



# Airports of Thailand Plc.

*For 6 Months of Fiscal Year 2017  
(October 2016 – March 2017)*



# Disclaimer

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This presentation is intended to assist investors to better understand the company's business and financial status.

This presentation may contain forward looking statements relate to analysis and other information which are based on forecast of future results and estimates of amounts not yet determinable.

These statements reflect our current views with respect to future events which relate to our future prospects, developments and business strategies and are not guarantee of future performance.

Such forward looking statements involve know and unknown risks and uncertainties.

The actual result may differ materially from information contained in these statements.

# Airports in Thailand



## Total of 38 airports

- ➔ Airports of Thailand Public Company Limited
  - 2 in Bangkok and perimeter
    - Suvarnabhumi Airport (BKK)
    - Don Mueang International Airport (DMK)
  - 4 international airports at regional sites
    - Chiang Mai International Airport (CNX)
    - Phuket International Airport (HKT)
    - Hat Yai International Airport (HDY)
    - Mae Fah Luang-Chiang Rai International Airport (CEI)\*
- ➔ Department of Airports (DOA)
  - 28 regional airports
- ➔ Royal Thai Navy
  - U-Tapao Pattaya International Airport
- ➔ Bangkok Airways Company
  - Sukhothai Airport
  - Samui Airport
  - Trad Airport

Note: \* Changing from Chiang Rai International Airport to Mae Fah Luang-Chiang Rai International Airport since March 13, 2010.





# Business Overview

## Fact Sheet

- Listed on 11 March 2004
- Shares outstanding 14,285.70 Million\*
- Shareholders
  - Ministry Of Finance 70%
  - Free Float 30%
- Average Daily Market Cap (Oct 16 – Mar 17)
  - 557,280.55 Million Baht

Note : \* Change in Par value of AOT' share from 10 Baht per share to 1 Baht per share, effective since February 9, 2017.

| Fiscal Year       | EPS (Baht) <sup>1</sup><br>(The Company) | Dividend per share<br>(Baht) | Dividend payout ratio | Dividend Yield |
|-------------------|--|------------------------------|-----------------------|----------------|
| 2010              | 1.05                                     | 0.55                         | 52.38%                | 1.33%          |
| 2011              | 1.82                                     | 0.80                         | 43.96%                | 2.03%          |
| 2012              | 4.54                                     | 1.80                         | 39.65%                | 2.26%          |
| 2013              | 11.43                                    | 4.60                         | 40.23%                | 2.44%          |
| 2014              | 8.51                                     | 3.40                         | 39.95%                | 1.42%          |
| 2015 <sup>2</sup> | 13.11                                    | 6.54                         | 49.96%                | 2.33%          |
| 2016              | 13.67                                    | 6.83                         | 49.96%                | 1.71%          |

Note: 1. EPS using for calculating the dividend is from the company financial statements.

2. AOT's Board of Directors approved the payment of interim dividend for the first half of accounting year 2015 from Oct. 1, 2014 to March 31, 2015.

## Shareholders Information *(As of December 14, 2016)*

|                                     |        |
|-------------------------------------|--------|
| 1. MINISTRY OF FINANCE              | 70.00% |
| 2. THAI NVDR COMPANY LIMITED        | 3.47%  |
| 3. STATE STREET BANK EUROPE LIMITED | 1.91%  |
| 4. LITLEDOWN NOMINEES LIMITED       | 1.33%  |
| 5. CHASE NOMINEES LIMITED           | 1.28%  |
| 6. THE BANK OF NEW YORK MELLON      | 1.25%  |
| 7. SOCIAL SECURITY OFFICE           | 1.21%  |
| 8. NORBAX INC.                      | 0.89%  |
| 9. MR. AIYAWATT SRIVADDHANAPRABHA   | 0.80%  |
| 10. MISS VORAMAS SRIVADDHANAPRABHA  | 0.63%  |

## Dividend Policy

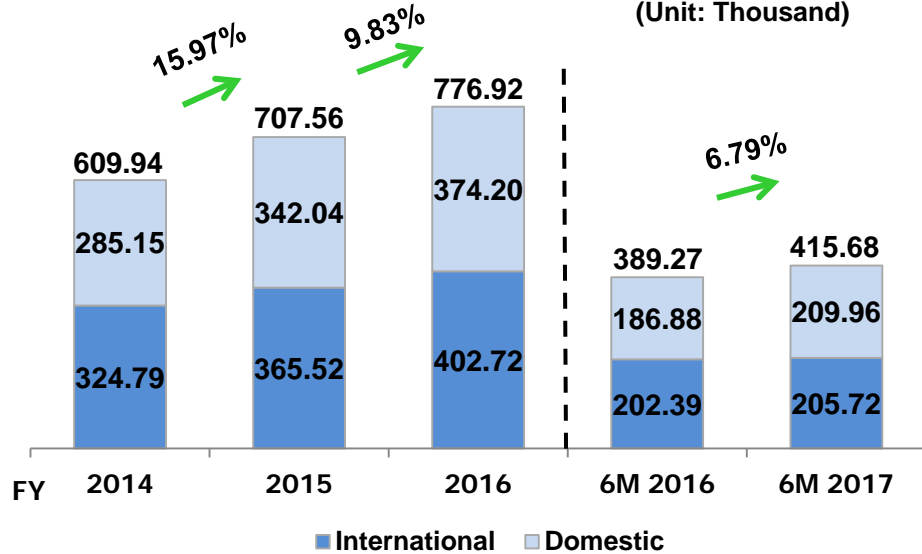
Not less than 25% of net profit of the company for each year after deduction of all specified reserves, subject to our investment plans and other considerations that our Board of Directors deems appropriate

# Aircraft Movement Statistics (6M FY2017)



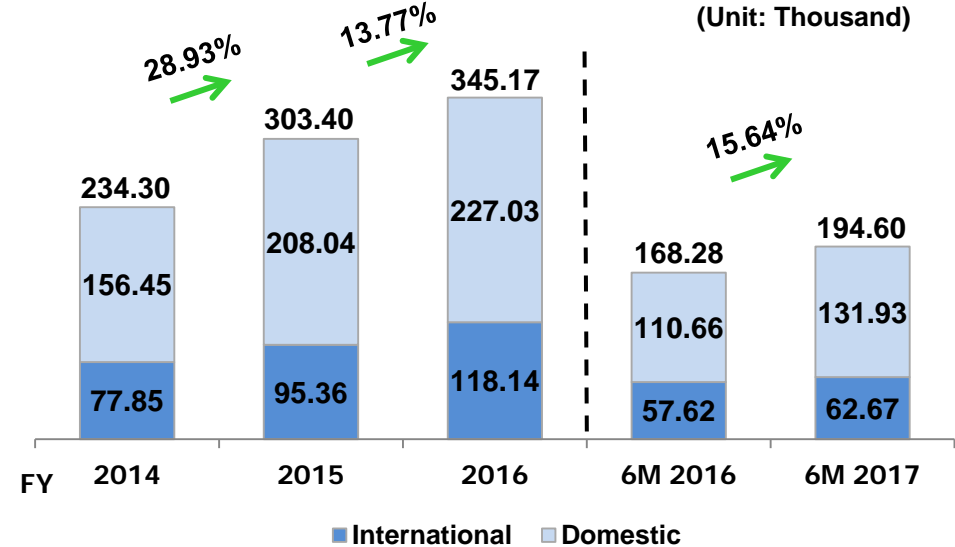
## AOT Traffics

(Unit: Thousand)



## LCCs Traffics

(Unit: Thousand)



|                | 6M FY2016      | 6M FY2017      | YoY%         |
|----------------|----------------|----------------|--------------|
| <b>BKK</b>     | 167,788        | 173,109        | 3.17%        |
| <b>DMK</b>     | 119,682        | 127,620        | 6.63%        |
| <b>BKK+DMK</b> | 287,470        | 300,729        | 4.61%        |
| <b>CNX</b>     | 33,554         | 37,907         | 12.97%       |
| <b>HDY</b>     | 12,524         | 15,198         | 21.35%       |
| <b>HKT</b>     | 48,345         | 53,279         | 10.21%       |
| <b>CEI</b>     | 7,381          | 8,575          | 16.18%       |
| <b>Total</b>   | <b>389,274</b> | <b>415,688</b> | <b>6.79%</b> |

|                | 6M FY2016      | 6M FY2017      | YoY%          |
|----------------|----------------|----------------|---------------|
| <b>BKK</b>     | 14,738         | 16,351         | 10.94%        |
| <b>DMK</b>     | 103,143        | 117,117        | 13.55%        |
| <b>BKK+DMK</b> | 117,881        | 133,468        | 13.22%        |
| <b>CNX</b>     | 17,726         | 20,924         | 18.04%        |
| <b>HDY</b>     | 9,364          | 11,499         | 22.80%        |
| <b>HKT</b>     | 18,723         | 22,923         | 22.43%        |
| <b>CEI</b>     | 4,589          | 5,794          | 26.26%        |
| <b>Total</b>   | <b>168,283</b> | <b>194,608</b> | <b>15.64%</b> |

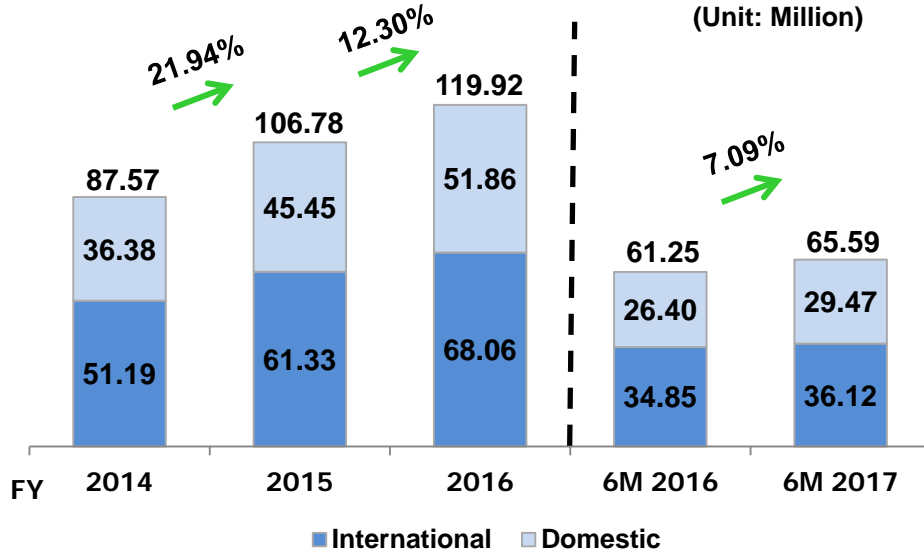
Note: 1. Fiscal Year starting from October to September  
 2. The percentage growth as shown is calculated from the full number of the air traffic statistics

# Passenger Movement Statistics (6M FY2017)



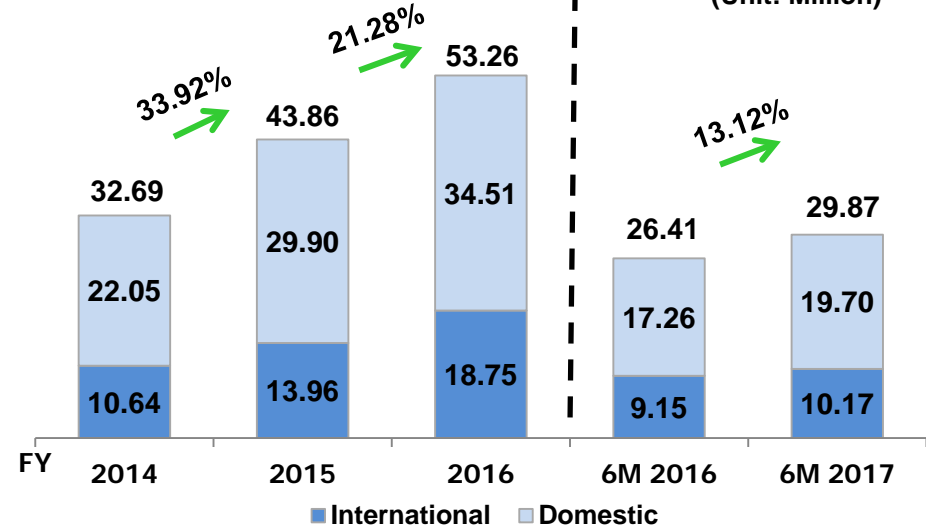
## AOT Traffics

(Unit: Million)



## LCCs Traffics

(Unit: Million)



|                | 6M FY2016         | 6M FY2017         | YoY%         |
|----------------|-------------------|-------------------|--------------|
| <b>BKK</b>     | 28,695,214        | 29,944,902        | 4.36%        |
| <b>DMK</b>     | 17,234,045        | 18,521,625        | 7.47%        |
| <b>BKK+DMK</b> | 45,929,259        | 48,466,527        | 5.52%        |
| <b>CNX</b>     | 4,780,003         | 5,278,978         | 10.44%       |
| <b>HDY</b>     | 1,856,801         | 2,176,429         | 17.21%       |
| <b>HKT</b>     | 7,654,195         | 8,428,806         | 10.12%       |
| <b>CEI</b>     | 1,031,966         | 1,242,532         | 20.40%       |
| <b>Total</b>   | <b>61,252,224</b> | <b>65,593,272</b> | <b>7.09%</b> |

|                | 6M FY2016         | 6M FY2017         | YoY%          |
|----------------|-------------------|-------------------|---------------|
| <b>BKK</b>     | 2,366,200         | 2,593,939         | 9.62%         |
| <b>DMK</b>     | 15,951,612        | 17,832,750        | 11.79%        |
| <b>BKK+DMK</b> | 18,317,812        | 20,426,689        | 11.51%        |
| <b>CNX</b>     | 2,857,025         | 3,233,616         | 13.18%        |
| <b>HDY</b>     | 1,541,379         | 1,791,076         | 16.20%        |
| <b>HKT</b>     | 2,944,499         | 3,491,241         | 18.57%        |
| <b>CEI</b>     | 752,773           | 935,433           | 24.26%        |
| <b>Total</b>   | <b>26,413,488</b> | <b>29,878,055</b> | <b>13.12%</b> |

Note: 1. Fiscal Year starting from October to September  
 2. The percentage growth as shown is calculated from the full number of the air traffic statistics

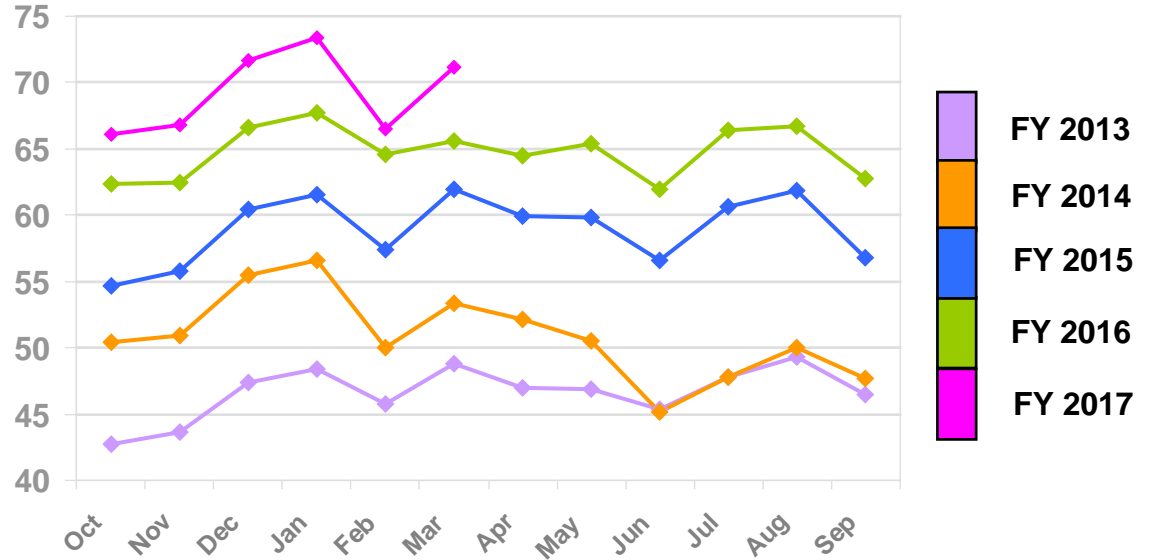
# Monthly Air Traffic Movements: FY2013 - 2017



## Aircraft Movements (FY2016)

| International | Domestic | Total |
|---------------|----------|-------|
| 10.2%         | 9.4%     | 9.8%  |

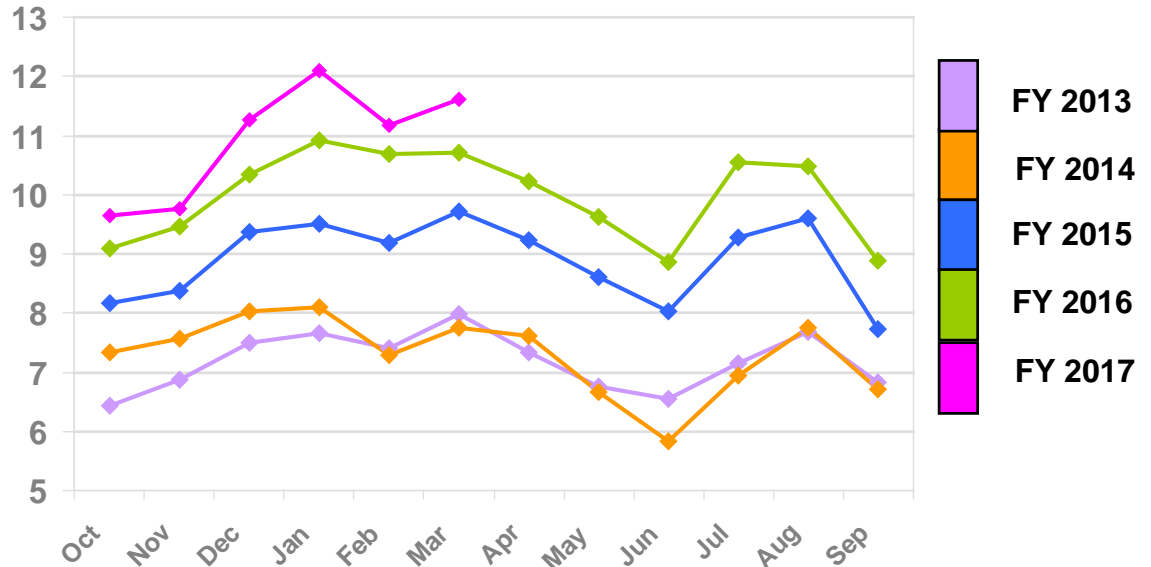
(Unit: Thousand)



## Passenger Movements (FY2016)

| International | Domestic | Total |
|---------------|----------|-------|
| 11.0%         | 14.1%    | 12.3% |

(Unit: Million)



# Airport Revenues (6M FY2017)



|                     |
|---------------------|
| <b>Aeronautical</b> |
| <b>57%</b>          |

|  |  |
|--|--|
| <b>Landing &amp; Parking Charges</b>   | <p>20% increased on Jan 1<sup>st</sup>, 2005</p> <p>15% increased on Apr 1<sup>st</sup>, 2007</p>  |
| <b>Passenger Service Charges (PSC)</b> | <p>Effective on Feb 1<sup>st</sup>, 2007</p> <p>THB 500 to THB 700 - International PSC</p> <p>THB 50 to THB 100 - Domestic PSC</p>       |
| <b>Aircraft Service Charges</b>        | <p>Fees paid by airlines for use of boarding bridges, varies by maximum take off weight of the aircraft and length of time at a gate</p> |

|  |  |
|--|--|
| <b>Office &amp; State Property Rents</b> | <p>Rental tenants include airline, government agencies and concession tenants. Rents are determined based on the tenants' business use at each of our airports.</p>                |
| <b>Service</b>                           | <p>Varies by activities such as Utilities, Check-in Counter Services, Airline Announcement Services, Hydrant System Services, Advance Passenger Processing System (APPS), etc.</p> |
| <b>Concession</b>                        | <p>Varies by activities such as Duty Free, Souvenirs, Food &amp; Beverage, Airline Catering, Fueling Services, Car Parking, Advertising, Banking, etc.</p>                         |

|                         |
|-------------------------|
| <b>Non-Aeronautical</b> |
| <b>43%</b>              |

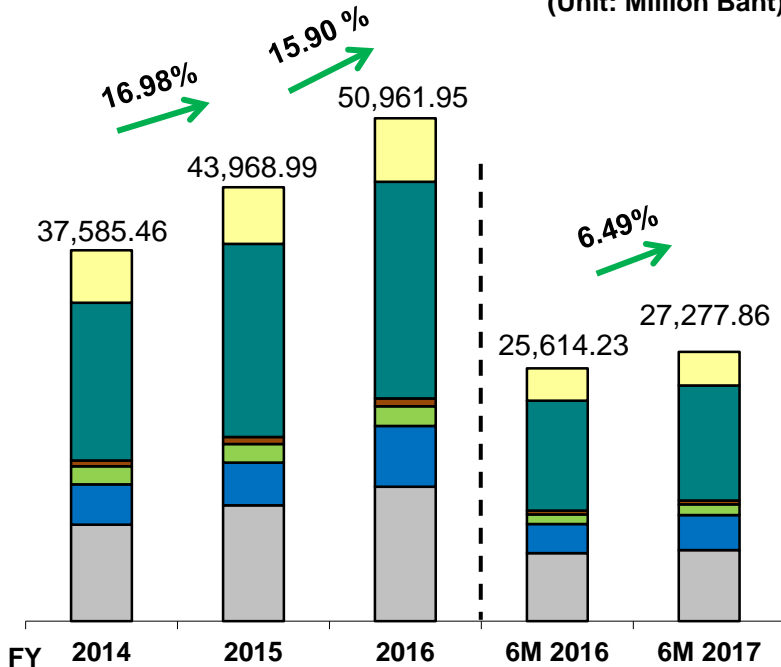


# Revenues Breakdown (6M FY2017)



## Total Revenue

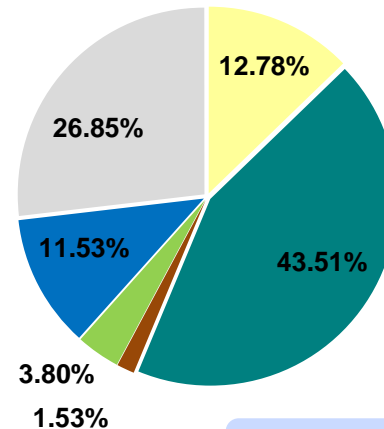
(Unit: Million Baht)



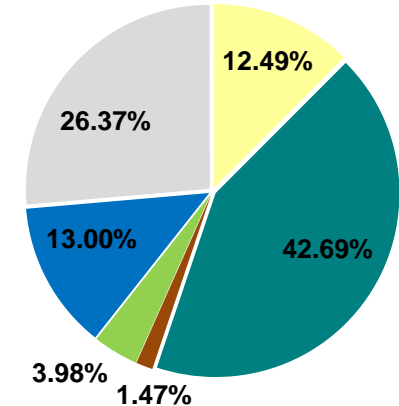
- Landing & Parking charges (LPC)
- Passenger service charges (PSC)
- A/C Service charges (ASC)
- Office and state property rents (OPR)
- Service revenues (SVR)
- Concession revenues (CCR)

## By Proportion

6M FY2016



6M FY2017



## By Growth

(Unit: Million Baht)

|   | FY2014           | FY2015           | FY2016           | 6M FY16          | 6M FY17          | YoY          |
|---|------------------|------------------|------------------|------------------|------------------|--------------|
| <span style="color: yellow;">■</span> LPC     | 5,321.86         | 5,744.40         | 6,433.26         | 3,274.18         | 3,405.91         | 4.02%        |
| <span style="color: teal;">■</span> PSC       | 15,991.73        | 19,570.37        | 21,968.21        | 11,143.29        | 11,644.37        | 4.50%        |
| <span style="color: brown;">■</span> ASC      | 579.49           | 709.96           | 786.20           | 392.67           | 400.68           | 2.04%        |
| <span style="color: lightgreen;">■</span> OPR | 1,838.72         | 1,875.78         | 1,992.80         | 974.04           | 1,086.48         | 11.54%       |
| <span style="color: blue;">■</span> SVR       | 4,076.96         | 4,337.33         | 6,161.45         | 2,952.31         | 3,547.20         | 20.15%       |
| <span style="color: grey;">■</span> CCR       | 9,776.70         | 11,731.15        | 13,620.03        | 6,877.74         | 7,193.22         | 4.59%        |
| <b>Total</b>                                  | <b>37,585.46</b> | <b>43,968.99</b> | <b>50,961.95</b> | <b>25,614.23</b> | <b>27,277.86</b> | <b>6.49%</b> |

# Airport Operating Expenses



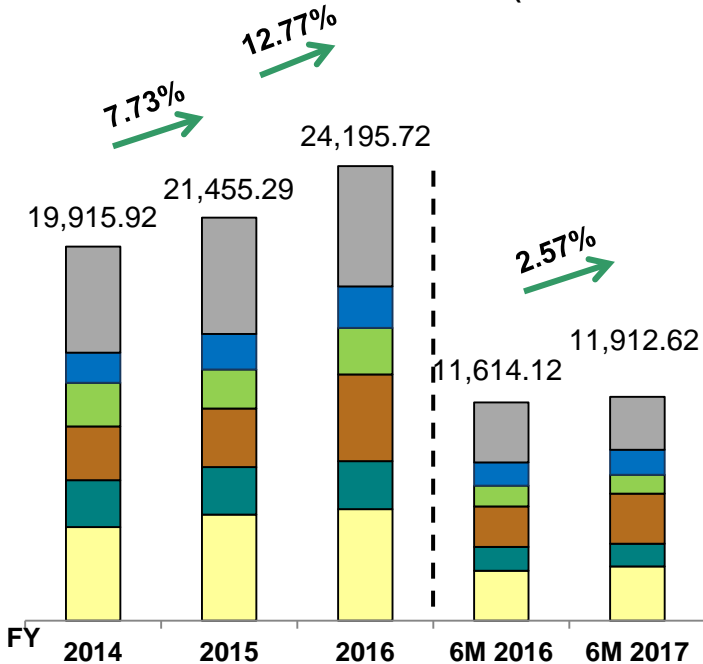
|                                      |   |
|--------------------------------------|---|
| <b>Employee Benefit Expenses</b>     | Consisting of : <ul style="list-style-type: none"><li>- employee salaries and bonuses, employee benefits, retirement payments and contributions to employee provident fund .</li><li>- the remuneration of AOT's board of directors and executives as stated in the notice of Capital Market Supervisory Board.</li></ul> |
| <b>Utilities Expenses</b>            | Consisting of electricity charges, cooling water system and water supply.   |
| <b>Outsourcing Expenses</b>          | Consisting of security, limousine service, cleaner, gardener, trolley, Advance Passenger Processing System (APPS), etc.   |
| <b>Repairs and Maintenance</b>       | Consisting of repair and maintenance of runways and taxiways, elevators, escalators and cover walkways, air conditioning systems, conveyor belts, transportation equipment and construction and electrical appliances.  |
| <b>State Property Rental</b>         | Consisting of rental payments made to the Ministry of Finance under the airport land leases.  |
| <b>Depreciation and Amortization</b> | Consisting of depreciation charges in respect of the property, plant and equipment as well as amortization in respect of the intangible assets. Calculating on a straight-line basis over the assets' useful lives (between 5 and 50 years).  |



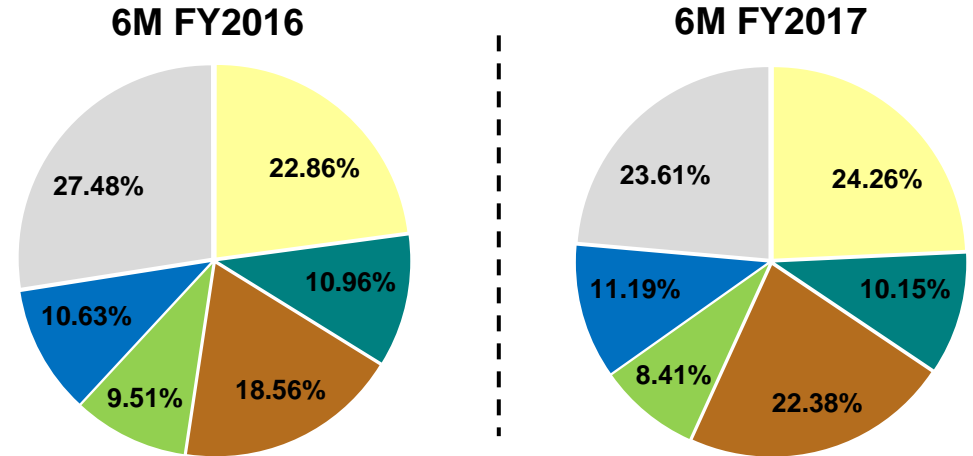
# Expenses Breakdown (6M FY2017)

## Expenses

(Unit: Million Baht)



## By Proportion



## By Growth

(Unit: Million Baht)

- Employee Benefit expenses
- Utilities expenses
- Outsourcing expenses
- Repairs and maintenance (R&M)
- State property rental (SPR)
- Depreciation and amortization (D&M)

|  | FY2014           | FY2015           | FY2016           | 6M FY16          | 6M FY17          | YoY          |
|--|------------------|------------------|------------------|------------------|------------------|--------------|
| <span style="color: yellow;">■</span> <b>Employee</b>    | 4,984.64         | 5,647.60         | 5,934.09         | 2,655.15         | 2,889.82         | 8.84%        |
| <span style="color: teal;">■</span> <b>Utilities</b>     | 2,494.50         | 2,528.08         | 2,562.26         | 1,272.41         | 1,208.72         | (5.01%)      |
| <span style="color: brown;">■</span> <b>Outsourcing</b>  | 2,862.86         | 3,122.01         | 4,613.86         | 2,155.84         | 2,665.47         | 23.64%       |
| <span style="color: lightgreen;">■</span> <b>R&amp;M</b> | 2,325.37         | 2,073.35         | 2,474.92         | 1,104.16         | 1,002.43         | (9.21%)      |
| <span style="color: blue;">■</span> <b>SPR</b>           | 1,598.33         | 1,896.23         | 2,206.54         | 1,234.37         | 1,333.03         | 7.99%        |
| <span style="color: grey;">■</span> <b>D&amp;M</b>       | 5,650.22         | 6,188.02         | 6,404.05         | 3,192.19         | 2,813.15         | (11.87%)     |
| <b>Total</b>   | <b>19,915.92</b> | <b>21,455.29</b> | <b>24,195.72</b> | <b>11,614.12</b> | <b>11,912.62</b> | <b>2.57%</b> |

# Statements of Income (6M FY2017)



(Unit: Million Baht)

|                                  | FY2014    | FY2015    | FY2016    | 6M FY2016 | 6M FY2017 | YoY    |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|--------|
| <b>Total revenues</b>            | 39,770.73 | 45,505.57 | 52,783.34 | 26,271.25 | 28,218.48 | 7.41%  |
| Revenues from sales or services  | 37,585.46 | 43,968.99 | 50,961.95 | 25,614.23 | 27,277.86 | 6.49%  |
| Other incomes                    | 2,185.27  | 1,536.58  | 1,821.39  | 657.02    | 940.62    | 43.16% |
| <b>Total expenses</b>            | 24,501.76 | 22,170.35 | 28,358.85 | 13,603.71 | 13,776.34 | 1.27%  |
| Profit before income tax expense | 15,268.97 | 23,335.22 | 24,424.49 | 12,667.54 | 14,442.13 | 14.01% |
| Income tax expense               | 3,006.77  | 4,585.16  | 4,820.92  | 2,581.64  | 2,913.39  | 12.85% |
| <b>Net Profit</b>                | 12,220.37 | 18,728.65 | 19,571.45 | 10,061.81 | 11,496.13 | 14.26% |
| <b>EBIT</b>                      | 15,130.82 | 23,211.07 | 24,291.41 | 12,852.32 | 14,253.72 | 10.90% |
| <b>EBITDA</b>                    | 20,781.04 | 29,399.08 | 30,695.47 | 16,044.51 | 17,066.87 | 6.37%  |

- Note :
1. Gain from the reversal of an impairment at DMK of Baht 3,260.17 million in FY2013
  2. The reversal of accrued property tax at DMK of Baht 3,059.17 million in FY2015
  3. AOT received compensation for damages from flooding at DMK during the end of 2011 of Baht 100 million on September 2013 and Baht 464.83 million in the third quarter, 2016.



# Financial Status

## STATEMENTS OF FINANCIAL POSITION

(Unit: Million Baht)

|   | 30 Sep 2016       | 31 Mar 2017       |
|---|-------------------|-------------------|
| Cash  | 5,886.26          | 5,793.30          |
| Other Current Asset                                 | 58,271.44         | 57,665.92         |
| Non Current Asset                                   | 108,058.69        | 105,186.83        |
| <b>Total Assets</b>                                 | <b>172,216.39</b> | <b>168,646.05</b> |
| Current Liabilities                                 | 19,692.93         | 18,118.49         |
| Long Term Loan                                      | 26,659.21         | 21,936.74         |
| Other Non Current Liabilities                       | 5,550.03          | 6,460.39          |
| <b>Total Liabilities</b>                            | <b>51,902.17</b>  | <b>46,515.62</b>  |
| Shareholder's Equity                                | 120,314.22        | 122,130.43        |
| <b>Total Liabilities &amp; Shareholder's Equity</b> | <b>172,216.39</b> | <b>168,646.05</b> |

## STATEMENTS OF CASH FLOW

(Unit: Million Baht)

|                          |             |
|--------------------------|-------------|
| Beginning Cash           | 5,886.26    |
| Cash Flow from Operation | 12,828.90   |
| Cash Used in Investment  | (370.16)    |
| Cash Used in Financing   | (12,551.70) |
| Ending Cash              | 5,793.30    |

## LONG-TERM LOANS

(As of Mar 31, 2017)

|                                       |                   |
|---------------------------------------|-------------------|
| <b>Total Loan (Million Yen)</b>       | <b>199,243.00</b> |
| Disbursed Amount (Million Yen)        | 194,409.73        |
| Repayment Amount (Million Yen)        | (112,006.54)      |
| Outstanding Amount (Million Yen)      | 82,403.19         |
| Outstanding Amount (Million Baht)     | 25,649.97         |
| <b>Hedged % of the remaining loan</b> | <b>92%</b>        |
| <b>Average Interest Rate</b>          | <b>4.86%</b>      |

# Financial Ratios



|                    | 30 Sep 2013<br>(FY2013) | 30 Sep 2014<br>(FY2014) | 30 Sep 2015<br>(FY2015) | 30 Sep 2016<br>(FY2016) | 31 Mar 2017<br>(6M FY2017) |
|--------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|
| Par Value (THB)    | 10.00                   | 10.00                   | 10.00                   | 10.00                   | 1.00*                      |
| Market Price (THB) | 188.50                  | 239.00                  | 281.00                  | 399.00                  | 39.25                      |
| BV/share           | 64.11                   | 67.93                   | 76.01                   | 84.93                   | 85.29                      |
| P/BV               | 2.94                    | 3.52                    | 3.70                    | 4.70                    | 0.46                       |
| EPS                | 11.44                   | 8.55                    | 13.11                   | 13.70                   | 0.80                       |
| P/E                | 16.48                   | 27.95                   | 21.43                   | 29.12                   | 26.88                      |
| D/E                | 0.67                    | 0.58                    | 0.47                    | 0.42                    | 0.38                       |
| ROA (%)            | 10.82                   | 7.97                    | 11.95                   | 11.80                   | 6.75                       |
| ROE (%)            | 19.32                   | 12.96                   | 18.22                   | 17.03                   | 9.50                       |

Note : \* Change in Par value of AOT' share from 10 Baht per share to 1 Baht per share, effective since February 9, 2017.

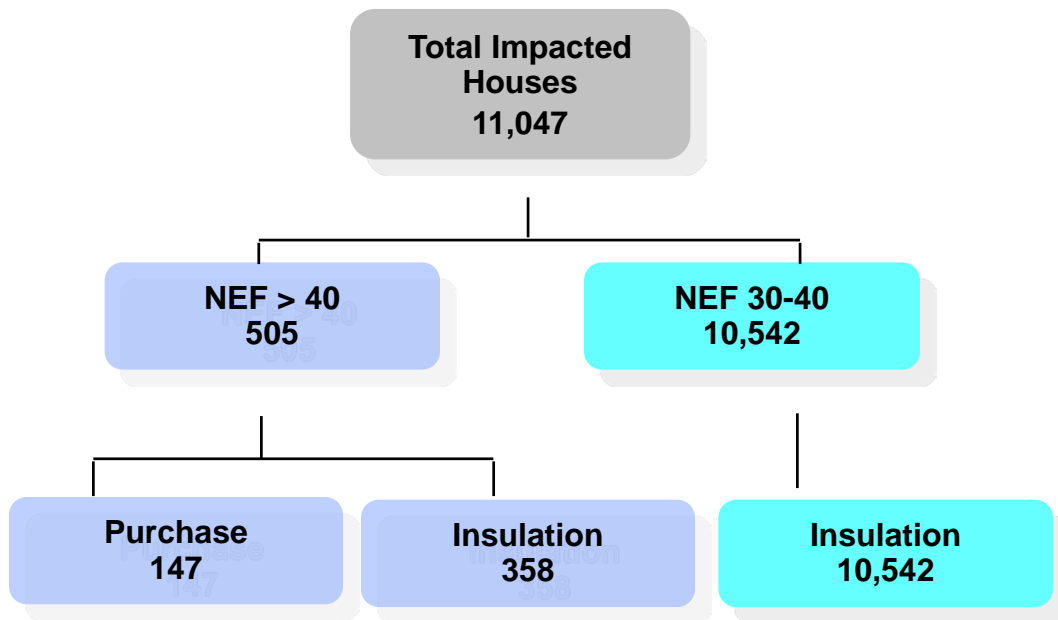


# Noise Compensation (Suvarnabhumi Airport Phase I)

## Planned

(The cabinet resolution on May 29, 2007)

### Summer Season (Unit: Houses)



## Proceeded

(Unit: Million Baht)

| NEF > 40                 |               |                 |
|--------------------------|---------------|-----------------|
|                          | Houses        | Amount          |
| Purchased                | 135           | 693.57          |
| Insulated                | 352           | 91.75           |
| <b>Total NEF &gt; 40</b> | <b>487</b>    | <b>785.32</b>   |
| NEF 30 – 40              |               |                 |
|                          | Houses        | Amount          |
| Insulated                | 10,178        | 2,022.60        |
| <b>Total NEF30- 40</b>   | <b>10,178</b> | <b>2,022.60</b> |
| Sensitive Area           | 22            | 291.55          |
| KMITL                    |               | 214.00          |
| <b>Grand total *</b>     |               | <b>3,313.47</b> |

As of March 31, 2017

Note: - \* Accumulated from the first payment until **March 31, 2017**  
 - KMITL is King Mongkut's Institute of Technology Ladkrabang  
 - NEF : **Noise Exposure Forecast**

# Noise Compensation (Suvarnabhumi Airport Phase I)



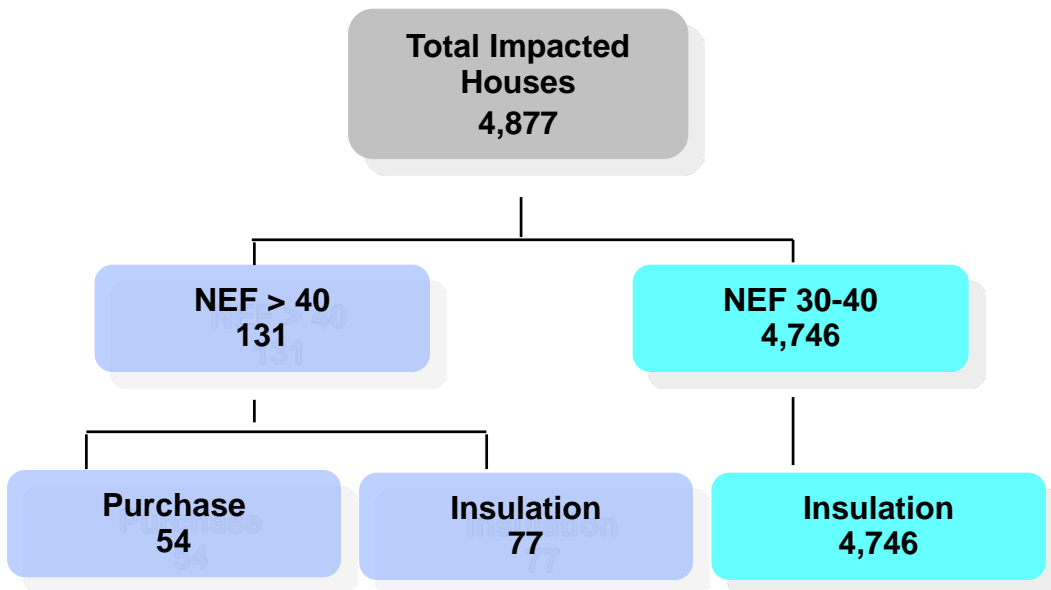
Planned

Proceeded

(The cabinet resolution on Aug 31, 2010)

(Unit: Million Baht)

**Winter Season** (Unit: Houses)



| NEF > 40                |            |               |
|-------------------------|------------|---------------|
|                         | Houses     | Amount        |
| Purchased               | 53         | 430.96        |
| Insulated               | 75         | 23.75         |
| <b>Total NEF&gt; 40</b> | <b>128</b> | <b>454.71</b> |

| NEF 30 - 40            |              |               |
|------------------------|--------------|---------------|
|                        | Houses       | Amount        |
| Insulated              | 4,656        | 965.08        |
| <b>Total NEF30- 40</b> | <b>4,656</b> | <b>965.08</b> |

|                      |   |                 |
|----------------------|---|-----------------|
| Sensitive Area       | 1 | 12.05           |
| <b>Grand total *</b> |   | <b>1,431.84</b> |

As of March 31, 2017

Note: - \* Accumulated from the first payment until **March 31, 2017**  
 - KMITL is King Mongkut's Institute of Technology Ladkrabang  
 - NEF : Noise Exposure Forecast



# Noise Compensation (Suvarnabhumi Airport Phase I)

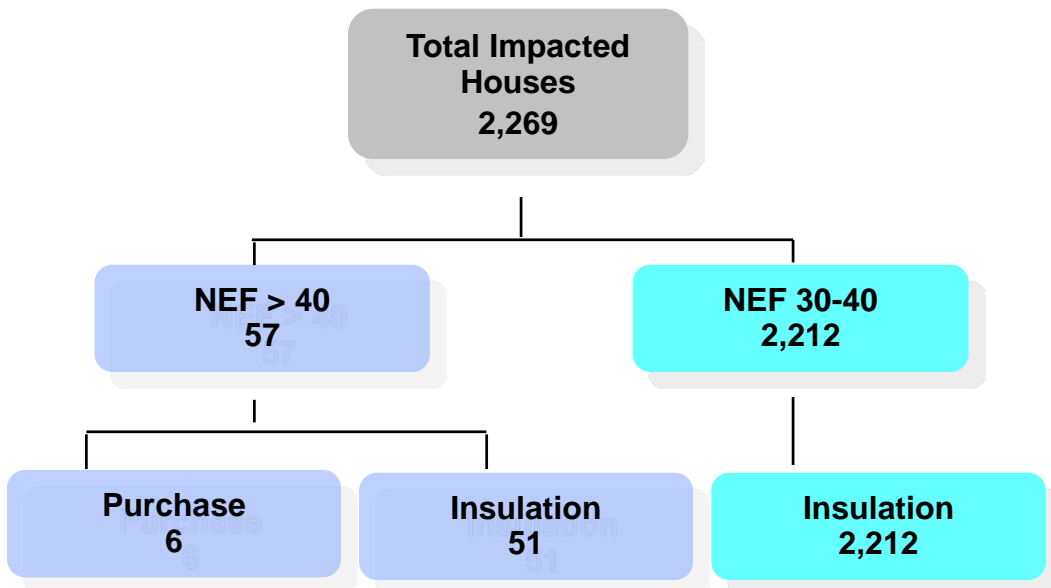


Planned

Proceeded

(The cabinet resolution on Oct 15, 2013)

**Winter Season** (Unit: Houses)



(Unit: Million Baht)

| NEF > 40                |           |              |
|-------------------------|-----------|--------------|
|                         | Houses    | Amount       |
| Purchased               | 5         | 38.31        |
| Insulated               | 39        | 16.01        |
| <b>Total NEF&gt; 40</b> | <b>44</b> | <b>54.32</b> |

| NEF 30 - 40            |              |               |
|------------------------|--------------|---------------|
|                        | Houses       | Amount        |
| Insulated              | 1,345        | 359.49        |
| <b>Total NEF30- 40</b> | <b>1,345</b> | <b>359.49</b> |

|                |   |       |
|----------------|---|-------|
| Sensitive Area | 2 | 10.59 |
|----------------|---|-------|

|                      |  |               |
|----------------------|--|---------------|
| <b>Grand total *</b> |  | <b>424.40</b> |
|----------------------|--|---------------|

As of March 31, 2017

Note: - \* Accumulated from the first payment until **March 31, 2017**  
 - KMUTL is King Mongkut's Institute of Technology Ladkrabang  
 - NEF : Noise Exposure Forecast

# Future Airport Development Plans



| Airport      | Description                                       | Investment Cost (THB Billion) | Completed Year | Additional Capacity |
|--------------|---|-------------------------------|----------------|---------------------|
| Suvarnabhumi | 1. Suvarnabhumi Development Project (FY2011-2017) | 62.50                         | 2019           | • 15 MAP            |
|              | 2. Terminal 2                                     | 34.67                         | 2021           | • 30 MAP            |
|              | 3. Third Runway                                   | 20.30                         | 2020           | (Total 90 MAP)      |

# Appendix A: Airport Capacity vs. Utilization



| Airport    | Aircraft<br>(Flights/Hour) |                    |           | Passengers<br>(Million/Year) |                    |              | Cargoes<br>(Million Metric Tons/Year) |                    |              |
|------------|----------------------------|--------------------|-----------|------------------------------|--------------------|--------------|---------------------------------------|--------------------|--------------|
|            | Capacity                   | Actual Utilization |           | Capacity                     | Actual Utilization |              | Capacity                              | Actual Utilization |              |
|            |                            | FY15               | FY16      |                              | FY15               | FY16         |                                       | FY15               | FY16         |
| <b>BKK</b> | <b>68</b>                  | <b>62</b>          | <b>63</b> | <b>45.0</b>                  | <b>52.38</b>       | <b>55.47</b> | <b>1.700</b>                          | <b>1.240</b>       | <b>1.263</b> |
| <b>DMK</b> | <b>40</b>                  | <b>49</b>          | <b>54</b> | <b>30.0</b>                  | <b>28.59</b>       | <b>34.69</b> | <b>0.860</b>                          | <b>0.041</b>       | <b>0.065</b> |
| <b>HKT</b> | <b>20</b>                  | <b>21</b>          | <b>22</b> | <b>8.0</b>                   | <b>12.54</b>       | <b>14.72</b> | <b>0.037</b>                          | <b>0.037</b>       | <b>0.042</b> |
| <b>CNX</b> | <b>24</b>                  | <b>20</b>          | <b>20</b> | <b>8.0</b>                   | <b>8.07</b>        | <b>9.21</b>  | <b>0.035</b>                          | <b>0.019</b>       | <b>0.019</b> |
| <b>HDY</b> | <b>18</b>                  | <b>13</b>          | <b>11</b> | <b>2.5</b>                   | <b>3.57</b>        | <b>3.87</b>  | <b>0.014</b>                          | <b>0.012</b>       | <b>0.012</b> |
| <b>CEI</b> | <b>16</b>                  | <b>8</b>           | <b>9</b>  | <b>3.0</b>                   | <b>1.64</b>        | <b>1.96</b>  | <b>0.003</b>                          | <b>0.005</b>       | <b>0.006</b> |

- Note: 1. The actual utilization number is the 1<sup>st</sup> highest hour of annual passenger flow.  
 2. The designed capacity of each airport is the 30<sup>th</sup> highest hour of annual passenger flow.  
 3. HKT Passengers Capacity : Partial Domestic Terminal under Renovation



# Appendix B: AOT Airports Capacity

| Airports | Area               |                       | Capacity                |                           |                                    | Runways (Metres) |                          |
|----------|--------------------|-----------------------|-------------------------|---------------------------|------------------------------------|------------------|--------------------------|
|          | Total Area (Acres) | Terminal Area (Sq.m.) | Aircraft (Flights/Hour) | Passengers (Million/Year) | Cargoes (Million Metric Tons/Year) |                  |                          |
| BKK      | 8,000              | 563,000               | 68                      | 45.0                      | 1.700                              | 2                | 60 x 3,700<br>60 x 4,000 |
| DMK      | 1,552              | 215,620               | 40                      | 30.0                      | 0.860                              | 2                | 60 x 3,700<br>45 x 3,500 |
| HKT      | 578                | 115,305               | 20                      | 8.0                       | 0.037                              | 1                | 45 x 3,000               |
| CNX      | 642                | 35,480                | 24                      | 8.0                       | 0.035                              | 1                | 45 x 3,400               |
| HDY      | 1,188              | 19,375                | 18                      | 2.5                       | 0.014                              | 1                | 45 x 3,050               |
| CEI      | 1,330              | 17,000                | 16                      | 3.0                       | 0.003                              | 1                | 45 x 3,000               |

Note: HKT Passengers Capacity : Partial Domestic Terminal under Renovation

## Appendix C: Market Share (By Aircraft) at Suvarnabhumi Airport – FY2016



### Top 10 Airlines

|     |                            |        |
|-----|----------------------------|--------|
| 1.  | Thai Airways International | 22.83% |
| 2.  | Bangkok Airways            | 15.85% |
| 3.  | Thai Smile Airways         | 8.00%  |
| 4.  | China Southern Airlines    | 2.91%  |
| 5.  | Cathay Pacific Airways     | 2.10%  |
| 6.  | China Eastern Airlines     | 1.88%  |
| 7.  | Emirates Airlines          | 1.77%  |
| 8.  | Spring Airlines            | 1.53%  |
| 9.  | Hong Kong Airlines         | 1.49%  |
| 10. | Malaysia Airlines          | 1.48%  |

### Top 10 LCCs

|     |                          |        |
|-----|--------------------------|--------|
| 1.  | Spring Airlines          | 17.30% |
| 2.  | Jetstar Asia             | 14.25% |
| 3.  | Tiger Airways            | 12.35% |
| 4.  | Jeju Air                 | 7.43%  |
| 5.  | Eastar Jet               | 6.55%  |
| 6.  | Juneyao Airlines         | 5.95%  |
| 7.  | Vietjet Air              | 5.33%  |
| 8.  | IndiGo Airlines          | 4.96%  |
| 9.  | Jetstar Pacific Airlines | 4.79%  |
| 10. | CEBU Pacific Air         | 4.23%  |

## Appendix D: Market Share (By Passenger) at Suvarnabhumi Airport – FY2016



### Top 10 Airlines

|     |                         |        |
|-----|-------------------------|--------|
| 1.  | Thai Airways            | 31.85% |
| 2.  | Bangkok Airways         | 8.54%  |
| 3.  | Thai Smile Airways      | 5.41%  |
| 4.  | Emirates Airlines       | 3.74%  |
| 5.  | Cathay Pacific Airways  | 3.17%  |
| 6.  | Qatar Airways           | 2.26%  |
| 7.  | China Southern Airlines | 2.19%  |
| 8.  | Hong Kong Airlines      | 1.88%  |
| 9.  | Singapore Airlines      | 1.62%  |
| 10. | China Eastern Airlines  | 1.54%  |

### Top 10 LCCs

|     |                  |        |
|-----|------------------|--------|
| 1.  | Spring Airlines  | 17.84% |
| 2.  | Jetstar Asia     | 13.21% |
| 3.  | Tiger Airways    | 10.45% |
| 4.  | Jeju Air         | 7.99%  |
| 5.  | Eastar Jet       | 6.92%  |
| 6.  | Juneyao Airlines | 4.82%  |
| 7.  | Jin Air          | 4.72%  |
| 8.  | Spicejet         | 4.63%  |
| 9.  | IndiGo Airlines  | 4.61%  |
| 10. | Vietjet Air      | 4.42%  |



### Top Airlines By Aircraft

|    |               |        |
|----|---------------|--------|
| 1. | Thai Air Asia | 38.96% |
| 2. | Nok Air       | 25.42% |
| 3. | Thai Lion Air | 15.28% |
| 4. | Thai Smile    | 3.10%  |
| 5. | Air Asia      | 2.23%  |

### Top Airlines By Passenger

|    |                 |        |
|----|-----------------|--------|
| 1. | Thai Air Asia   | 38.70% |
| 2. | Nok Air         | 22.65% |
| 3. | Thai Lion Air   | 19.68% |
| 4. | Thai Air Asia X | 3.57%  |
| 5. | Air Asia        | 2.25%  |



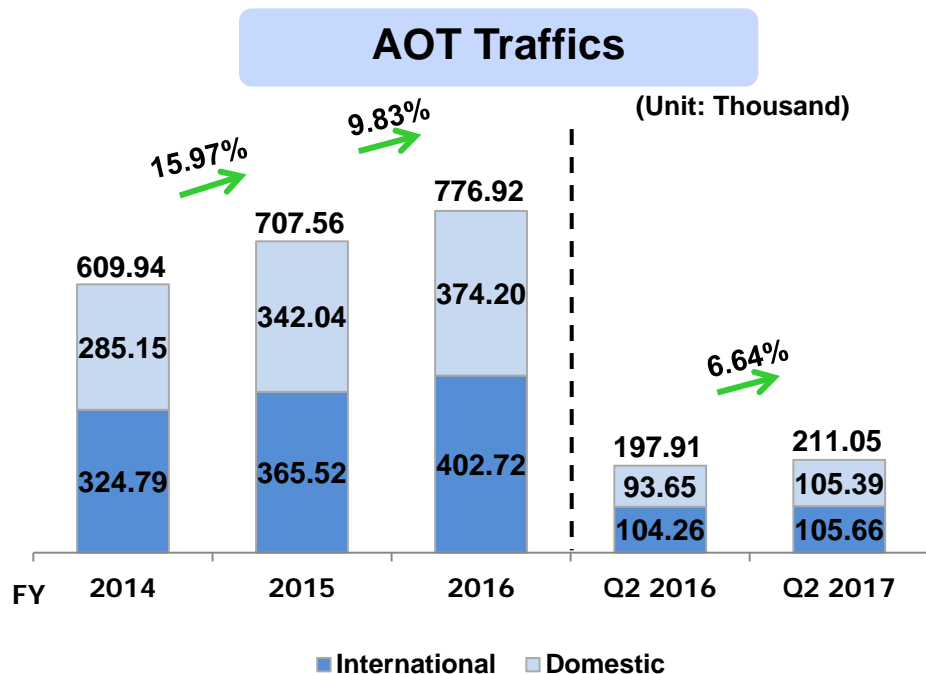
## Appendix F: Major LCCs Airlines (6 Airports)

| <b>Domestic (6 Airlines)</b> |
|------------------------------|
| Nok Air                      |
| Nok Scoot                    |
| Orient Thai Airlines         |
| Thai Air Asia                |
| Thai Lion Air                |
| Thai Vietjet                 |

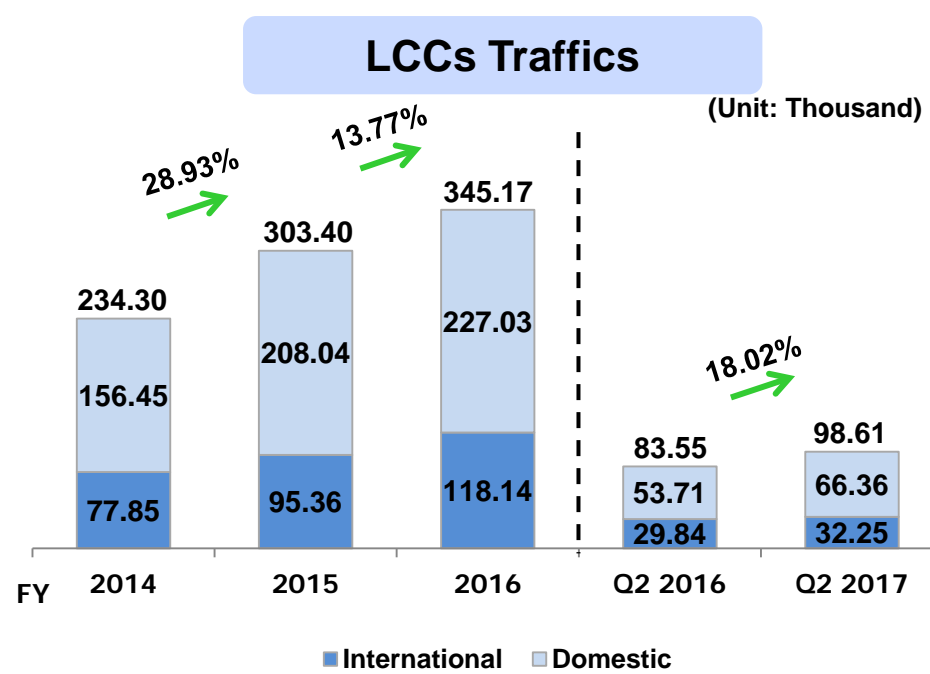
| <b>International (33 Airlines)</b> |                   |                       |
|------------------------------------|-------------------|-----------------------|
| Air Asia                           | CEBU Pacific Air  | Eastar Jet            |
| Eurowings                          | Firefly           | Hong Kong Express     |
| IndiGo Airlines                    | Indonesia AirAsia | Indonesia Air Asia X  |
| Jeju Air                           | Jetstar Airways   | Jetstar Asia          |
| Jetstar Pacific Airlines           | Jin Air           | Juneyao Airlines      |
| Lucky Air                          | Malindo Air       | Nok Air               |
| Nok Scoot                          | Scoot             | Norwegian Air Shuttle |
| Spicejet                           | Spring Airlines   | Thai Air Asia         |
| Thai Air Asia X                    | Thai Lion Air     | Thai Vietjet Air      |
| Tiger Airways                      | Tigerair Taiwan   | Tomsonfly             |
| T'Way Airlines                     | V Air             | Vietjet Air           |



# Appendix G: Aircraft Movement Statistics (Q2 FY2017)



|                | Q2 2016        | Q2 2017        | YoY%         |
|----------------|----------------|----------------|--------------|
| <b>BKK</b>     | 86,081         | 88,309         | 2.59%        |
| <b>DMK</b>     | 59,675         | 63,918         | 7.11%        |
| <b>BKK+DMK</b> | 145,756        | 152,227        | 4.44%        |
| <b>CNX</b>     | 17,069         | 19,354         | 13.39%       |
| <b>HDY</b>     | 6,169          | 7,607          | 23.31%       |
| <b>HKT</b>     | 25,290         | 27,400         | 8.34%        |
| <b>CEI</b>     | 3,631          | 4,466          | 23.00%       |
| <b>Total</b>   | <b>197,915</b> | <b>211,054</b> | <b>6.64%</b> |



|                | Q2 2016       | Q2 2017       | YoY%          |
|----------------|---------------|---------------|---------------|
| <b>BKK</b>     | 7,646         | 8,497         | 11.13%        |
| <b>DMK</b>     | 50,198        | 58,815        | 17.17%        |
| <b>BKK+DMK</b> | 57,844        | 67,312        | 16.37%        |
| <b>CNX</b>     | 9,117         | 10,754        | 17.96%        |
| <b>HDY</b>     | 4,552         | 5,760         | 26.54%        |
| <b>HKT</b>     | 9,799         | 11,796        | 20.38%        |
| <b>CEI</b>     | 2,244         | 2,991         | 33.29%        |
| <b>Total</b>   | <b>83,556</b> | <b>98,613</b> | <b>18.02%</b> |

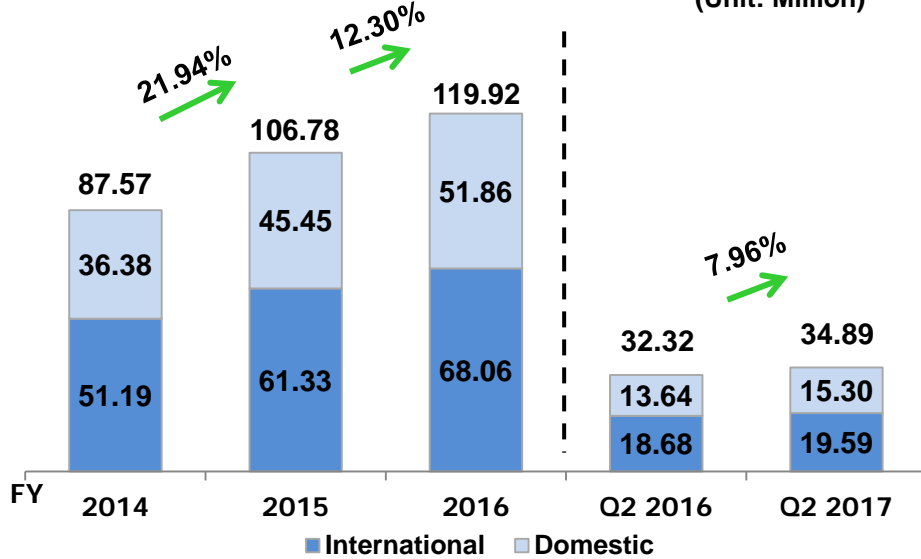
Note: 1. Fiscal Year starting from October to September  
 2. The percentage growth as shown is calculated from the full number of the air traffic statistics



# Appendix H: Passenger Movement Statistics (Q2 FY2017)

## AOT Traffics

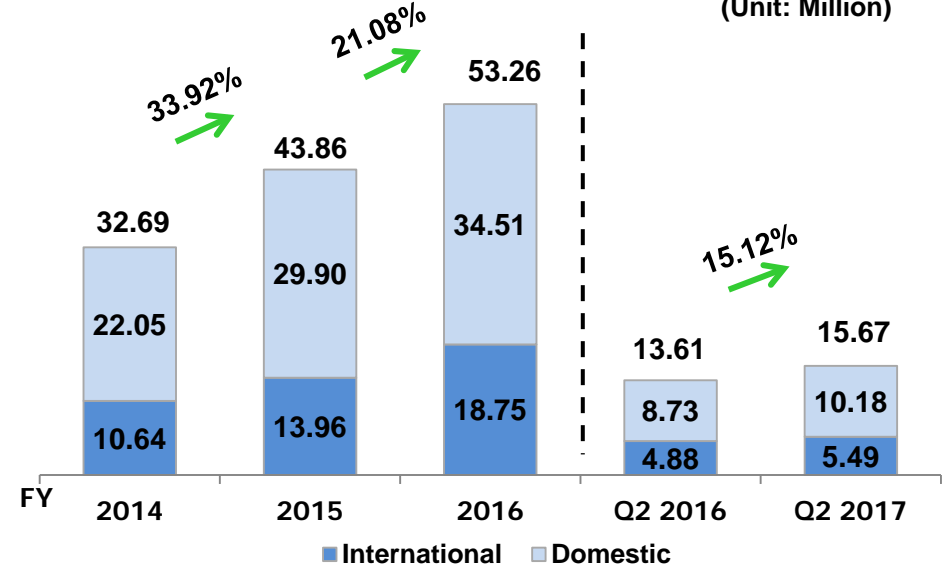
(Unit: Million)



|                | Q2 2016           | Q2 2017           | YoY%         |
|----------------|-------------------|-------------------|--------------|
| <b>BKK</b>     | 15,274,693        | 16,104,739        | 5.43%        |
| <b>DMK</b>     | 8,851,971         | 9,625,684         | 8.74%        |
| <b>BKK+DMK</b> | 24,126,664        | 25,730,423        | 6.65%        |
| <b>CNX</b>     | 2,487,137         | 2,748,048         | 10.49%       |
| <b>HDY</b>     | 925,748           | 1,112,179         | 20.14%       |
| <b>HKT</b>     | 4,268,360         | 4,657,796         | 9.12%        |
| <b>CEI</b>     | 516,865           | 648,395           | 25.45%       |
| <b>Total</b>   | <b>32,324,774</b> | <b>34,896,841</b> | <b>7.96%</b> |

## LCCs Traffics

(Unit: Million)



|                | Q2 2016           | Q2 2017           | YoY%          |
|----------------|-------------------|-------------------|---------------|
| <b>BKK</b>     | 1,259,672         | 1,395,729         | 10.80%        |
| <b>DMK</b>     | 8,099,040         | 9,283,553         | 14.63%        |
| <b>BKK+DMK</b> | 9,358,712         | 10,679,282        | 14.11%        |
| <b>CNX</b>     | 1,502,616         | 1,679,464         | 11.77%        |
| <b>HDY</b>     | 759,575           | 917,986           | 20.86%        |
| <b>HKT</b>     | 1,617,022         | 1,910,245         | 18.13%        |
| <b>CEI</b>     | 376,129           | 485,172           | 28.99%        |
| <b>Total</b>   | <b>13,614,054</b> | <b>15,672,149</b> | <b>15.12%</b> |

Note: 1. Fiscal Year starting from October to September  
 2. The percentage growth as shown is calculated from the full number of the air traffic statistics