

INNER FEATURES

OPERATIONAL RESULT

JANUARY 2017

SUMMARY

In the first month of 2017, Garuda Indonesia Group has maintained the passenger carried to rise approximately three times of Indonesia GDP growth, or increased by 13.56%YoY compared to the same period last year. In this period the demand growth is maintained higher compared to production growth, the capacity (ASK) was expanded by 12.55%YoY while the demand (RPK) rose by 16.71%YoY. These things already supported Garuda Indonesia Group to set the Seat Load Factor (SLF) on level 72.47%. Aligning with the growing phase of passenger, cargo carried also kept to boost by 15.53%YoY and impacted the Cargo Load Factor (CLF) achieve the level 49.28%

The risk of yield declines remains a challenge in 2017, but the risk is no greater than what was faced in 2016. Passenger yield declined by 4.88%YoY in this periode, however the drop is lower compared to the same periode last year was declined 13.78%YoY due to price war and lowest season of the year. Aircraft utilization also maintained to use 09:22 hours, or higher compared last year was 08:31 hours. In the cost section, unit cost (CASK) increased by 2.12%YoY due to fuel price rebounds at level USD 0.51/L, or boosted 30.77%YoY. The CASK Ex Fuel was controlled to fall by 7.18%YoY due to several efficiency program of non fuel cost and fleet reduction along 2016.

Performance By Segment

The growing operational performance is mostly supported by international platform and LCC Citilink. For the international platform, passenger carried increased by 25.80%YoY. This passenger growth is above the production (ASK) growth was 17.21%YoY and the RPK growth was 22.73%YoY. Passenger yield was facing declining trend 5.66%YoY however it's lower compared last year.

Citilink maintained the passenger growth increased by 17.87%YoY, or above the ASK growth was 9.27%YoY. This condition support Citilink to set the SLF to be 77.91%. Citilink also has successfully to maintain the yield increased by 0.20%YoY, unfortunately the cost was increased significantly due to fuel price declining and additional fleets.

WHAT'S NEW

EXPAND CARGO SERVICES TO EAST INDONESIA

PT Pos Indonesia and PT Garuda Indonesia Tbk Persero to make a deal through the opening of cargo services prime outlet in Makassar, South Sulawesi. In addition to the implementation of SOEs synergy, Garuda Cargo opens the new cargo office in PT Pos Indonesia Makassar to expand the network distribution through the Cargo's door to door services such as the shipping of general cargo, valuable goods and dangerous goods in eastern Indonesia, including the fishery commodity as the potential resources in this region.

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FLEET STRUCTURE

SIZE & TYPE	JAN 2016	DEC 2016	JAN 2017
GARUDA INDONESIA			
NARROW BODY			
B737-800NG	81	75	75
CRJ 1000NEXTGEN	18	18	18
ATR 72-600	11	15	15
SUB TOTAL	110	108	108
WIDE BODY			
B747-400	2	2	2
B777-300ER	10	10	10
A330-200	9	7	7
A330-300	14	17	17
SUB TOTAL	35	36	36
TOTAL	145	144	144
CITILINK			
B737-300	5	5	5
B737-500	3	3	3
A320-200	36	44	44
TOTAL	44	52	52
TOTAL FLEETS	189	196	196

APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATORS	JAN 2016	JAN 2017	CHANGE	YTD 2016	YTD 2017	CHANGE
GARUDA INDONESIA GROUP						
PASSENGER CARRIED*	2,598,560	2,951,014	13.56%	2,598,560	2,951,014	13.56%
ASK (000)	4,917,756.79	5,534,726.17	12.55%	4,917,756.79	5,534,726.17	12.55%
RPK (000)	3,436,824.83	4,011,076.11	16.71%	3,436,824.83	4,011,076.11	16.71%
SLF (%)	69.89	72.47	2.58 pts	69.89	72.47	2.58 pts
AIRCRAFT UTILIZATION**	08:31	09:22	00:51	08:31	09:22	00:51
FREQUENCIES	21,712	23,698	9.15%	21,712	23,698	9.15%
ON TIME PERFORMANCE (%)**	92.01	89.10	-2.91 pts	92.01	89.10	-2.91 pts
FUEL BURN (LITER)	168,252,061	192,112,542	14.18%	168,252,061	192,112,542	14.18%
BLOCK HOURS	45,820.33	51,090	11.50%	45,820.33	51,090	11.50%
CARGO CARRIED (TON)	31,386	36,261	15.53%	31,386	36,261	15.53%
CLF (%)	44.50	49.28	4.78 pts	44.50	49.28	4.78 pts
PASSENGER YIELD (USC)	6.76	6.43	-4.88%	6.76	6.43	-4.88%
COST/ASK (USC)	5.67	5.79	2.12%	5.67	5.79	2.12%
COST/ASK excl. FUEL (USC)	4.33	4.01	-7.39%	4.33	4.01	-7.39%
FUEL PRICE (USD/LITER)	0.39	0.51	30.77%	0.39	0.51	30.77%

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, except for aircraft utilization and on time performance are for mainbrand only

GARUDA INDONESIA (DOMESTIK)

PASSENGER CARRIED	1,412,204	1,523,610	7.89%	1,412,204	1,523,610	7.89%
ASK (000)	1,794,918.63	1,943,885.74	8.30%	1,794,918.63	1,943,885.74	8.30%
RPK (000)	1,216,211.34	1,318,691.21	8.43%	1,216,211.34	1,318,691.21	8.43%
SLF (%)	67.76	67.84	0.08 pts	67.76	67.84	0.08 pts
PASSENGER YIELD (USC)	7.92	7.57	-4.42%	7.92	7.57	-4.42%
COST/ASK (USC)	6.80	7.09	4.26%	6.80	7.09	4.26%
COST/ASK excl. FUEL (USC)	5.26	5.01	-4.75%	5.26	5.01	-4.75%

GARUDA INDONESIA (INTERNATIONAL)

PASSENGER CARRIED	366,361	460,866	25.80%	366,361	460,866	25.80%
ASK (000)	2,247,819.27	2,634,736.76	17.21%	2,247,819.27	2,634,736.76	17.21%
RPK (000)	1,586,804.39	1,947,451.22	22.73%	1,586,804.39	1,947,451.22	22.73%
SLF (%)	70.59	73.91	3.32 pts	70.59	73.91	3.32 pts
PASSENGER YIELD (USC)	6.54	6.17	-5.66%	6.54	6.17	-5.66%
COST/ASK (USC)	5.31	5.18	-2.45%	5.31	5.18	-2.45%
COST/ASK excl. FUEL (USC)	4.14	3.62	-12.56%	4.14	3.62	-12.56%

CITILINK

PASSENGER CARRIED	819,995	966,538	17.87%	819,995	966,538	17.87%
ASK (000)	875,018.88	956,103.66	9.27%	875,018.88	956,103.66	9.27%
RPK (000)	633,809.10	744,933.69	17.53%	633,809.10	744,933.69	17.53%
SLF (%)	72.43	77.91	5.48 pts	72.43	77.91	5.48 pts
PASSENGER YIELD (USC)	5.09	5.10	0.20%	5.09	5.10	0.20%
COST/ASK (USC)	4.29	4.83	12.59%	4.29	4.83	12.59%
COST/ASK excl. FUEL (USC)	2.94	3.05	3.74%	2.94	3.05	3.74%