



Analyst Briefing

9 January 2025

Hosted by

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Agenda



- Group strategy
- Operating performance highlights
- Outlook
- Summary
- Q&A



Group strategy

Our goal is to move Cathay to new heights



Rebuild & Invest

2023 - 24



New Heights

2025 & Beyond



Completing our rebuild



Group Passenger Flights and Destinations



90% in Dec 2024
80+ destinations



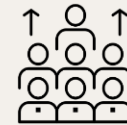
100% from Jan 2025
100 destinations within 2025



Resourcing for growth



Group Employees



Around **7,000** new employees recruited and trained in 2024



30,000+ employees by end 2024 including **3,400+** pilots

Inspiring pride



Accolades



#5 World's Best Airline, 2024
World's Best Economy Class, 2024



Design Airline of the Year, Asia, 2024
Best New Business Class, 2024
Best New Premium Economy, 2024



Air Cargo Sustainability Leader of the
Year, 2024
International Awards for Excellence in Air Cargo



Air Cargo Environment Award, 2024
40th Air Cargo News Awards



Investing in fleet



from 2026

777-9



from 2026

A320/1neo (2nd order)



from 2027

A350F



from 2028

A330neo

Investing in cabins



from 2024

777-300ER



from 2026

A330ceo



from 2026

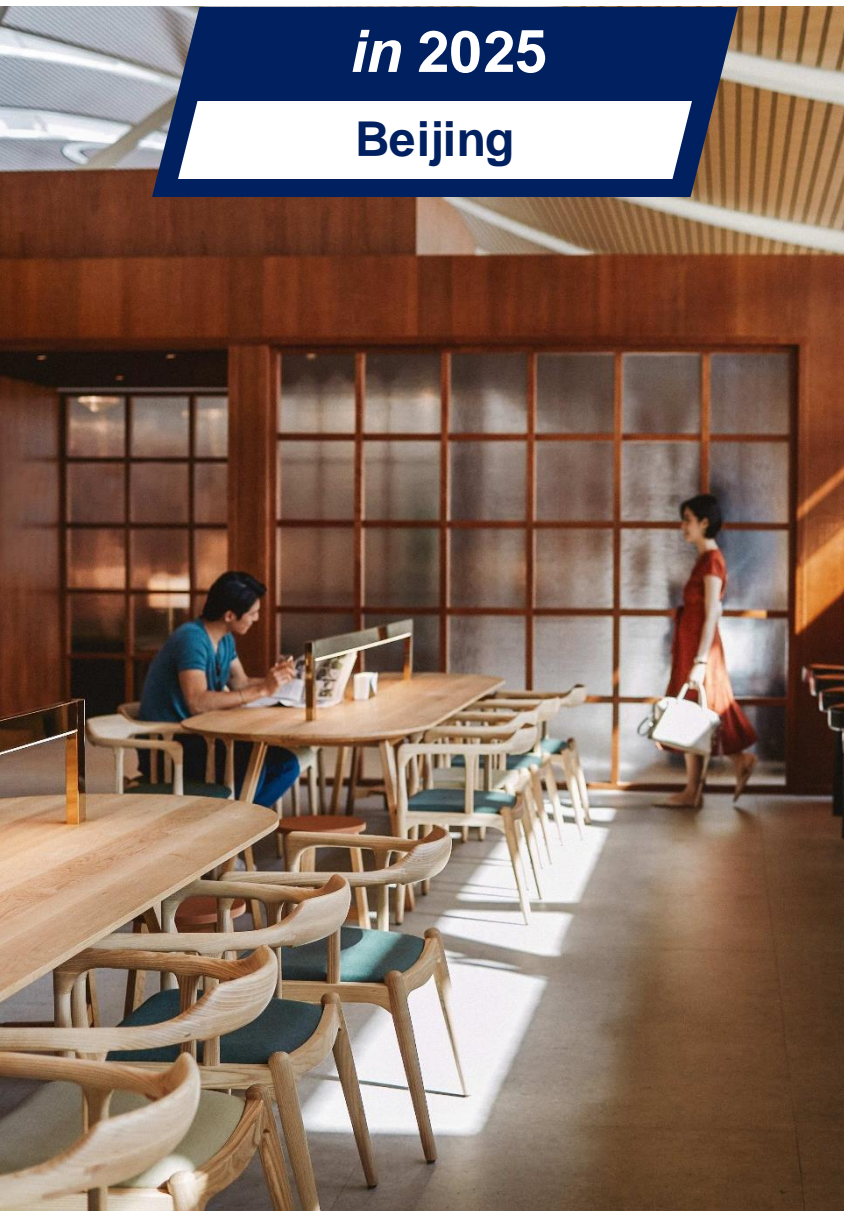
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Investing in lounges



in 2025

Beijing



in 2025/26

New York



from 2025

The Wing





Operating performance highlights

Premium Travel



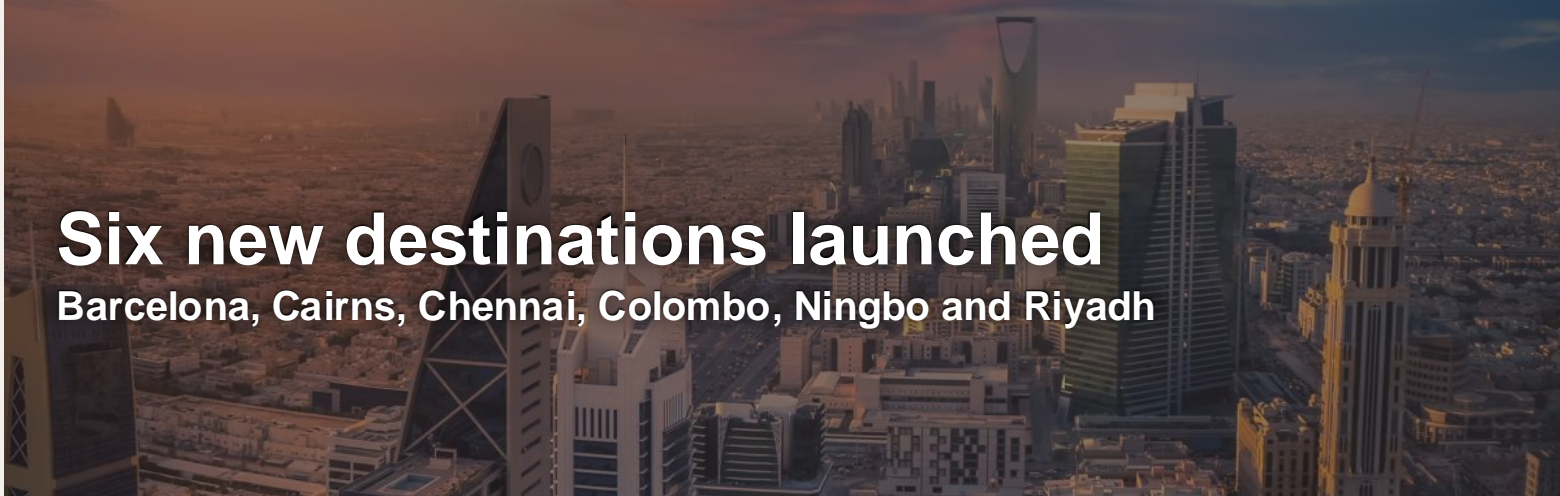
Four Airbus A321neo delivered

Completing the first batch of 16 aircraft



Six new destinations launched

Barcelona, Cairns, Chennai, Colombo, Ningbo and Riyadh



Aria Suite and new Premium Economy unveiled

Offering passengers an elevated premium travel experience



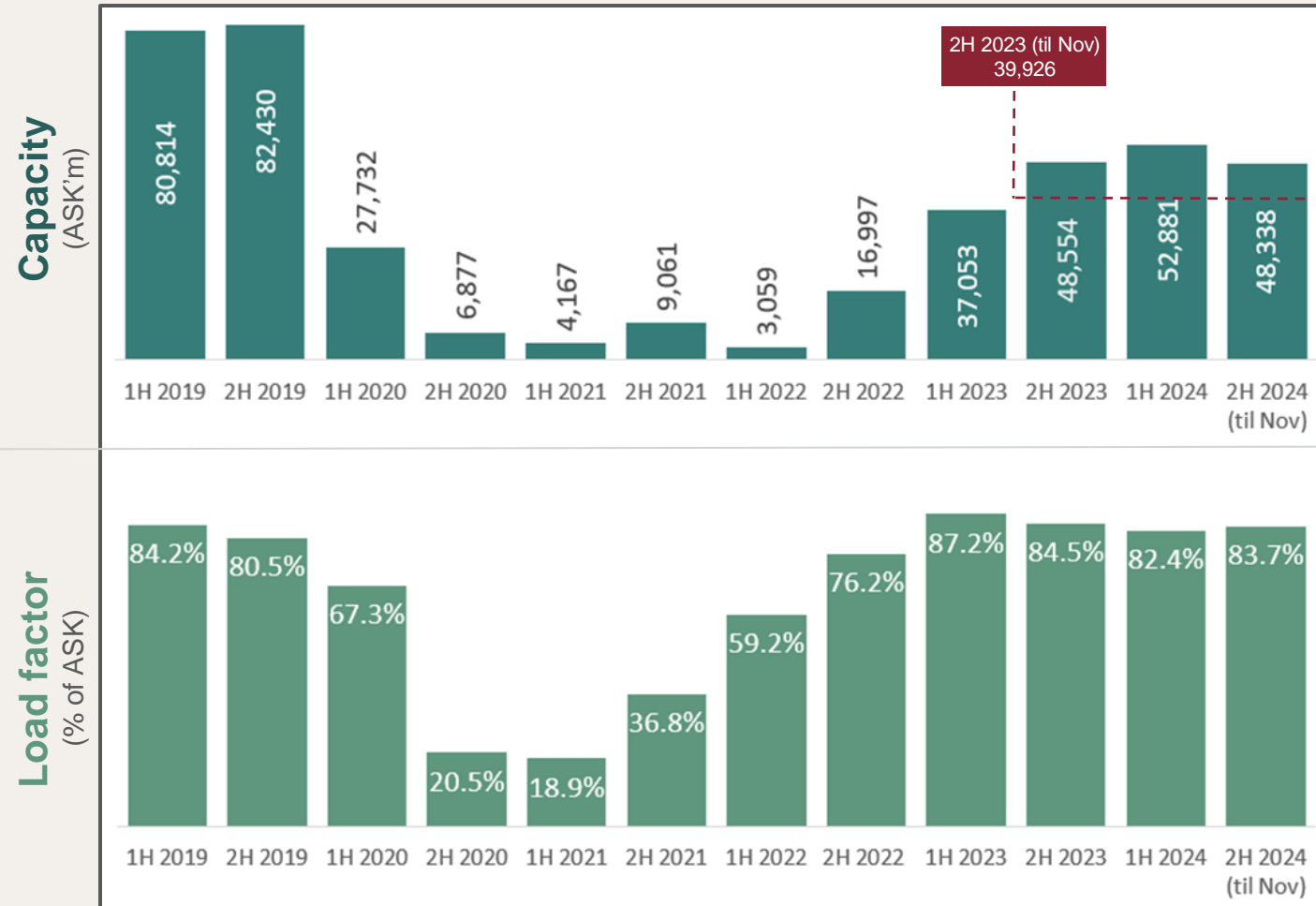
Robust travel demand continued



		Nov 2024 YTD	1H 2024	Nov 2023 YTD	YTD % Var (Nov 2024 v Nov 2023)
Available seat kilometres (ASK)	Million	101,219	52,881	76,979	+31.5%
Revenue passenger kilometres (RPK)	Million	84,049	43,583	66,331	+26.7%
Revenue passengers carried	'000	20,578	10,660	16,206	+27.0%
Passenger load factor	%	83.0	82.4	86.2	-3.2%pt

- Continued to add more passenger flights and destinations to our network to cater for the strong demand for travel
- Cathay Pacific carried more than **two million passengers** in July for the first time since the pandemic – also achieved in August/October/November

Capacity continued to increase and load factors robust



- 21.1% increase in capacity compared to same period from Jul to Nov 2023

- Load factor increased compared to first half

Low Cost Travel



The World's "Fastest Growing Airline of 2024" - OAG

Reaching 165% of 2019 levels by end of Nov 2024

Adding nine new destinations up to 29 destinations

Carried the six-millionth passenger

Continuing yield normalisation

6,000,000TH PASSENGER

ENJOY A FREE SOUND-TRIP WITH US

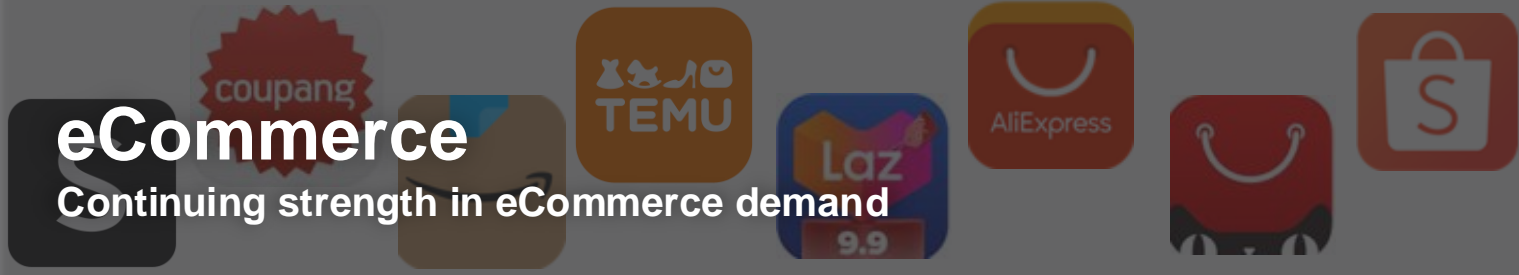
Eight Airbus A321neo delivered

Bringing the total fleet size to 41

Continuing engine issues



Cargo



eCommerce

Continuing strength in eCommerce demand



Cargo Solutions

Driving competitive differentiation and yield premiums through specialist solutions



Digitalisation & Sustainability Leadership

Building a sustainable future and transforming our business through digital innovations

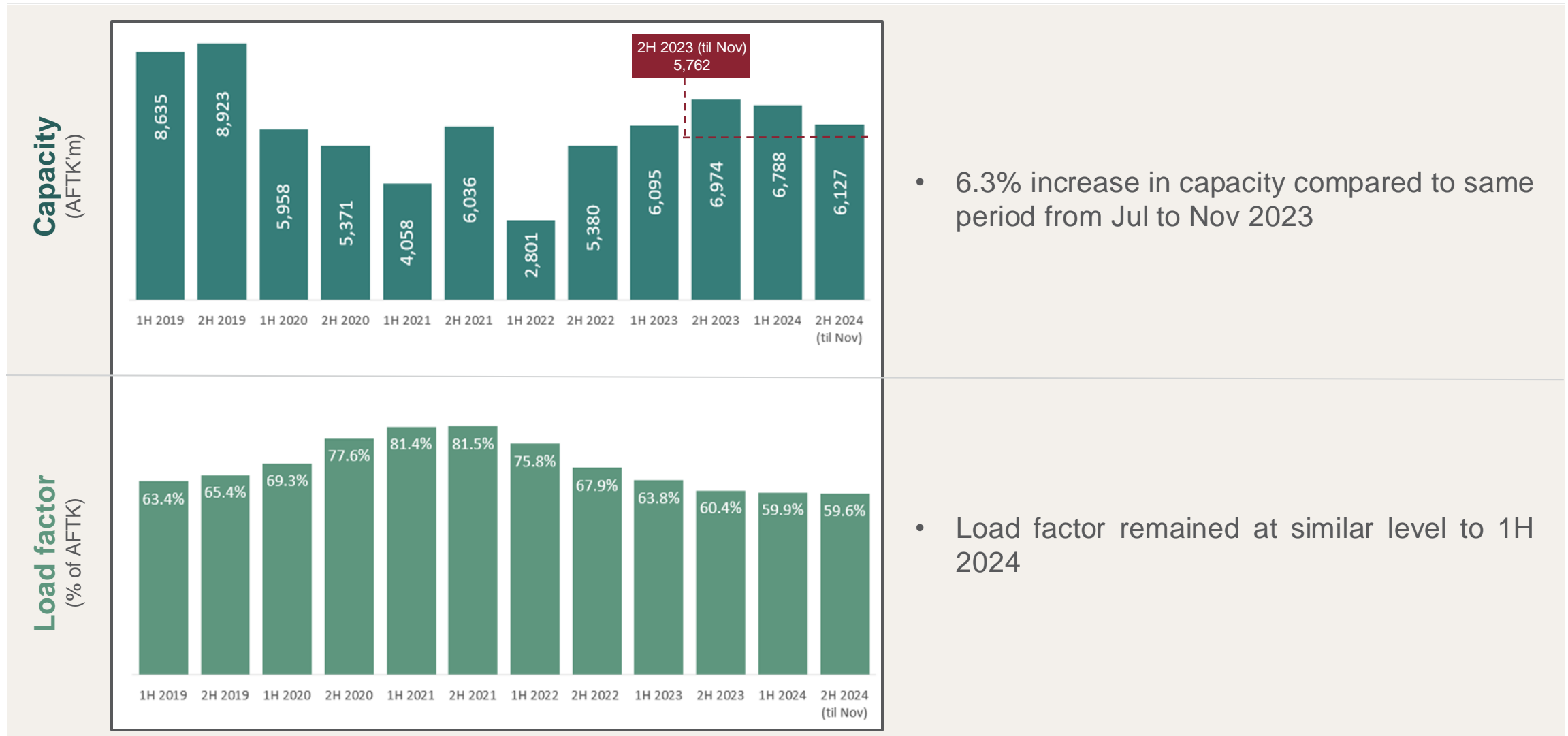
Solid performance of our cargo business



		Nov 2024 YTD	1H 2024	Nov 2023 YTD	YTD % Var (Nov 2024 v Nov 2023)
Available cargo tonne kilometres (AFTK)	Million	12,915	6,788	11,857	+8.9%
Cargo revenue tonne kilometres (RFTK)	Million	7,718	4,063	7,362	+4.8%
Cargo carried	'000 tonnes	1,389	719	1,252	+10.9%
Cargo load factor	%	59.8	59.9	62.1	-2.3%pt

- The growth in cargo capacity was driven primarily by the increase of belly capacity as we rebuilt the passenger network
- Solid support from e-commerce business, especially from the Chinese Mainland on long-haul routes to the Americas & Europe

Continued increase in cargo capacity



- 6.3% increase in capacity compared to same period from Jul to Nov 2023

- Load factor remained at similar level to 1H 2024

Lifestyle



Asia Miles 25th anniversary

Celebrating with extensive marketing and mileage campaigns

New merchandise, channels and events

Offering more non-air products and experiences for members to purchase and redeem

Click to holiday

 CATHAY HOLIDAYS

Refreshed Cathay Holidays products

Tapping into a million of Expedia's hotel properties

With nearly a million stays as well as Cathay's Pick of curated experiences. Earn and redeem with Asia Miles to also enjoy extra rewards.

Visit Cathay Holidays today.

Other subsidiaries and major associates



air Hongkong

- Performance remained solid



- Airline services subsidiaries financial performance improved benefiting from the gradual business resumption



- On 10 December 2024, Cathay Pacific Group's interest in Air China was diluted from 15.87% to 15.09% as a result of Air China issuing 855 million new A shares. As a result, a one-off non-cash gain of HK\$0.5 billion was recognised in 2H 2024.
- Our share of Air China's results is based on its financial statements drawn up three months in arrears*. The period from 1 October 2023 to 30 September 2024 will be included in our 2024 full year results.



- On 30 December 2024, Air China Cargo was listed on Shenzhen Stock Exchange, as a result, Cathay Pacific Group's interest in Air China Cargo was diluted from 23.99% to 21.36%.

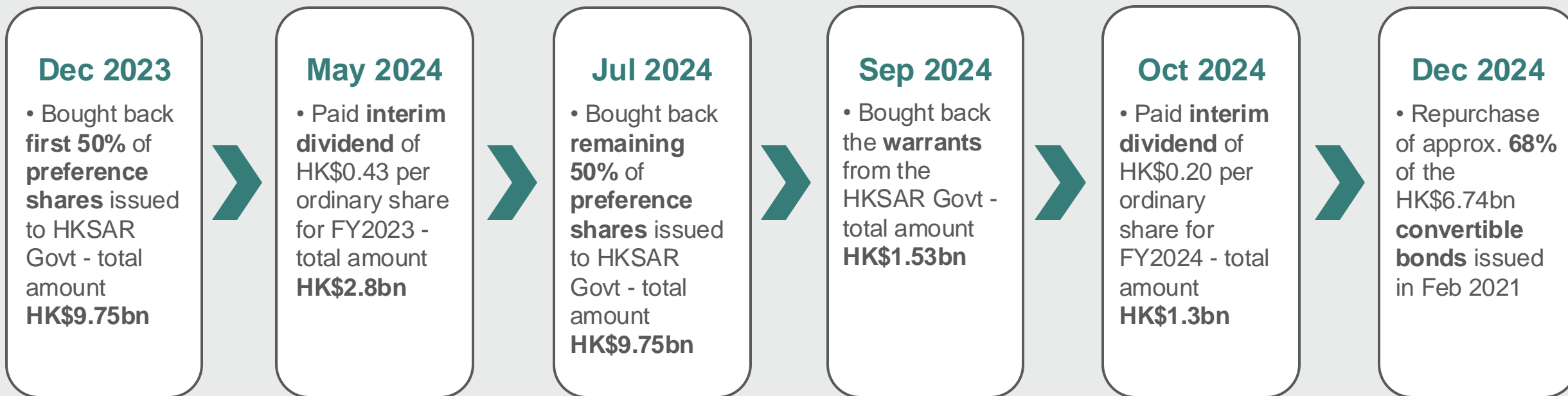
Our sustainability journey continues



Significant milestones with our Corporate Sustainable Aviation Fuel (SAF) Programme:

- **Collaborated with HSBC and EcoCeres on HK's first landmark SAF deal**, uplifting approximately 3,400 metric tonnes of SAF produced by EcoCeres on Cathay Pacific flights departing from Hong Kong International Airport
- **New partnership with DB Schenker**, one of the leaders in global freight forwarding, involving a commitment of 878 metric tonnes of SAF
- **Expanded corporate SAF programme to include 16 global partners**, achieving a record SAF commitment of over 6,050 metric tonnes

Closing the financial rebuild chapter



To HKSAR Govt

- HK\$2.44bn in preference share dividends in 2023/24
- HK\$1.53bn to repurchase the warrants in 2024



To Ordinary Shareholders

- HK\$4.1bn in ordinary share dividends in 2024



Outlook

Financial outlook



- We project a **strong second-half financial result** driven by elevated cargo demand and reduced fuel prices. This is partially offset by a continued normalisation of passenger yields as the supply of flights increases to meet demand in the overall market as expected
- With respect to the Cathay Group's consolidated 2024 full-year financial result, **the second half of the year has historically been the stronger of the two halves** for the Group and this has been the case this year as it was in 2023
- We anticipate maintaining a lower yet healthy level of liquidity going forward, similar to pre-pandemic levels

Travel outlook



- The commissioning of the Three-Runway System marks a new phase of growth and development for the Hong Kong international aviation hub
- Returning to Rome on 5 Jun 2025 – our 12th European destination, and another step closer to the Group’s target of reaching 100 global destinations within 2025
- Short-haul yields have normalised. Long-haul supply will increase in 2025 and yields are expected to continue to normalise
- Entire aviation ecosystem – both in Hong Kong and globally – continues to face constraints with resources and supply chain

Cargo outlook



- The healthy demand observed in the first half of the year has continued into the second half, and the peak season in particular
- Continue to adjust our freighter capacity to accommodate our customers' needs, including adding more freighter capacity to the Americas during the cargo peak season
- Investing in future capacity – six firm orders for A350F freighters and the right to acquire additional twenty



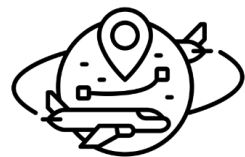
Summary

Our two-year rebuild chapter is now closed



Financials

- **2H 2024** financial result **stronger** than 1H 2024



Flights

- **100%** from Jan 2025
- **100** destinations within 2025



Investments

- **HK\$100bn+** over the next seven years



Fleet

- **100+** new aircraft deliveries from 2024



Q&A

For more information, please visit our website
www.cathaypacific.com

For queries, please email us at ir@cathaypacific.com

