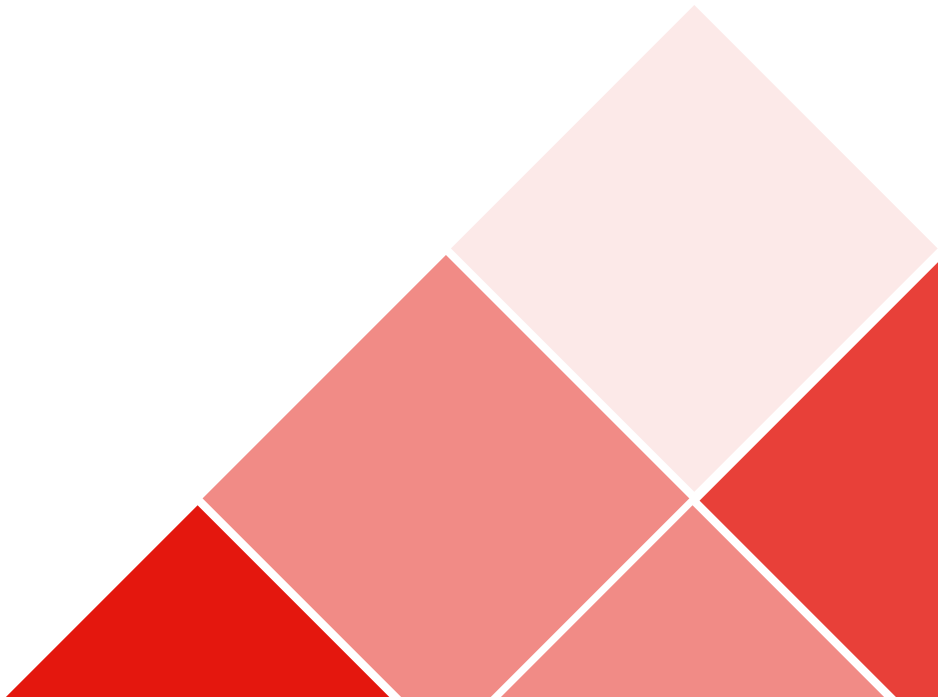




# **Management Discussion and Analysis**

**For the Year Ended 31 December 2018**





## Executive Summary

In January 2019, the International Monetary Fund (IMF) projected the world economic growth in 2018 to be at 3.7%, supported by the continuous recovery of the labour markets, the consistent global trade market growth and less tightened monetary policies led by the US economy exceeding the expectations, while the Eurozone economy, Japan and China are expanding at slowed growth resulting in a fragmented expansion across regions. In addition, the increased intensity of the US and China trade war and the monetary policy of the Fed could impose effects on fund transfers of the Emerging Markets. Therefore, the aforementioned global volatilities impact on Thailand's economic growth and therefore may affect the company's operation.

The Office of the National Economic and Social Development Board (NESDB) revealed Thailand's economic growth for the year 2018 at 4.1%, increased from last year at 4.0%, resulting from the accelerated growth from both the private sector's consumption and investment in addition to the gradual increase for the exports of goods and services despite the slowed public expenditure.

The number of international tourists to Thailand in the fourth quarter of 2018 (Q4/2018) was revealed at 9.7 million, or the growth of 4% compared to the same period last year due to the contraction of Chinese tourists. However, the government scheme to stimulate international inbound travels by waiving VOA (Visa on Arrival) fee has resulted in the gradual recovery of Chinese tourists during post-implementation in November. As a result, there are a total of 38.3 million inbound visitors in 2018, which accounts for an 8% increase from last year, led by Chinese, ASEAN region and European tourists. Among all regions, ASEAN tourists imposed the highest growth at 18% compared to the previous year. Therefore, the number of passengers carried by Thai AirAsia for the year 2019 was at 21.6 million, increased by 9% over the same period last year, while the Available Seats Kilometres (ASK) grew at 12%. In 2018, Thai AirAsia launched new domestic and international routes including routes departing from Bangkok (Don Mueang) to Ranong, Johor Baru (Malaysia), Chengdu (China), Chumphon, Kota Kinabalu (Malaysia), Bhubaneswar (India), Visakhapatnam (India), Gaya (India) and Colombo, from Phuket to Macao and Kunming (China), from Chiang Mai to Udon Thani, Yangon (Myanmar), Taipei (Taiwan), Hanoi (Vietnam), Nanchang (China) and Beijing (China), from Krabi to Macao, Hong Kong and Chongqing (China), and from Pattaya (U-tapao) to Khon Kaen and Chengdu (China). Thai AirAsia also increased frequencies in dominant destinations for both domestic and international routes. In addition, Thai AirAsia has converted the routes from Bangkok (Don Mueang) to Hangzhou, Ningbo and Nanjing from charter to scheduled charter flight. However, as a result of capacity management, Thai AirAsia has cancelled routes from Pattaya (U-tapao) to Hangzhou (China) and Ubon Ratchathani, from Bangkok (Don Mueang) to Tiruchirappalli (India) and from Chiang Mai to Ubon Ratchathani and Udon Thani during the year.

For the full financial year ended 2018 (FY2018), Asia Aviation Plc had total revenue of Baht 40,200.2 million, increased by Baht 2,917.9 million or 8% from the same period last year and a net income of Baht 127.4 million, declined from last year at Baht 2,684.8 million. This mainly resulted from the rise in global fuel costs and the deceleration of Chinese visitors in the second half of FY2018.

## Financial Performance Summary

Asia Aviation Public Company Limited (“AAV”) is a major shareholder of Thai AirAsia Company Limited who is an airline operator of Thai AirAsia, in which the Company currently holds 55%.

Asia Aviation Public Company Limited’s financial performance for the year ended 31 December 2017 and 2018 has been summarised below:

### Statement of Comprehensive Income

Asia Aviation Public Company Limited	Consolidated		Change
Unit: Baht million	For year ended 31 December		
	2018	2017	
Total revenues	40,200.2	37,282.3	+8%
Total expenses	39,540.1	33,978.4	+16%
Profit (loss) before finance cost and income tax	660.1	3,303.9	(-80%)
Profit (loss) for the year	127.4	2,684.8	(-95%)
Equity holders of the Company	70.0	1,477.5	(-95%)
Non-controlling interests of the subsidiary	57.4	1,207.3	(-95%)
Total comprehensive income for the year	135.0	2,658.1	(-95%)
Equity holders of the Company	74.2	1,001.9	(-95%)
Non-controlling interests of the subsidiary	60.8	815.9	(-95%)
Earnings (loss) per share (Baht)	0.0144	0.2066	(-95%)

For the year ended 2018, Asia Aviation Plc had total revenues of Baht 40,200.2 million, increased by Baht 2,917.9 million or 8% compared to the same period last year and reported a net profit before finance costs and income taxes amounted to Baht 660.1 million, decreased by 80% compared to the same period last year. Profit for the year attributable to equity holders of the Company for FY2018 amounted to Baht 70.0 million, 95% or Baht 1,470.5 million lower than the previous year, having a net profit margin of 0.2% and basic earnings at Baht 0.0144 per share. Thus, Total comprehensive income for the year attributable to equity holders of the Company amounted to Baht 74.2 million, which is from the reassessments of employee benefit obligations resulting in the Actuarial gain in an amount of Baht 9.6 million and the income tax on items that will not be reclassified added to the Other comprehensive income in an amount of Baht 1.9 million.

Statement of Financial Position

Asia Aviation Public Company Limited	Consolidated		Change
Unit: Baht million	As at 31 December 2018	As at 31 December 2017	
Total assets	61,746.7	62,773.6	(-2%)
Total liabilities	33,123.9	31,320.5	+6%
Equity attributable to owners of the Company	20,455.4	22,005.9	(-7%)
Non-controlling interests of the subsidiary	8,167.4	9,447.2	(-14%)
Total shareholders' equity	28,622.8	31,453.1	(-9%)

**Assets**

As at 31 December 2018, total assets amounted to Baht 61,746.7 million, decreased by Baht 1,026.9 million or 2% compared to the year ended 31 December 2017 and the return on assets (ROA) was 0.1%, due to;

- (1) Current assets decreased by Baht 2,683.5 million, mainly from the decrease in cash and cash equivalents at the amount of Baht 1,215.3 million, primarily from interim dividends for 2018. Additionally, the current investments decreased by Baht 1,489.0 million due to the maturity of fixed deposits.
- (2) Non-current assets increased by Baht 1,656.6 million due to an increase in aircraft, leasehold improvement and equipment in an amount of Baht 712.4 million, mainly due to the acquisition of land for the construction of the academy project building. Meanwhile, aircraft maintenance reserves rose Baht 880.5 million in relation to the increase in flight hours.

**Liabilities**

As at 31 December 2018, total liabilities amounted to Baht 33,123.9 million, increased by Baht 1,803.5 million or 6% compared to the year ended 31 December 2017, due to;

- (1) Current liabilities increased by Baht 112.0 million, mainly from an increase in the unearned income at the amount of Baht 165.9 million due to the peak travelling season.
- (2) Non-current liabilities increased by Baht 1,691.4 million, mainly from the issuance of the debentures in an amount of Baht 2,500.0 million and the proceeds will be used for general investment purpose and/or for working capital.

**Equity**

As at 31 December 2018, total shareholders' equity amounted to Baht 28,622.8 million, decreased by Baht 2,830.3 million or 9% compared to the year ended 31 December 2017 due to the interim dividends for 2018 approved by the Board of Directors on 11 May 2018 and 12 September 2018 at Baht 0.20 per share and Baht 0.135 per share equivalent to the amount of Baht 970.0 million and Baht 654.7 million, respectively. Hence, equity attributable to owners of the Company and non-controlling interests of the subsidiary as at 31 December 2018 amounted to Baht 20,455.4 million and Baht 8,167.4 million, respectively, with the return on equity (ROE) of 0.3%.

Statement of Cash Flows

Asia Aviation Public Company Limited	Consolidated	
Unit: Baht million	For the year ended 31 December	
	2018	2017
Net cash flows from (used in) operating activities	2,869.3	5,104.8
Net cash flows from (used in) investing activities	(1,733.3)	(2,818.6)
Net cash flows from (used in) financing activities	(2,288.3)	(1,563.4)
Net increase (decrease) in cash and cash equivalents	(1,152.3)	722.9
Exchange gain (loss) on cash and cash equivalents	(63.0)	(46.3)
Cash and cash equivalents at the beginning of the year	<u>5,338.0</u>	<u>4,661.4</u>
Cash and cash equivalents at the end of the year	<u>4,122.6</u>	<u>5,338.0</u>

For the year ended 31 December 2018, Asia Aviation Plc had net cash generated from operating activities in an amount of Baht 2,869.3 million mainly due to operational results for the year, an increase in depreciation and amortisation expenses as well as finance cost. In contrast, net cash used in investing activities was Baht 1,733.3 million, mainly from an increase in aircraft acquisition and aircraft maintenance reserves in relation to the increase in flight hours. At the same time, net cash used in financing activities was Baht 2,288.3 million mainly due to dividend payment and payment for the current portion of long-term borrowings from financial institutions to close two long-term loan agreements even though there was proceeding from the issuance of the debentures in an amount of Baht 2,500.0 million for general investment purpose and/or for working capital. As a result, Asia Aviation Plc had the net decrease in cash and cash equivalents of Baht 1,152.3 million, while the cash and cash equivalents at the end of the year amounted to Baht 4,122.6 million.

Thai AirAsia's financial performance for the year ended 31 December 2017 and 2018 has been summarised below :

Statement of Comprehensive Income

Thai AirAsia Company Limited Unit: Baht million	Consolidated		
	For year ended		
	31 December		Change
	2018	2017	
Total revenues	40,199.4	37,280.1	+8%
Total expenses	39,539.2	33,972.5	+16%
Profit (loss) before finance cost and income tax	660.2	3,307.6	(-80%)
Profit (loss) for the year	127.5	2,687.8	(-95%)
Total comprehensive income for the year	135.2	2,661.1	(-95%)
Earnings (loss) per share (Baht)	2.93	61.71	(-95%)

For the year ended 2018, revenues from sales and services of Thai AirAsia's amounted to Baht 40,199.4 million, increased by 8% from Baht 37,280.1 million in 2017, primarily from the revenues from sales and services of Baht 38,904.8 million, an increase of 8% from the year ended 2017 (FY2017) at Baht 36,002.8 million due to the increase in the number of passengers carried at 21.6 million or 9% compared to the same period last year. The load factor was imposed at 85%, down by 2 percentage point (ppt) compared to the same period last year as a result of slowed growth in Chinese tourists together with the addition in seat capacity. Moreover, revenues from charter services were at Baht 1,064.7 million, a decrease of Baht 550.5 million compared to the same period last year which concluded the average fares for the year 2018 to drop by 2% at Baht 1,477 per passenger.

The ancillary revenues of Thai AirAsia for FY2018 grew by 13% to Baht 7,134.1 million from Baht 6,315.5 million in 2017, which is from the growth in the number of passengers as aforementioned. As a result, ancillary revenues per passenger was at Baht 331 per passenger or increased by 4% from the same period last year. In fact, the fee structure adjustment and value pack promotion enhanced increase in seat selection fees, other fees and revenues from in-flight meals and beverages compared the same period last year.

For the year ended 2018, total expenses of Thai AirAsia amounted to Baht 39,539.2 million, raised by 16% from Baht 33,972.5 million in FY2017. Predominantly, the cost of sales and services amounted to Baht 36,424.0 million or increased by 17% from Baht 31,023.5 million in FY2017, largely from fuel costs in an amount of 14,635.6 million which accounted for 37% of total expenses. The average reference jet fuel price in FY2018 was at USD 85.2 per barrel, which increased by 32% from at USD 64.3 per barrel in FY2017. At the same time, expenses related to repair and maintenance, staff costs, aircraft and aircraft engine rental, ramp and airport operating costs increased relative to fleet expansions. Besides, Thai AirAsia continuously monitors our punctuality, resulting in 86% on-time performance (OTP) in FY2018, an improvement from 83% in FY2017 with the increased efficiency achieved reflected by the utilisation rate of 12.0 hours per day from 11.9 hours per day in FY2017.

For the year ended 2018, Thai AirAsia recorded a net realised gain on the exchange rate in an amount of Baht 250.4 million from the US dollar depreciation compared to last year and had earnings before finance cost, income tax, depreciation and amortisation, rental (EBITDAR) margin of 19%. In addition, the company exercised the carry forward of unused tax loss to calculate income tax for the period, resulting in a decrease in income tax. As a result, Net profit for the year 2018 amounted to Baht 127.5 million, 95% lower than the previous year having with Total comprehensive income for the year amounted to Baht 135.2 million, which is from the reassessment of employee benefit obligations resulting in the Actuarial gain of Baht 9.6 million and the income tax on items that will not be reclassified added to the Other comprehensive income at Baht 1.9 million.

Percentage of expenses by nature	Q4/2018	Q4/2017	2018	2017
Fuel costs	38.15	31.29	37.02	31.15
Staff costs	14.14	18.39	14.39	15.86
Aircraft and aircraft engine rental	12.86	13.55	13.02	14.69
Ramp and airport operating costs	10.79	11.42	11.35	12.71
Repair and maintenance	7.69	7.96	8.11	8.54
Selling and administrative expenses	6.63	7.41	6.33	7.03
Guest service and distribution	4.68	4.99	4.72	4.94
Depreciation and amortisation	4.18	4.25	4.22	4.24
Other operating costs	0.88	0.74	0.84	0.84

In Q4/2018, revenue per ASK was reported at Baht 1.49, edged down by 8% primarily from the decrease of 2 ppt in the load factor at 86% compared to the same period last year. Total passengers carried was at 5.5 million, a 3% slower growth due to the reduction of Chinese tourists during the Golden Week of which the growth is outweighed by the 6% capacity growth, leading to a decreased average fare of 6% at Baht 1,412 per passenger compared to the previous year. Thus, ancillary revenues per passenger was at Baht 345 per passenger or increased by 6% from the same period last year as the fee structure adjustment and value pack promotion enhanced an increase in seat selection fees, other fees and revenues from in-flight meals and beverages compared the same period last year. In addition, ASK performed well at 8%, resulting from the increased flight hours from the expansion of international routes in the quarter, which also led to an increase in the average stage length.

In Q4/2018, Cost per ASK (CASK) was at Baht 1.60, increased by 6% mainly from the increase in average reference fuel price at USD 89.9 per barrel from USD 70.1 per barrel in the same period last year (Q4/2017). This had a direct effect on the company as fuel costs account for 38% of the total costs of the company. Furthermore, CASK excluding fuel declined to Baht 0.99, a 5% decrease from Baht 1.04 in Q4/2017 from the increase in ASK as aforementioned while the proportion of selling and administrative per main revenues edged down compared to the same period last year as a result of the cost containment. Thus, Thai AirAsia received two aircraft in Q4/2018 led to an increase in aircraft rental and related expenses accordingly to the increase in the number of its fleet.

Operational Highlight	Q4/2018	Q4/2017	Change	2018	2017	Change
Passenger Carried (Million)	5.50	5.34	3%	21.57	19.82	9%
Capacity (Million seats)	6.40	6.03	6%	25.20	22.70	11%
Load Factor (%)	86%	88%	-2 ppt	85%	87%	-2 ppt
Revenue Passenger Kilometres (Million seats-km)	5,452	5,254	4%	21,243	19,523	9%
Available seat kilometres (Million seats-km)	6,460	5,972	8%	25,019	22,379	12%
Average fare (Baht)	1,412	1,496	-6%	1,477	1,500	-2%
Revenue per Available seat kilometres(Baht)	1.49	1.63	-8%	1.56	1.61	-3%
Cost per Available seat kilometres (Baht)	1.60	1.51	6%	1.58	1.52	4%
Cost per Available seat kilometres (ex-fuel)(Baht)	0.99	1.04	-5%	1.00	1.05	-5%

### Statement of Financial Position

Thai AirAsia Company Limited	As at	As at	Change
Unit: Baht million	31 December 2018	31 December 2017	
Total assets	37,917.9	38,902.3	(-3%)
Total liabilities	30,139.8	28,280.3	+6%
Total shareholders' equity	7,778.1	10,622.0	(-27%)

### Assets

As at 31 December 2018, total assets amounted to Baht 37,917.9 million, decreased by Baht 984.4 million or 3% compared to the year ended 31 December 2017, due to;

- (1) Current assets decreased by Baht 2,641.1 million, mainly from the decrease in cash and cash equivalents in an amount of Baht 1,173.6 million, primarily from interim dividends for 2018. Additionally, the current investments decreased by Baht 1,489.0 million due to the maturity of fixed deposits.
- (2) Non-current assets increased by Baht 1,656.6 million due to an increase in aircraft, leasehold improvement and equipment in an amount of Baht 712.4 million, primarily due to the acquisition of land for the construction of the academy project building. Meanwhile, aircraft maintenance reserves rose Baht 880.5 million in relation to the increase in flight hours.

### Liabilities

As at 31 December 2018, total liabilities amounted to Baht 30,139.8 million, increased by Baht 1,859.5 million or 6% compared to the year ended 31 December 2017, primarily due to;

- (1) Current liabilities decreased by Baht 168.2 million mainly from an increase in the unearned income at the amount of Baht 165.9 million due to the peak travelling season.
- (2) Non-current liabilities increased by Baht 1,691.4 million, mainly from the issuance of the debentures in an amount of Baht 2,500.0 million and the proceeds will be used for general investment purpose and/or for working capital.



## Equity

As at 31 December 2018, total shareholders' equity amounted to Baht 7,778.1 million, decreased by Baht 2,844.0 million or 27% compared to the year ended 31 December 2017, due to the interim dividends for 2018 approved by the Board of Directors on 11 May 2018 and 12 September 2018 at Baht 41.0 per share and Baht 27.40 per share equivalent to the amount of Baht 1,785.8 million and Baht 1,193.4 million, respectively.

Thai AirAsia's Debt-to-Equity ratio (Interest Bearing Debt) and Net Gearing ratio as at 31 December 2018 were 3.36x and 2.16x, respectively.

## Statement of Cash Flows

Thai AirAsia Company Limited	For year ended 31 December	
Unit: Baht million	2018	2017
Net cash flows from (used in) operating activities	2,925.0	5,093.1
Net cash flows from (used in) investing activities	(1,733.5)	(2,818.9)
Net cash flows from (used in) financing activities	(2,302.1)	(1,566.5)
Net increase (decrease) in cash and cash equivalents	(1,110.6)	707.7
Exchange gain (loss) on cash and cash equivalents	(63.0)	(46.3)
Cash and cash equivalents at the beginning of the year	5,210.6	4,549.2
Cash and cash equivalents at the end of the year	<u>4,037.0</u>	<u>5,210.6</u>

For the year ended 31 December 2018, Thai AirAsia had net cash generated from operating activities in an amount of Baht 2,925.0 million mainly due to operational results for the year, an increase in depreciation and amortisation expenses as well as finance cost. In contrast, net cash used in investing activities was Baht 1,733.5 million, mainly from an increase in aircraft acquisition and aircraft maintenance reserves in relation to the increase in flight hours. At the same time, net cash used in financing activities was Baht 2,302.1 million mainly due to dividend payment and payment for the current portion of long-term borrowings from financial institutions to close two long-term loan agreements even though there was proceeding from the issuance of the debentures in an amount of Baht 2,500.0 million for general investment purpose and/or for working capital. As a result, Thai AirAsia had a net decrease in cash and cash equivalents of Baht 1,110.6 million, while the cash and cash equivalents at the end of the year amounted to Baht 4,037.0 million



## Business Outlook

In January 2019, the International Monetary Fund (IMF) projected the world economic growth in 2019 to be at 3.5%, reduced compared to the last year's estimate due to the elevated risk of trade war, each nation's economic vulnerability and the continuing trend of tighter financial conditions. However, the geopolitical issues, tensions from trade war and the volatility of crude oil prices impose potential risks to tourism growth. In order to respond to the risks that may arise and affect the company's operation, the company analyses possible factors that may prevent the company in achieving its goals and mitigate its risks as follows;



(1) Interest rate fluctuation: the US economy is believed to expand continuously at slower growth while the Federal Reserve (Fed) is believed to gradually implement interest rate hikes during the year. The effect of the increased rate would likely affect the borrowing costs of the company as the company would finance for new aircraft and business expansions. Thus, the company has set a measure to alleviate interest rate risk by fixing interest rate during the negotiation for financial lease contracts and by considering using financial instruments at an appropriate time. As of December 31, 2018, Thai AirAsia has a ratio of long-term debts after a swap between floating interest rates and fixed rates approximately at 9 to 91.



(2) Currency fluctuation: the company has revenues and expenses in various different currencies. Therefore, the company has adopted the practice of Natural Hedging to reduce the exposure of foreign exchange rates fluctuation by matching cash expenses and revenues in the same currency as practically possible. Moreover, the structure of the foreign currency loans is made in accordance with the highest currency net operating cash flow. The company also used financial instruments for currency risk management when deemed applicable.



(3) Fuel costs fluctuation: the company forecasts the jet fuel prices in 2019 to stand within the average range of USD 75–80 per barrel, levelled down from 2018 due to the risk of intensification in the trade war between China and the U.S., affecting the global economic growth and future decline in demand for oil consumption. This would lead to the pressure in global oil price despite the agreement upon reduced oil productions by the Organization of the Petroleum Exporting (OPEC) and Non-OPEC members. In an attempt to ensure against the constant fluctuation in fuel costs, the company has the fuel hedging policy as a tool to mitigate its exposure to volatility at 52% of the total fuel consumption for the year 2019 at an average cost of USD 79 per barrel as of 18 February 2019



The Office of the National Economic and Social Development Board (NESDB) forecasts Thailand economic growth for 2019 at 4.0%, marginally lower from last year at 4.1%, supported by the improvement of the global economy, public and private investment and the improvement of employment rate including the standard wage rate for employment in the system. Export and tourism are expected to be well-performed. Despite the growth, the U.S. trade restrictions and the policies imposed by the trading countries could lead to volatility of the world as well as Thailand's economic growth.



According to the Tourism and Sports Ministry, revenue from tourism in 2019 is expected to reach at Baht 3.3 trillion, an increase of 10 % from 2018, of which Baht 2.2 trillion will stem from international tourists and Baht 1.1 trillion from domestic tourists at the growth of 10% and 5% from the previous year respectively. The number of international arrivals in 2019 is forecasted to rise over 41.1 million, comparing to 38.3 million in the previous year, while the number of Thai tourists in the domestic market is expected to be at 166 million/visit, or up by 3% over the same period last year. The government aims to encourage dispersion of income to provinces by continuously promoting local tourism to secondary provinces in connection with primary provinces which includes low-season travels. In addition, the government has stimulated international inbound travels through waiving VOA (Visa on Arrival) fee together with elevating safety measures. In 2019, there would be several infrastructure development projects such as the improvement of airports and expansions of passenger terminals to support long-term tourist growth.



In 2019, Thai AirAsia aims to reach a target of 23.15 million passengers, with a strong load factor at 86% and plans to acquire 4 more aircraft during the year to bring its fleet to 66 aircraft. Furthermore, Thai AirAsia is planning to add more routes to the Indian and the Indochina markets while maintaining its position in the Chinese market. Therefore, this diversified strategy tend to minimise the risk of dependence on any major customer base and to enhance its sustainable revenue growth in the future.



## Glossary

**Load factor** = Represents the number of passengers carried as a proportion to capacity, which is the number of seats available for passengers

**Available seat kilometres (ASK)** = which is the total number of seats available on all flights multiplied by the number of kilometres these seats were flown

**Revenue passenger kilometres (RPK)** = Revenue passenger kilometres, which is the number of paying passengers carried on all flights multiplied by the number of kilometres those seats were flown

**Average fare** = Calculated as Thai AirAsia's total passenger revenues and fuel surcharge divided by total number of passengers carried

**Revenue per ASK (RASK)** = Calculated as Thai AirAsia's revenues divided by ASK

**Cost per ASK (CASK)** = Calculated as the sum of Thai AirAsia's operating costs, selling expenses and administrative expenses (but excluding finance costs) divided by ASK

**Cost per ASK (CASK ex-fuel)** = Calculated as the sum of Thai AirAsia's operating costs, selling expenses and administrative expenses (but excluding finance costs) less fuel costs divided by ASK

**Average stage length (kilometres)** = Represents the average number of kilometres flown per flight

**Aircraft utilisation** = Represents the average block hours per day per aircraft during the relevant period. Block hours is calculated by measuring the duration between the time of departure of an aircraft and the time of arrival at its destination.

**Debt to Equity ratio (D/E)** = Calculated as Thai AirAsia's total interest bearing debt divided by total equity

**Net Gearing ratio** = Calculated as Thai AirAsia's total interest bearing debt less cash divided by total equity

**Available seat kilometres (ASK)** = which is the total number of seats available on all flights multiplied by the number of kilometres these seats were flown

**Revenue passenger kilometres (RPK)** = Revenue passenger kilometres, which is the number of paying passengers carried on all flights multiplied by the number of kilometres those seats were flown