

# Inner Features

FEBRUARY 2021

## MONTHLY OPERATIONAL INDICATOR

	FEB 2020	YOY	JAN 2021	MOM.	FEB 2021	YTD FEB 2020	YTD FEB 2021	YOY
	A	C/A	B	C/B	C	D	E	E/D
<b>GARUDA INDONESIA GROUP</b>								
Passanger Carried*	2,005,057.00	-57.94%	856,165.00	-1.49%	<b>843,375.00</b>	4,534,489.00	<b>1,699,540.00</b>	-62.52%
Cargo Carried (Ton)	21,785.52	11.56%	24,883.46	-2.33%	<b>24,303.74</b>	47,093.34	<b>49,187.21</b>	4.45%
ASK (000)	3,931,303.41	-36.73%	2,796,171.05	-11.04%	<b>2,487,364.48</b>	8,967,958.63	<b>5,283,535.53</b>	-41.08%
RPK (000)	2,530,385.73	-68.30%	841,372.18	-4.67%	<b>802,038.14</b>	6,068,339.67	<b>1,643,410.32</b>	-72.92%
SLF (%)	64.37	-32.13 pp	30.09	2.15 pp	<b>32.24</b>	67.67	<b>31.10</b>	-36.57 pp
Aircraft Utilization**	06:11	-0:24	05:06	0:41	<b>05:47</b>	06:35	<b>05:23</b>	-1:12
Frequencies	16,426.00	-28.35%	13,824.00	-14.87%	<b>11,769.00</b>	35,960.00	<b>25,593.00</b>	-28.83%
OTP**	92.80	1.40 pp	96.20	-2.00 pp	<b>94.20</b>	92.10	<b>95.30</b>	3.20 pp
Fuel Burn (Liter)	126,904,532.00	-41.65%	83,638,703.46	-11.47%	<b>74,047,299.00</b>	290,281,617.00	<b>157,686,002.00</b>	-45.68%
Block Hours	35,436.00	-33.54%	27,138.27	-13.21%	<b>23,552.00</b>	79,064.00	<b>50,691.00</b>	-35.89%
CLF (%)	41.01	17.56 pp	58.09	0.48 pp	<b>58.57</b>	38.11	<b>58.33</b>	20.22 pp
Passanger Yield (Usc)	7.67	-20.60%	6.09	0.00%	<b>6.09</b>	7.53	<b>6.09</b>	-19.12%
Cargo Yield (usc)	43.73	32.57%	60.47	-4.13%	<b>57.97</b>	43.76	<b>59.21</b>	35.29%
CASK (Usc)	6.86	-15.31%	5.56	4.52%	<b>5.81</b>	6.56	<b>5.68</b>	-13.41%
CASK-Excl Fuel (Usc)	4.95	-9.49%	4.29	4.51%	<b>4.48</b>	4.66	<b>4.38</b>	-6.01%
Fuel Price (USc/Liter)	59.17	-23.98%	42.51	5.81%	<b>44.98</b>	58.69	<b>43.67</b>	-25.59%

Notes:  
 \* Number of passenger carried is calculated on the basis of origin/destination, regardless of the number of stage lengths undertaken.  
 \*\* All figures are for Garuda Indonesia and Citilink scheduled flights, except for aircraft utilization and on time performance are for mainbrand only.

### February 2021: Social Distancing and Low Demand, Post Peak Season

Garuda Indonesia Group carried 843.38K passengers in February 2021 or reached the level 42.06% of passenger in pre COVID-19. Comparing to last month in January 2021, slightly decreased by 1.49% MoM from 856.16K passengers. In addition, number of cargo was 24.30K ton or reached the level 111.56% of cargo in pre COVID-19. These volume of passenger and cargo carried through the capacity (ASK) at level 63.27% of ASK in pre COVID-19. Garuda Indonesia maintained the capacity in February 2021 with aircraft utilization was 05.47 hours or longer 41 minutes compared to January 2021.

#### Performance Highlights:

- The low season period
- Social distancing, including entry prohibition of foreign nationals into Indonesia.
- The new Government vaccination program is running in early 2021
- An accident experienced by an Indonesian airline which had a negative impact on the Indonesian aviation industry.

#### Summary

##### Garuda Indonesia Group

Passenger reached 42.06% Pre COVID-19  
 Cargo carried reached 111.56% Pre COVID-19  
 Capacity (ASK) reached 63.27% Pre COVID-19

##### Garuda Indonesia Domestik

Passenger reached 24.87% Pre COVID-19  
 Cargo carried reached 87.57% Pre COVID-19  
 Capacity (ASK) reached 65.58% Pre COVID-19

##### Garuda Indonesia International

Passenger reached 4.64% Pre COVID-19  
 Cargo carried reached 131.23% Pre COVID-19  
 Capacity (ASK) reached 32.10% Pre COVID-19

##### Citilink

Passenger reached 71.07% Pre COVID-19  
 Cargo carried reached 144.94% Pre COVID-19  
 Capacity (ASK) reached 108.48% Pre COVID-19

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INDICATOR	FEB 2020	YOY	JAN 2021	MOM.	FEB 2021	YTD FEB 2020	YTD FEB 2021	YOY
<b>GARUDA INDONESIA DOMESTIC</b>								
Passanger Carried	980,664.00	-75.12%	266,105.00	-8.32%	<b>243,963.00</b>	2,073,323.00	<b>510,068.00</b>	-75.40%
Cargo Carried (Ton)	11,254.27	-12.43%	10,203.41	-3.41%	<b>9,855.23</b>	24,829.71	<b>20,058.64</b>	-19.22%
ASK (000)	1,276,130.62	-34.42%	1,002,818.44	-16.54%	<b>836,940.32</b>	2,717,226.54	<b>1,839,758.76</b>	-32.29%
RPK (000)	879,034.29	-70.82%	271,520.96	-5.50%	<b>256,540.20</b>	1,869,465.61	<b>528,061.15</b>	-71.75%
SLF (%)	68.88	-38.23 pp	27.07	3.58 pp	<b>30.65</b>	68.80	<b>28.70</b>	-40.10 pp
Passanger Yield (Usc)	10.67	-6.84%	10.09	-1.49%	<b>9.94</b>	10.40	<b>10.02</b>	-3.65%
Cargo Yield (usc)	96.85	9.21%	102.36	3.33%	<b>105.77</b>	92.87	<b>104.03</b>	12.02%
CASK (Usc)	8.96	-8.15%	7.78	5.51%	<b>8.23</b>	8.58	<b>7.99</b>	-6.88%
CASK-Excl Fuel (Usc)	6.76	-0.59%	6.34	5.66%	<b>6.72</b>	6.40	<b>6.51</b>	1.72%
<b>GARUDA INDONESIA INTERNATIONAL</b>								
Passanger Carried*	193,380.00	-95.36%	11,401.00	-21.35%	<b>8,967</b>	556,868.00	<b>20,368.00</b>	-96.34%
Cargo Carried (Ton)	5,948.63	31.23%	7,870.54	-0.81%	<b>7,806.61</b>	12,358.29	<b>15,677.16</b>	26.86%
ASK (000)	1,610,188.95	-67.90%	496,236.79	4.15%	<b>516,849.65</b>	3,960,642.40	<b>1,013,086.44</b>	-74.42%
RPK (000)	980,557.41	-96.23%	50,314.70	-26.49%	<b>36,986.92</b>	2,640,472.87	<b>87,301.61</b>	-96.69%
SLF (%)	60.90	-53.74 pp	10.14	-2.98 pp	<b>7.16</b>	66.67	<b>8.62</b>	-58.05 pp
Passanger Yield (Usc)	5.83	58.83%	8.94	3.58%	<b>9.26</b>	6.03	<b>9.07</b>	50.41%
Cargo Yield (usc)	11.35	202.72%	37.35	-8.02%	<b>34.36</b>	11.35	<b>35.82</b>	215.50%
CASK (Usc)	6.24	-11.86%	5.96	-7.14%	<b>5.50</b>	5.91	<b>5.73</b>	-3.05%
CASK-Excl Fuel (Usc)	4.46	-5.16%	4.80	-11.13%	<b>4.23</b>	4.13	<b>4.51</b>	9.20%

INDICATOR	FEB 2020	YOY	JAN 2021	MOM.	FEB 2021	YTD FEB 2020	YTD FEB 2021	YOY
<b>GARUDA INDONESIA MAIN BRAND</b>								
Passanger Carried*	1,174,264.00	-78.46%	277,506.00	-8.86%	<b>252,930.00</b>	2,630,191.00	<b>530,436.00</b>	-79.83%
Cargo Carried (Ton)	17,202.90	2.67%	18,073.95	-2.28%	<b>17,661.84</b>	37,188.00	<b>35,735.79</b>	-3.91%
ASK (000)	2,886,319.57	-53.10%	1,499,055.22	-9.69%	<b>1,353,789.97</b>	6,677,868.94	<b>2,852,845.19</b>	-57.28%
RPK (000)	1,859,591.69	-84.22%	321,835.65	-8.80%	<b>293,527.11</b>	4,509,938.48	<b>615,362.77</b>	-86.36%
SLF (%)	64.43	-42.75 pp	21.47	0.21 pp	<b>21.68</b>	67.54	<b>21.57</b>	-45.97 pp
Passanger Yield (Usc)	8.12	21.43%	9.91	-0.50%	<b>9.86</b>	7.84	<b>9.88</b>	26.02%
Cargo Yield (Usc)	36.82	41.51%	54.47	-4.34%	<b>52.11</b>	36.66	<b>53.27</b>	45.31%
CASK (Usc)	7.44	-3.36%	7.18	0.14%	<b>7.19</b>	7.00	<b>7.19</b>	2.71%
CASK-Excl Fuel (Usc)	5.48	5.29%	5.83	-1.03%	<b>5.77</b>	5.06	<b>5.80</b>	14.62%
<b>CITILINK</b>								
Passanger Carried*	830,793.00	-28.93%	578,659.00	2.04%	<b>590,445.00</b>	1,904,298.00	<b>1,169,104.00</b>	-38.61%
Cargo Carried (Ton)	4,582.63	-44.94%	6,809.51	-2.46%	<b>6,641.90</b>	9,905.34	<b>13,451.41</b>	35.80%
ASK (000)	1,044,983.84	8.48%	1,297,115.83	-12.61%	<b>1,133,574.51</b>	2,290,089.69	<b>2,430,690.34</b>	6.14%
RPK (000)	670,793.04	-24.19%	519,536.53	-2.12%	<b>508,511.03</b>	1,558,401.19	<b>1,028,047.56</b>	-34.03%
SLF (%)	64.19	-19.33 pp	40.05	4.81 pp	<b>44.86</b>	68.05	<b>42.29</b>	-25.76 pp
Passanger Yield (Usc)	6.43	-39.19%	3.73	3.71%	<b>3.91</b>	6.62	<b>3.82</b>	-42.30%
Cargo Yield (usc)	113.55	-14.98%	99.09	-2.58%	<b>96.54</b>	114.10	<b>97.81</b>	-14.28%
CASK (Usc)	5.25	-20.57%	3.68	13.24%	<b>4.17</b>	5.30	<b>3.91</b>	-26.23%
CASK-Excl Fuel (Usc)	3.49	-16.05%	2.50	17.20%	<b>2.93</b>	3.52	<b>2.70</b>	-23.30%

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# NEWS

## **Garuda Indonesia Opens “Cargo Only Flight” Routes Surabaya - Hong Kong To Expand The Distribution Connectivity Of East Java Leading Export Commodities.**

“Cargo only flight” is one of the business opportunities that sustainably strengthened in line with the growing trend of cargo transportation needs in COVID-19 pandemic. We hope that direct-export activities from Surabaya and surroundings could be more competitive with the development of this “cargo only flight” network, so that it can support efforts to accelerate national economic recovery, especially in the East Java region.

Garuda Indonesia distribute commodities from East Java which consist of East Java MSME products, fishery commodities and other production products. This cargo only flights serves once a week with Airbus A330-300 which has capacity of 30-40 tons in each flight. It departs from Juanda International Airport at 06.00 WITA and arrives in Hong Kong at 12.00 local time.

## **Garuda Indonesia Introduces the "Fly Garuda" Application**

The development of the “Fly Garuda” App is one of Garuda Indonesia's effort to increase its market potential from e-commerce and digital markets, through various digital platform developments that the company now owns, as well as a form of Garuda Indonesia's commitment to continuously improve services.

This latest application presents a seamless digital service and contactless flight services on ticket booking process and check-in services. In addition to the “Fly Garuda App” application, Garuda Indonesia also introduced various new features to GarudaMiles, a digital version of the in-flight magazine and access to e-HAC services that offer a more personal and practical experience for customers.

## **Supporting The Restoration Of National Tourism, Garuda Indonesia Online Travel Fair (GOTF) Is Held To Receive A Ticket Discount Up To 85%**

GOTF Summary:

- Total sales during the 6-days program is IDR33,17 billion or average daily sales of IDR5.53 billion, with an achievement of 130.9% of target.
- Total sales on the last day amounted to IDR6.54 billion with an achievement of 180.7% of the daily target.
- Sales contribution per channel; 34.61% website, 52.31% mobile and 13.08% contact center.
- Sales contribution per Service; 91% domestic, 1.98% international outbound and 7.02% international inbound.
- Sales contribution by Payment 55.62% through BCA, while Non BCA was 44.38%

# FLEET STRUCTURE

	Boeing 777-300ER	10
	Airbus A330-900Neo	3
	Airbus A330-300	17
	Airbus A330-200	7
<b>WIDE BODY</b>		<b>37</b>
	Boeing 737 MAX 8	1
	Boeing 737-800NG	73
	Bombardier CRJ1000NG	18
	ATR72-600	13
<b>NARROW BODY</b>		<b>105</b>
<b>GARUDA INDONESIA</b>		<b>142</b>
	Airbus A330-900Neo	2
<b>WIDE BODY</b>		<b>2</b>
	Airbus A320-200 Neo	10
	Airbus A320-200	41
	ATR72-600	7
	Boeing 737-300/500	8
<b>NARROW BODY</b>		<b>66</b>
<b>CITILINK</b>		<b>68</b>
<b>GARUDA INDONESIA GROUP</b>		<b>210</b>

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