportunity Day

## 1Q-2023

◇ Top 3 No. of tourist is **Malaysia, Russia, and China**

◇ 30.96% of Tourist Arrivals is **Europe**

◇ International Tourist Arrival to Thailand in 1Q2023 totaled **6.478 Million**, up **12.02 times** from the previous year







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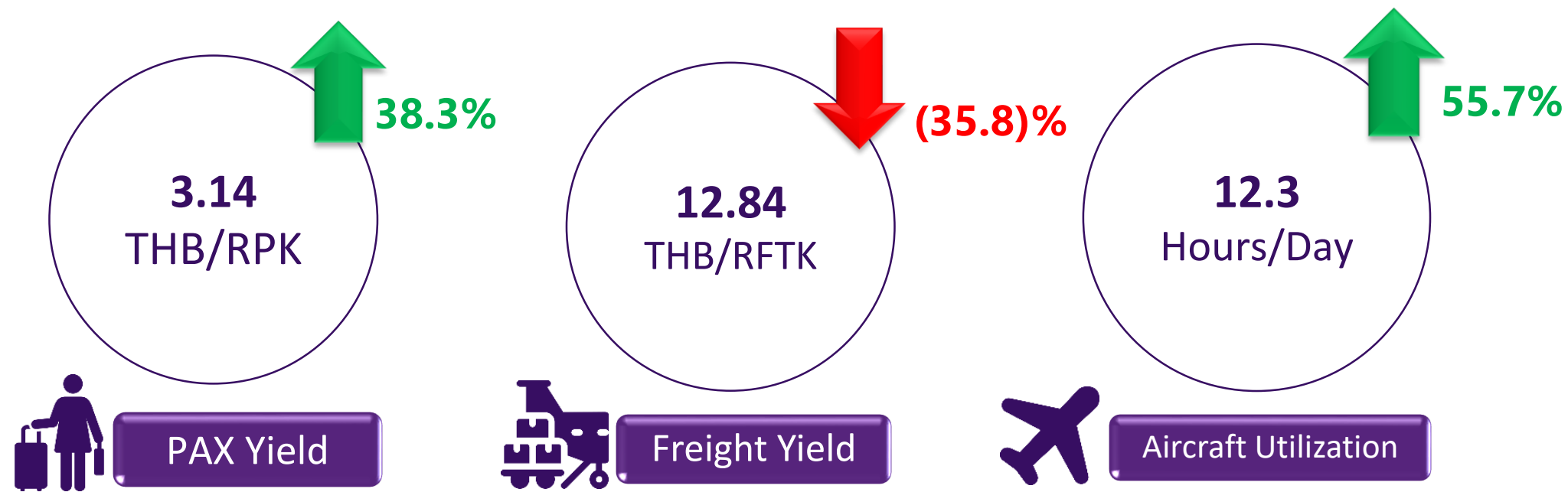
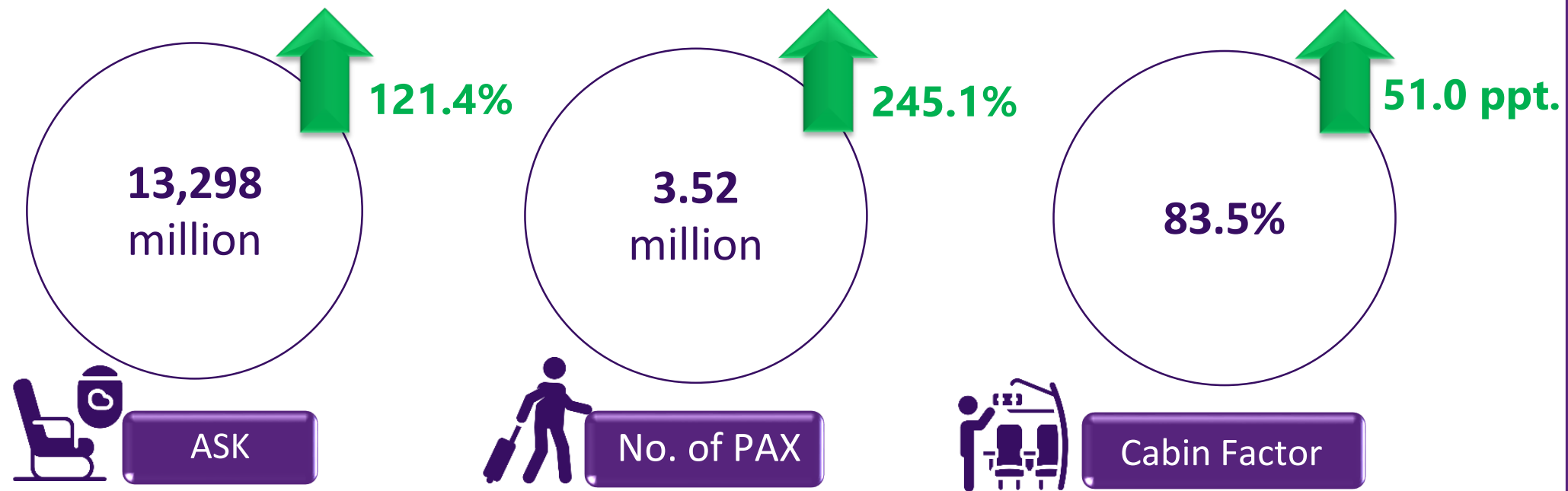
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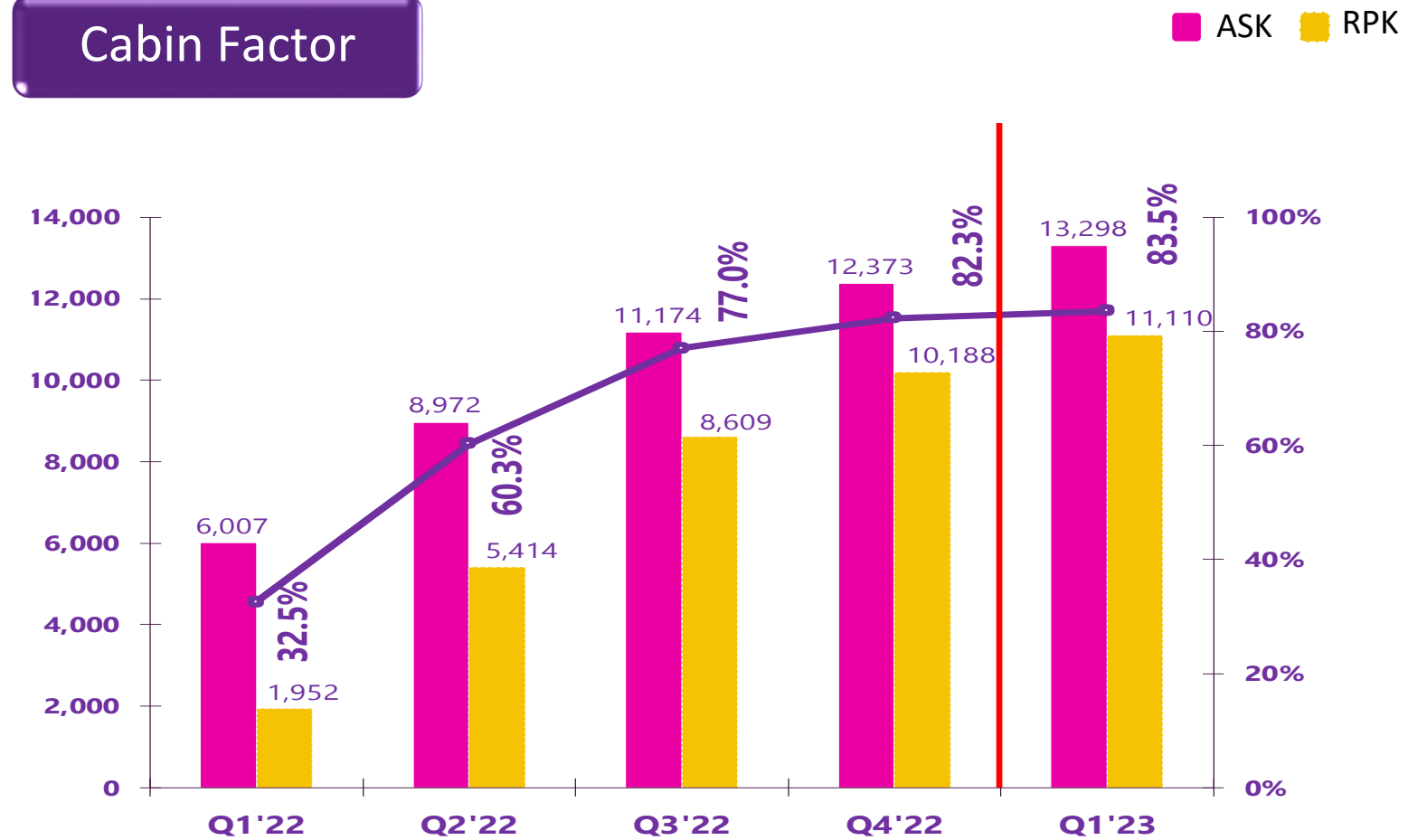
## 1Q-2023

# 1Q 2023 : Key operating statistics

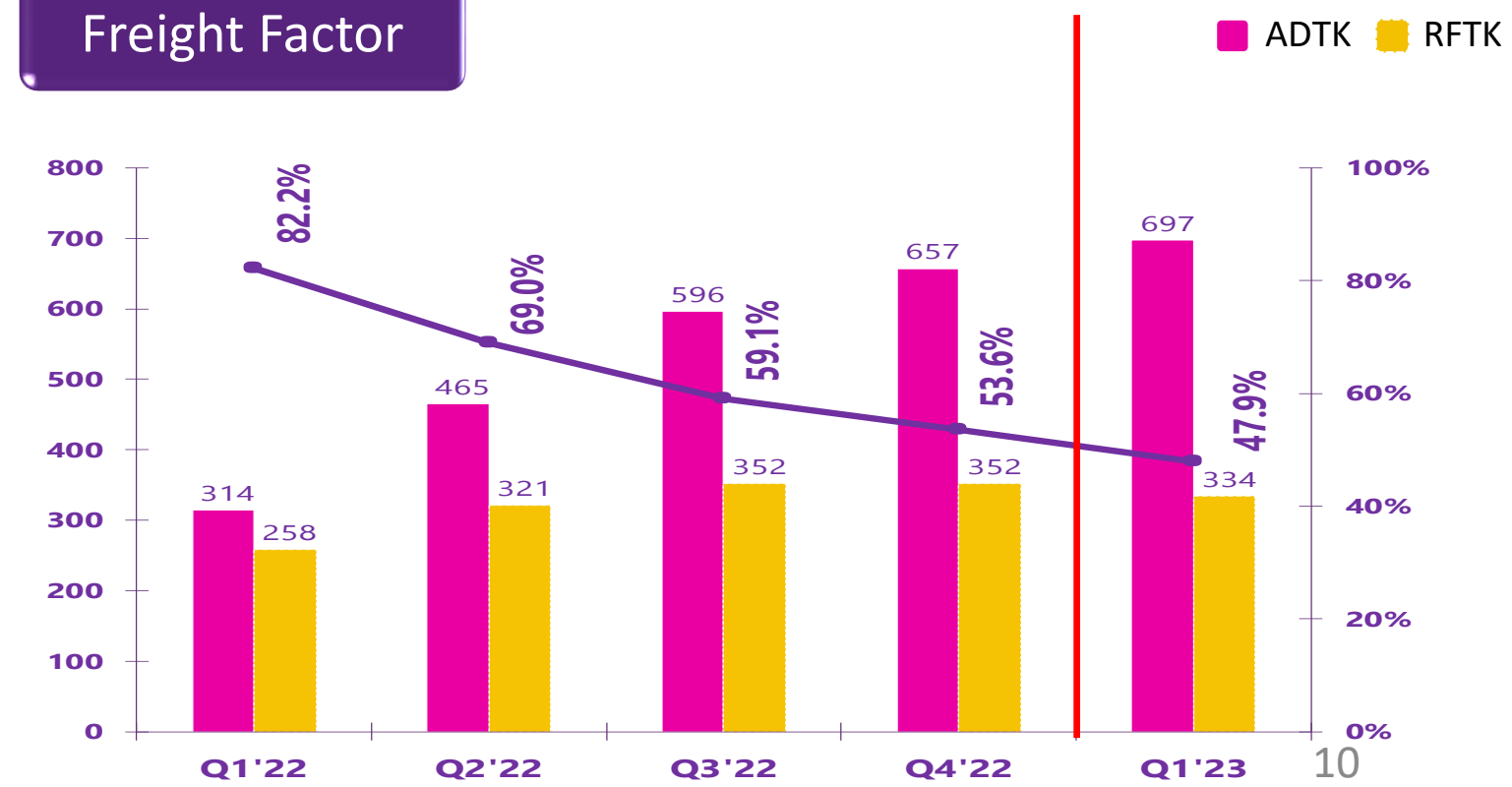


Opportunity Day




## Cabin Factor








## Freight Factor



## THAI

	1Q23	1Q22	%	
<b>Total Revenue</b> Exclude one-time items	<b>38,951</b> MTHB	<b>10,202</b> MTHB	Increase <b>+282%</b>	
<b>Operating Profit</b> Exclude one-time items	<b>12,575</b> MTHB	<b>(2,259)</b> MTHB	Increase <b>+657%</b>	
<b>EBITDA</b> After Aircraft Lease Payment	<b>13,415</b> MTHB	<b>(334)</b> MTHB	Increase <b>+4,116%</b>	
<b>Net Cash flow</b>	<b>42,244</b> MTHB	<b>5,757</b> MTHB	Increase <b>+634%</b>	
<b>Net Profit</b>	<b>11,879</b> MTHB	<b>(1,624)</b> MTHB <small>(Include gain from debt restructuring)</small>	Increase <b>+831%</b>	
<b>Shareholders' Equity</b>	<b>(51,615)</b> MTHB	<b>(68,282)</b> MTHB		

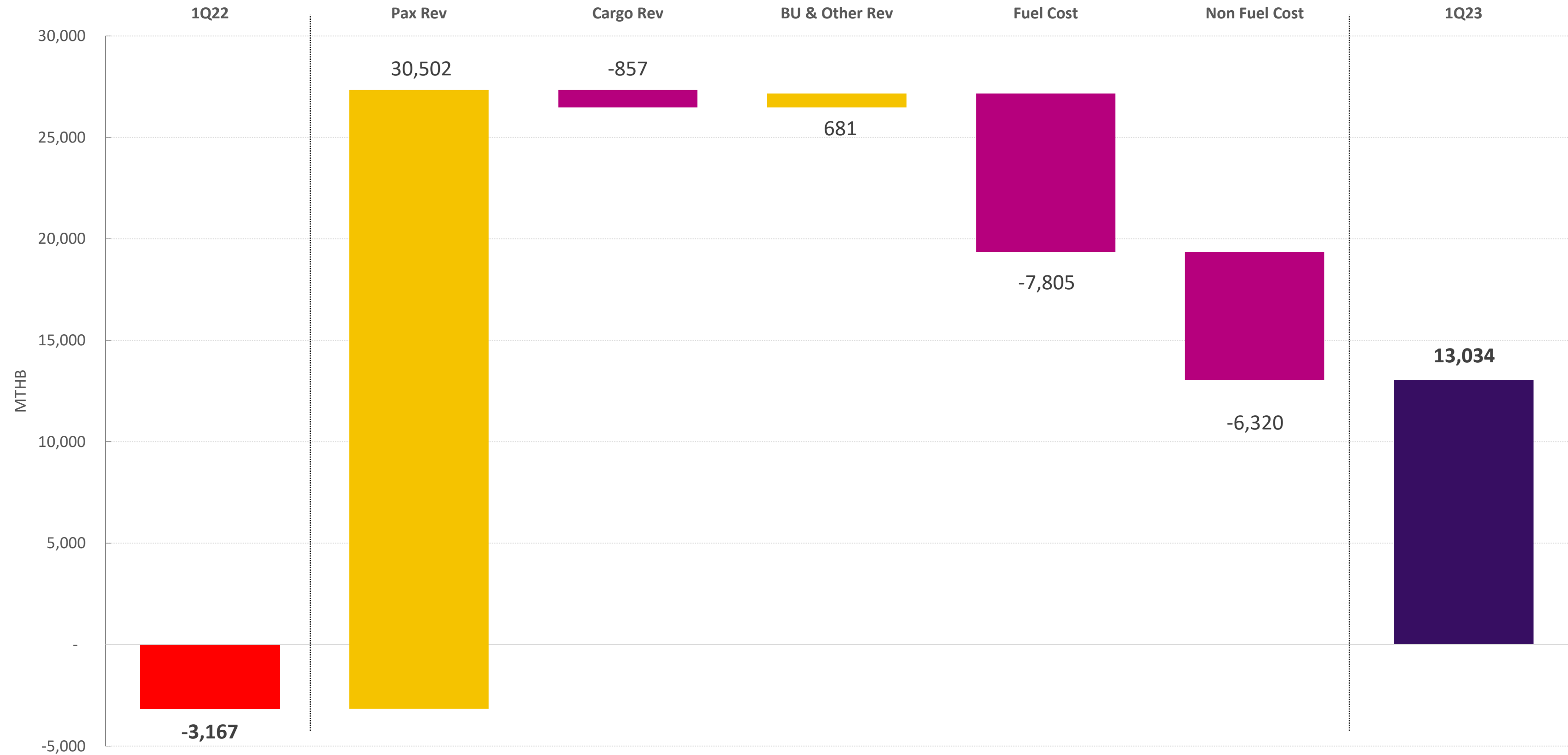
## THAI and its subsidiaries

	1Q23	1Q22	%	
	<b>41,507</b> MTHB	<b>11,181</b> MTHB	Increase <b>+271%</b>	
	<b>13,034</b> MTHB	<b>(3,167)</b> MTHB	Increase <b>+512%</b>	
	<b>14,054</b> MTHB	<b>(1,377)</b> MTHB	Increase <b>+1,121%</b>	
	<b>42,915</b> MTHB	<b>6,017</b> MTHB	Increase <b>+613%</b>	
	<b>12,523</b> MTHB	<b>(3,243)</b> MTHB	Increase <b>+486%</b>	
	<b>(58,503)</b> MTHB	<b>(74,486)</b> MTHB		

# 1Q 2023 : Operating profit movement










## Consolidated



# THAI Airways Fleet Plan



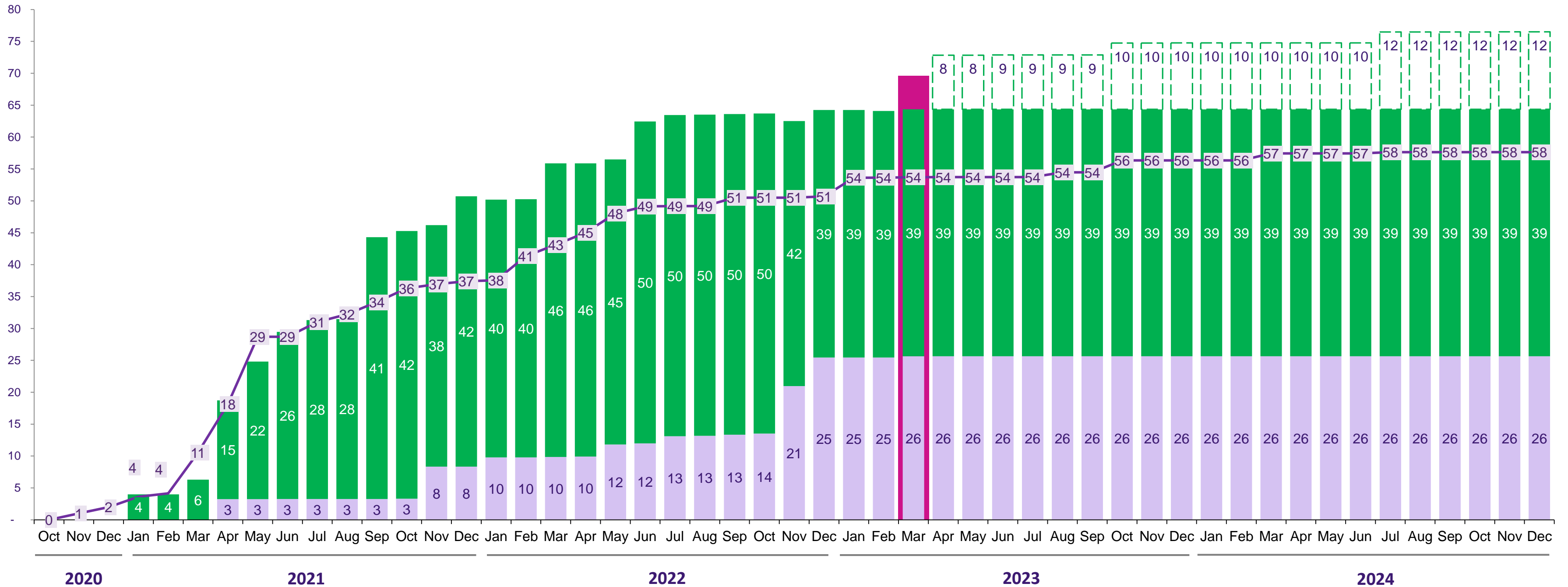
Fleet 2023 (Unit: Aircraft)	1Q23	2Q23 (Plan)	3Q23	4Q23 (Plan)
A350-900 	12	+2		[ +4 ]
B777-300ER 	17			
B787-8 	6			
B787-9 	2			
A320-200 	20			
A330-300 (Interim) 	3			
B777-200ER (Interim) 	5			

## 64.4 bn has been delivered

█ Upcoming L4    
 █ L4 Initiative implemented    
 █ L5 Initiative Realised    
 — Bankable plan

Recurring benefit (THB bn)

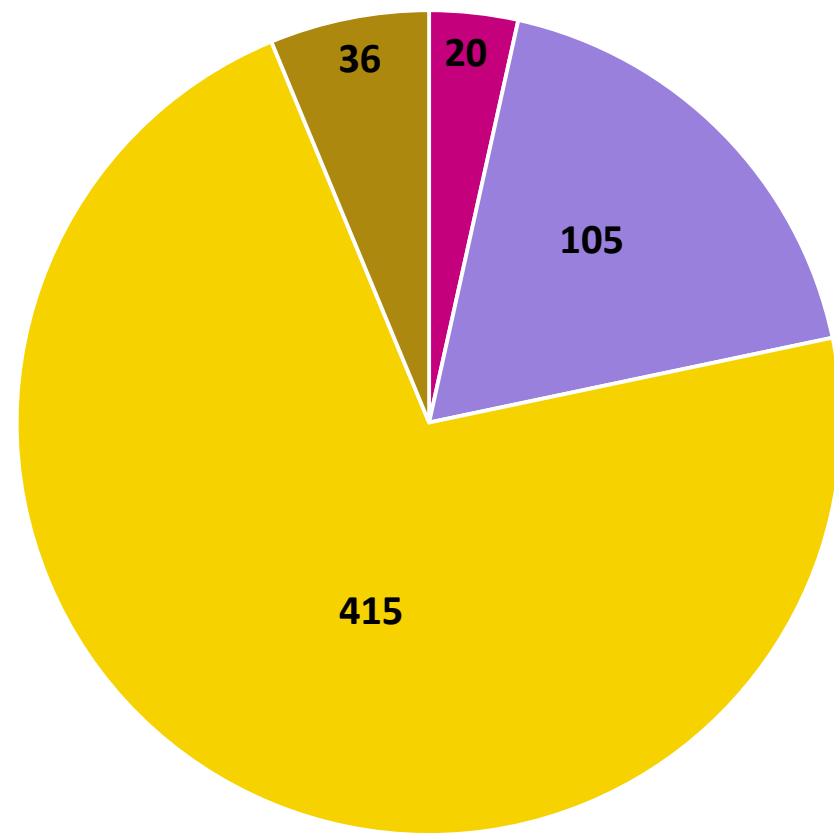
Total 57.6 bn to be delivered by 2024



# Initiatives: Mission-related initiatives (L2+)



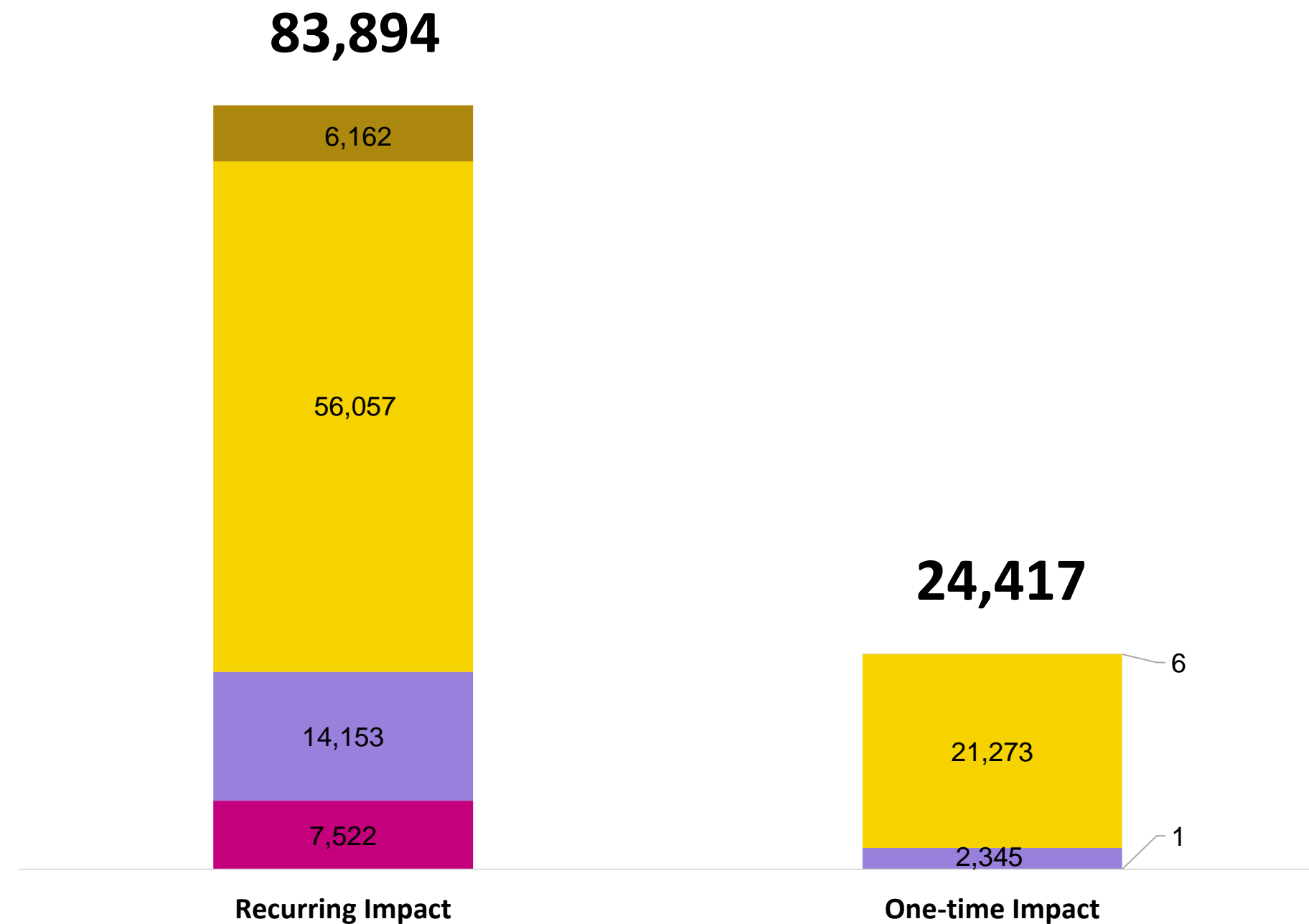
## 576 Initiatives



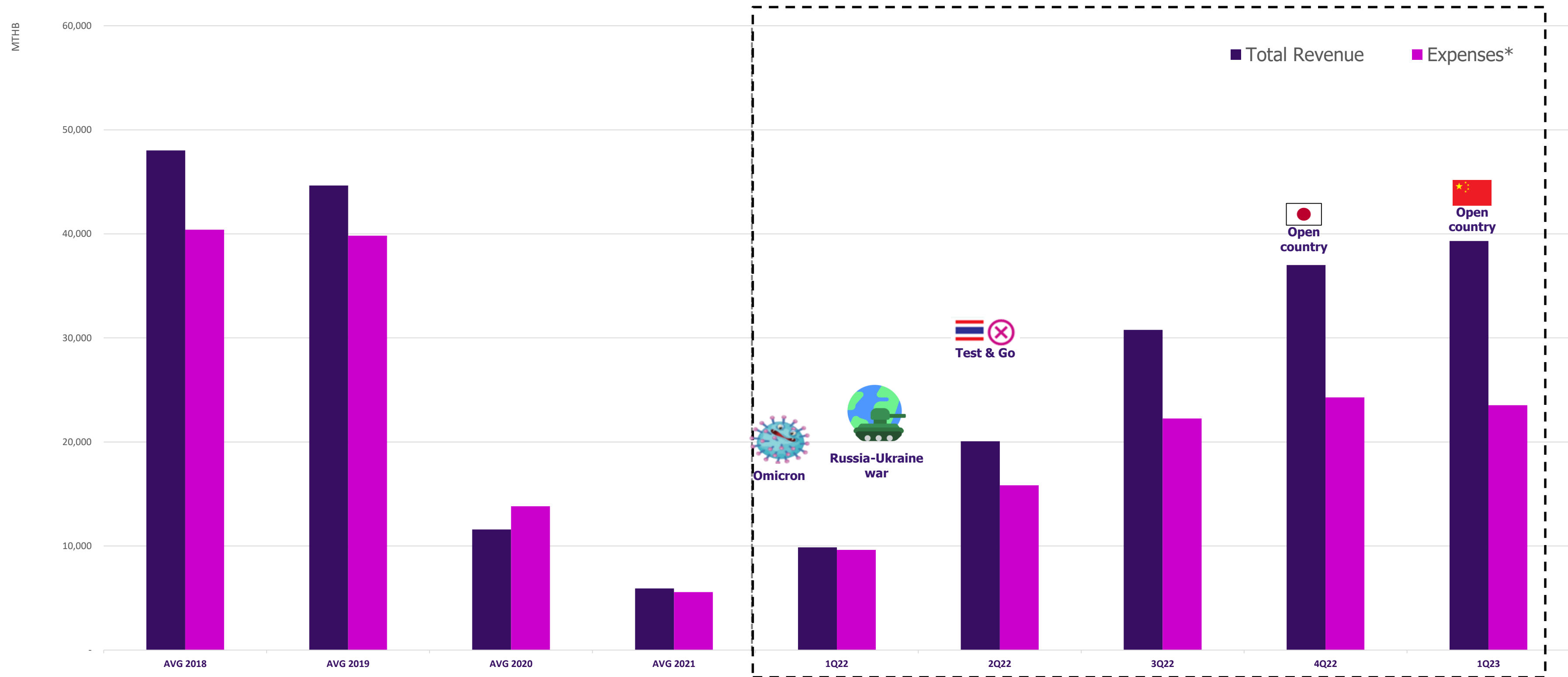
No. of Initiatives

Source: Winglet data as of 31 Mar 2023

Unit : MTHB



# EBITDA after deducting cash payments for aircraft lease liabilities



\* Expenses exclude Depreciation, Operating Lease (OL), Pay-by-the-Hour (PBH), Impairment and Foreign exchange.

\*\* Include Operating lease (OL), Financial lease (FL) and Pay-by-the-Hour (PBH)

EBITDA after deducting aircraft lease payment for the first 3 months : 13,415 MTHB



World Aviation

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➤➤➤ **Progress on Rehabilitation Plan**

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# Opportunity Day

## 1Q-2023

# Rehabilitation Timeline



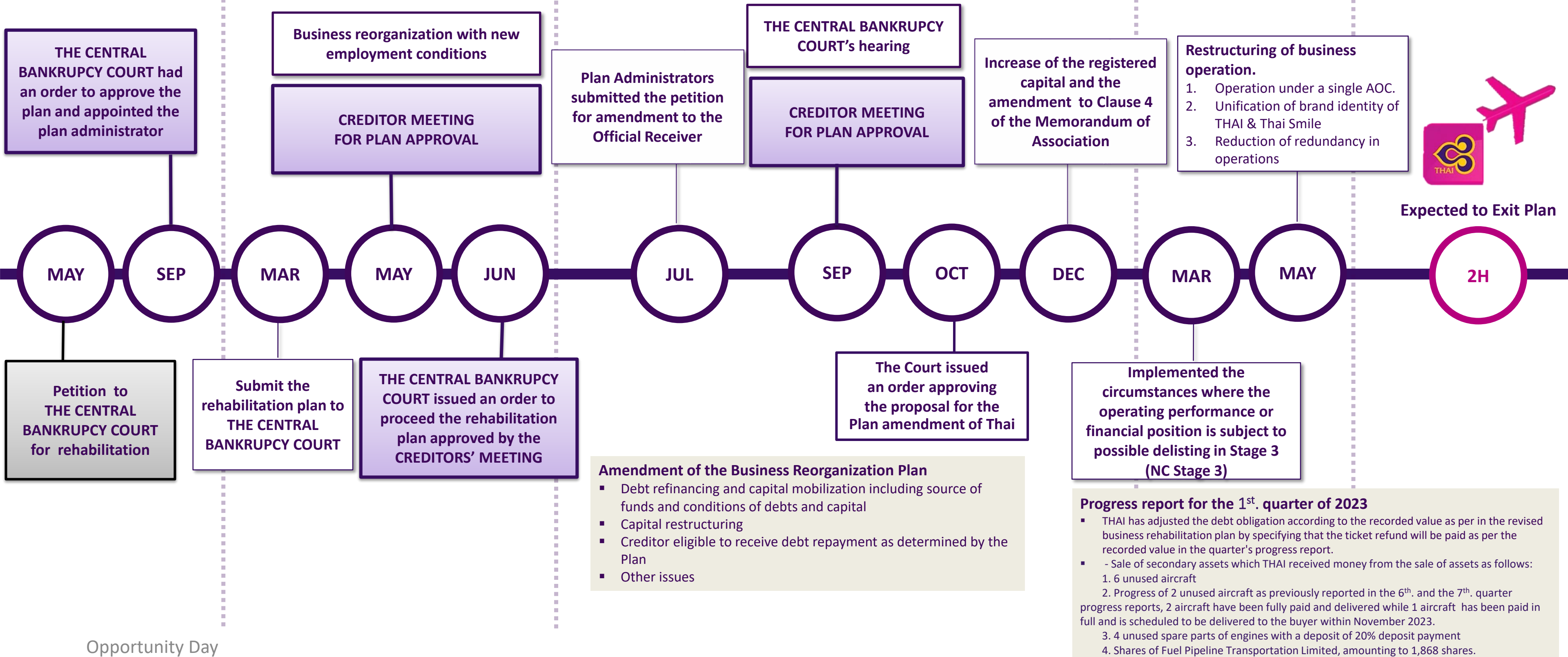
2020

2021

2022

2023

2024



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## 1Q-2023

# การบินไทย รับรางวัล Readers' Choice Awards 2023



1 ใน 5 สายการบินยอดเยี่ยม  
(Best Airlines)



1 ใน 5 โปรแกรมสะสมไมล์ยอดเยี่ยม  
(Best Frequent Flier Programs)



1 ใน 3 สายการบินที่ให้บริการ  
ชั้นประหยัดยอดเยี่ยม  
(Best Economy Class)



## THAI Ranks Among Top 5 in DestinAsian Readers' Choice Awards 2023

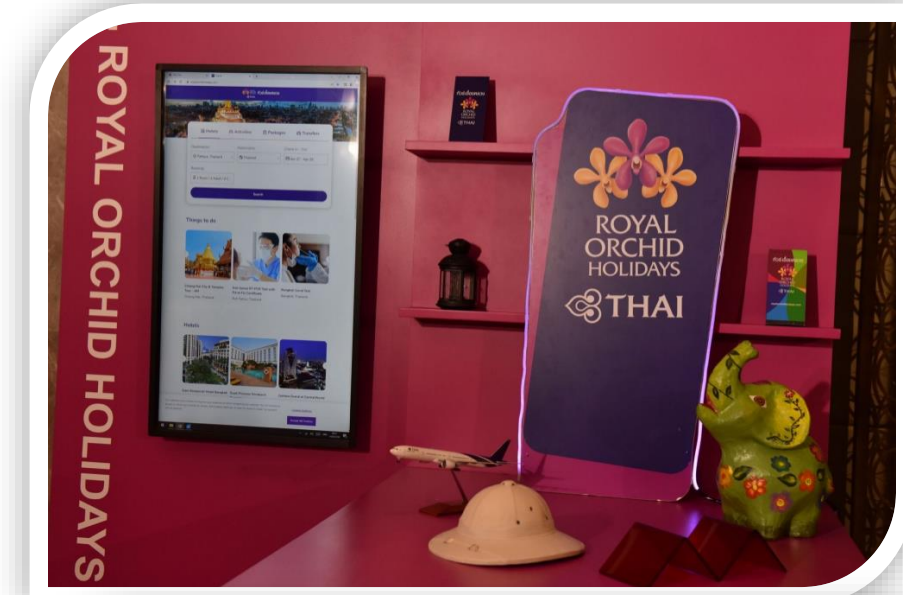
Thai Airways International Public Company Limited (THAI) is ranked in top 5 of **Best Airline, Best Frequent Flier Programs and Best Economy Class** of Asia-Pacific region from the DestinAsian Readers' Choice Awards 2023.



**THAI get 2 Awards from  
 “19TH EDITION ASIAN BUSINESS &  
 SOCIAL FORUM - GREATEST  
 BRANDS & LEADERS 2023” :**

- 1) ASIA’S GREATEST CFO 2023**
- 2) ASIA’S GREATEST BRANDS 2023**

# THAI Enhances Its Network through Global Ticket Agents



Thai Airways International Public Company Limited (THAI) recently held THAI Networking 2023 "Explore the Endless Horizon" at Amari Watergate Bangkok to boost sales and marketing activities as well as to showcase its new products and inflight services to business partners and over 140 THAI local and international ticket agents from Asia, Australia, and Europe markets. THAI management and overseas staff, representatives from Mastercard, Tourism Authority of Thailand (TAT), and Thailand Convention and Exhibition Bureau (TCEB) also attended the event.



## THAI Joins ISTAT Asia 2023 in Bangkok

Thai Airways International Public Company Limited (THAI), recently attended the fireside chat at the International Society of Transport Aircraft Trading (ISTAT). Miss Mary Prettyman, President of ISTAT presided over and delivered the opening remarks. Also present at the event were THAI management and over 300 executives in the aviation industry, representatives from aircraft and aircraft engine manufacturers and lessors at the Athenee Hotel Bangkok.

Remarkable issues shared at the event were THAI's progress on the Rehabilitation Plan, fleet efficiency and management, business strategies for the post-pandemic, sustainability era of the aviation industry and roles of female leaders in the industry.



# THAI and Bangchak Sign MOU on SAF Technical and Professional Knowledge Sharing



This partnership of THAI and Bangchak enables domestic and international SAF consumption as well as achievement on net zero emission in 2050. It is the opportunity to share their knowledge, experiences and expertise in researching and developing SAF, which would contribute to net zero emission goal and to conform to the compliances of ICAO and IATA.





## THAI CABIN CREW Qualifications

<b>อายุ</b> (Age)	ไม่เกิน 28 ปี ทั้งหญิง/ชาย (โดยไม่รับผู้สมัครที่เกิดก่อน 9 เมษายน 2538)	<b>ว่ายน้ำ</b> (Swimming)	สามารถว่ายน้ำต่อเนื่องในระยะ 25 เมตร (ภายใน 3 นาที)
<b>สัญชาติ</b> (Nationality)	ไทย	<b>สถานภาพ</b> (Marital Status)	โสด
<b>การศึกษา</b> (Education)	ไม่ต่ำกว่าปริญญาตรี ไม่จำกัดสาขา	<b>ทักษะภาษาอังกฤษ</b> (English Proficiency)	THAI-TEP 59      TOEIC 600 TOEFL 500/173/61*      IELTS 5.5 (ผลภายใน 2 ปี โดยเลือกใช้อินใดอันหนึ่ง)
<b>ภาษาที่สาม (optional)</b> (Third Language)	ญี่ปุ่น JLPT: N3 ขึ้นไป จีน HSK: ≥ 4	เกาหลี TOPIK : ≥ 3 เยอรมัน GOETHE: ≥ B1	ฝรั่งเศส DELF: ≥ B1 และ/หรือ DALF: ≥ C1

	หญิง (Female)	ชาย (Male)
<b>BMI</b>	ไม่เกิน 21	ไม่เกิน 24.5
<b>ส่วนสูง</b> (Height)	ไม่น้อยกว่า 160 cm	ไม่น้อยกว่า 165 cm

ผู้สมัคร **ชาย** ต้องผ่าน หรือได้รับการยกเว้นการเกณฑ์ทหารแล้ว

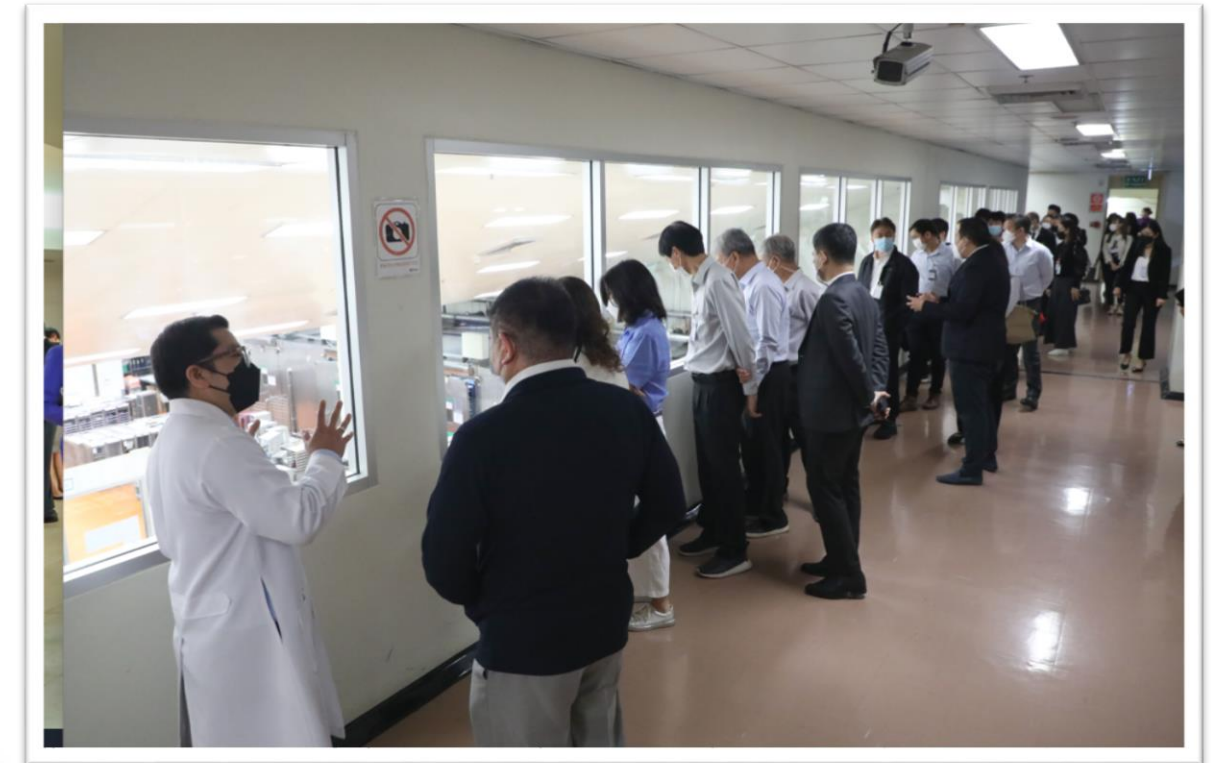
ต้องเอื้อมแตะเลขเส้นความสูง 212 ซม. ทั้งหญิงและชาย  
(Minimum arm reach 212 cm)

THAI has accepted applications for cabin crews to meet the increasing demand for travel as well as expanding the fleet to adequately accommodate the planned route and number of flights in 2023 and increasing the frequency of flights to Europe, Australia, Asia and resuming to service routes to China.



THAI Airways prioritizes the selection of high-quality wines to complement main dishes and Thai food served on board. Evaluated by international sommeliers and certified experts through blind tasting and brand recognition processes, in accordance with THAI's Customer Centric products and services strategy.

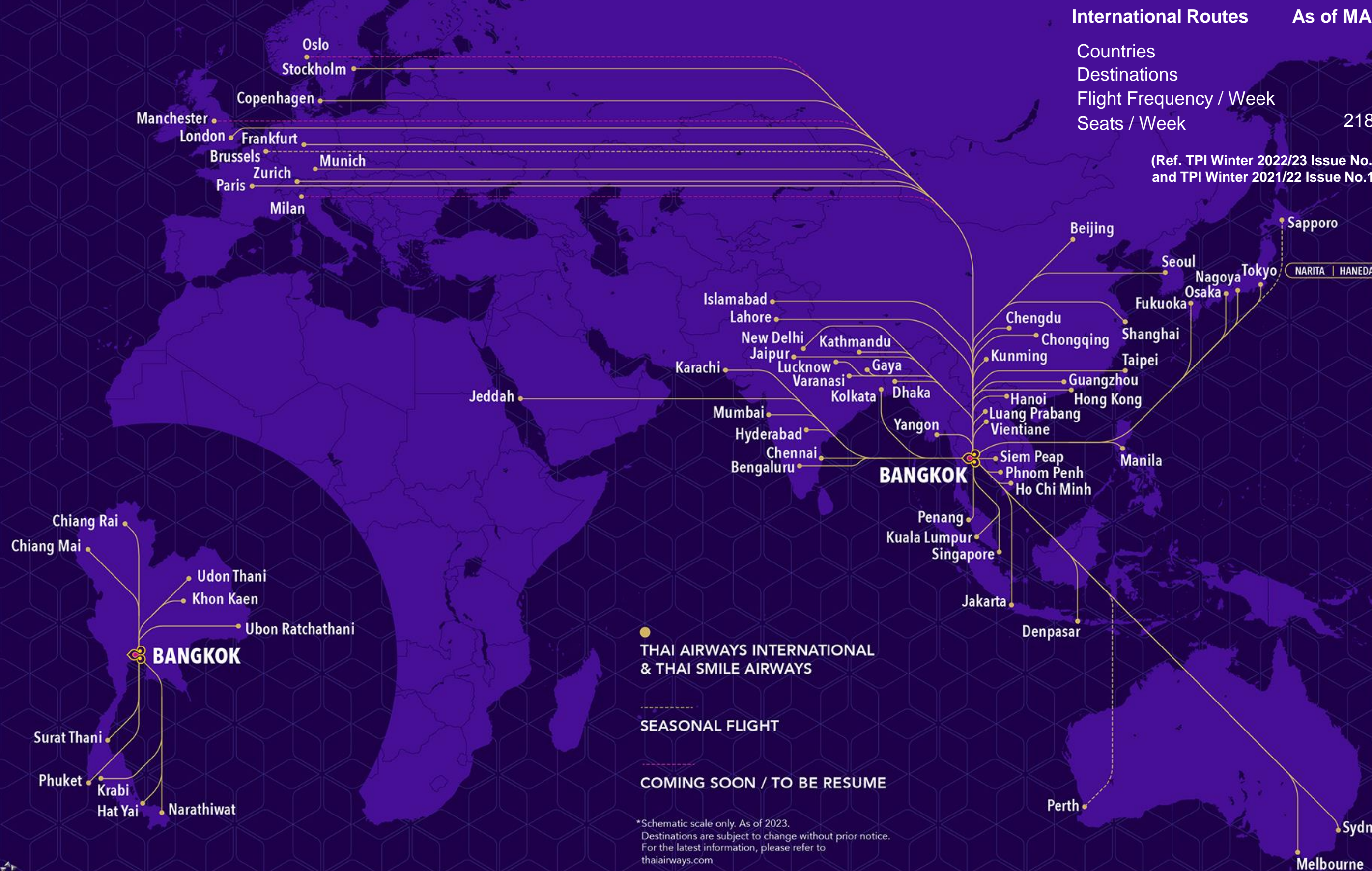
## THAI Catering & THAI Maintenance, Honored to welcome The Creditors committee.



**THAI welcomed the contestant of Miss Thailand 2023 to visit THAI maintenance department.**



# THAI & THAI SMILE'S ROUTE NETWORK



International Routes	As of MAR 23	As of MAR 22
Countries	23	23
Destinations	47	36
Flight Frequency / Week	479	163
Seats / Week	218,934	85,782

(Ref. TPI Winter 2022/23 Issue No.1 updated SSM W22 RB-A24 and TPI Winter 2021/22 Issue No.1 updated SSM W21 RB-A49)






**WHERE WE FLY**

● THAI AIRWAYS INTERNATIONAL & THAI SMILE AIRWAYS

----- SEASONAL FLIGHT

..... COMING SOON / TO BE RESUME

\*Schematic scale only. As of 2023. Destinations are subject to change without prior notice. For the latest information, please refer to [thaiairways.com](http://thaiairways.com)

	DESTINATIONS		FREQUENCY / WEEK		
	SUMMER 2022	SUMMER 2023	SUMMER 2022	SUMMER 2023	
EUROPE	7	7	61	63	
ASIA	30	38	275	384	
AUSTRALIA	3	2	17	21	
THAILAND	10	10	238	224	
TOTAL	50	57	591	692	



Ref. TPI SUMMER 2023 Effective : March 26,2023 – October 28, 2023  
TPI SUMMER 2022 Effective : March 27,2022 – October 29, 2022

# THAI: Summer Flight Schedule 2023 (26 March – 28 October 2023)

## Intercontinental Routes

1. London
2. Paris
3. Zurich
4. Frankfurt
5. Munich
6. Copenhagen
7. Stockholm
8. Sydney
9. Melbourne

## Regional Routes

- |                   |                  |
|-------------------|------------------|
| 1. Tokyo (Narita) | 14. Kuala Lumpur |
| 2. Tokyo (Haneda) | 15. Mumbai       |
| 3. Nagoya         | 16. Delhi        |
| 4. Osaka          | 17. Bengaluru    |
| 5. Fukuoka        | 18. Hyderabad    |
| 6. Sapporo*       | 19. Chennai      |
| 7. Manila         | 20. Kolkata      |
| 8. Seoul          | 21. Dhaka        |
| 9. Taipei         | 22. Lahore       |
| 10. Hong Kong     | 23. Islamabad    |
| 11. Singapore     | 24. Karachi      |
| 12. Jakarta       | 25. Jeddah       |
| 13. Denpasar      |                  |

\*until 30 April 2023

## Destinations\* in China

1. Kunming
2. Guangzhou
3. Chengdu
4. Shanghai
5. Beijing

\*Starting 1 March 2023





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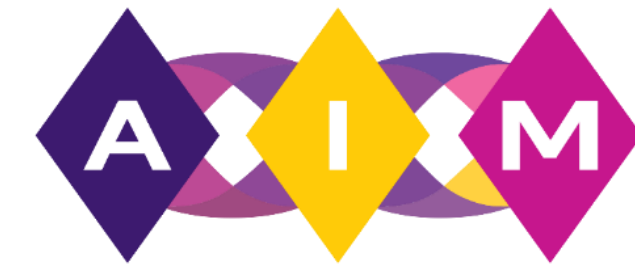
Activities

➤➤➤ Q & A

# Opportunity Day

## 1Q-2023





NEW  
 **THAI**  
CORE VALUES



# Q&A



 **ไทย**  
รักคุณเท่าฟ้า

