South African Airways
Enhancing Connectivity

ICAN 2013
OUR VISION

Vision

‘Africa’s Leading World-Class Airline’

Mission

To deliver commercially sustainable world-class air passenger and aviation services in South Africa, the African continent and our tourism and trading partners.

Strategy

Support South Africa’s National Developmental Agenda

To achieve and maintain commercial sustainability

Provide excellent customer service

Achieve consistent, efficient and effective operations

Foster performance excellence
Taking Africa to the world, bringing the world to Africa

Operational Overview

6 continents
30 countries
42 destinations
900 Star Alliance destinations
26 intra-African routes
53 flights a day between Johannesburg and Cape Town (38 SAA, 15 Mango)
8,920,261 million passengers
11,462 employees worldwide
132,866 tonnes of cargo flown

South African Airways Fleet

6 A330-200s
13 B737-800s
11 A319-100s
2 A320-200s
9 A340-600s
8 A340-300s
1 A340-200
4 B737 freighters

Mango

6 B737-800s
OUR DUAL MANDATE
Developmental and commercial
DEVELOPMENTAL MANDATE

- Support South Africa’s national development agenda
- Contribute to South African GDP, job creation and skills development

SAA is a Major Employer

<table>
<thead>
<tr>
<th>Supported directly through Group</th>
<th>Supported indirectly through Supply Chain</th>
<th>Supported through the employee spend/supply chain</th>
</tr>
</thead>
<tbody>
<tr>
<td>11500</td>
<td>16400</td>
<td>6300</td>
</tr>
</tbody>
</table>

Contribution to SA GDP

<table>
<thead>
<tr>
<th>Group Output</th>
<th>Supply Chain</th>
<th>Spending by employees &amp; supply chain</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.6bn</td>
<td>4bn</td>
<td>1.6bn</td>
</tr>
</tbody>
</table>

- **SAA contributes 0.3% to South Africa’s GDP**
- **Fulfil the mandate to be profitable while fulfilling the responsibilities bestowed upon a state-owned airline**

Aviation is a key enabler for the National Development Plan

Oxford Economics completed two studies into the overall catalytic effect of aviation on the South African economy (2011) and SAA's contribution to that effect (2012)
Contributing to the National Development Agenda

- Developing a “Whole of State” policy framework (hunt as a pack approach SA Inc.)
  - Catalytic effects of developing our hubs for connecting passengers
  - SAA is very supportive of YD – Africa’s needs
  - Managing the future today – planning is key
  - Our African demographic dividend
Africa Growth Strategy

- A continued focus on all our Africa markets
- Develop new markets – potential for high demand
- Coordinated deployment of State aviation assets
- Achieve the highest ROI to the Group
- Mutual cooperation on all operations by group brands
- Enhanced Code-share and alliance strategies
- SAA to remain primary asset for Sub-Saharan-African growth
- Increased role to play in state aviation assets
Enhancing our Africa network

Increase of frequency on major profitable routes

- JNB to BLZ from 2 to 4 weekly
- JNB to HRE from 18 to 21 weekly
- JNB to FIH from 2 to 4 weekly
- JNB to LUN from 20 to 21 weekly
- JNB to LAD from 7 to 10 weekly
- JNB to NBO from 10 to 11 weekly
- JNB to WDH from 21 to 22 weekly
- JNB to DAR from 13 to 14 weekly
2014 marks our 80/20 year celebrations
Celebrating our 80th anniversary and 20 years of Freedom
THANK YOU