

# INNER FEATURES

## OPERATIONAL RESULT

### FEBRUARY 2018

#### GROWTH INDICATOR

MAIN INDICATOR	YTD FEBRUARY 2018 ▲	
PASSENGER CARRIED	5,814,430	6.87%
ASK (000)	10,739,792	3.23%
Aircraft Utilization	9:43	0:23
Frequencies	46,596	4.65%
Block Hours	102,219	6.14%
Cargo Carried (Ton)	70,071	1.33%

### Clear Skies & Chinese New Year Support The Group To Take-Off

Garuda Indonesia Group carried 2.78 million passengers in February 2018, or representing 11.85% increases compared to the same period last year. This traffic increases reached 2 times of Indonesia GDP Growth. This improvement is supported by domestic platform, the domestic market performance (both GA Domestic and Citilink) increased by 3.42% and 33.67% consecutively due to a long weekend period of Chinese New Year holiday.

From the international perspective, the volume of passenger also improves as we identified the volume's decreases is lower than previous January 2018 as the Mount Agung seems to be very much calmed down in general and the government even lowered the danger level of travel warning. This atmosphere also support the international platform to rebound progressively.

Based on operational indicator performance, the Group maintained the production (ASK) to increase by 5.18% YoY and demand (RPK) is set higher by having increases at level 7.48% YoY. These operational indicators support the Group to set the SLF improves by 1.54bps to level 72.09%. During the month of February 2018, the aircraft utilization recorded increase by 23 minutes, from 09:19 hours to be 09:42 hours per day. The Group boost the utilization to meet the demand growth this month.

From financial indicator performance, the Group maintains the cost side to be more efficient as the management focus to sustainably manage operating cost to improve the profitability. The CASK and CASK Ex Fuel decreased by 1.96% YoY and 5.12% YoY consecutively. The unit cost is maintained to decrease, though the fuel price increased around about 9.62% YoY this month. Based on revenue indicator side, we also identified the passenger yield of the Group improved by 3.58% YoY from US\$6.14 to be US\$6.36 This indicator is a catalyst from passenger business revenues.

## **Citilink Captures Bigger Volume and Enhances The Yield.**

Focus on Citilink performance in February 2018, this LCC carrier flew 993,54K passengers or increased in a huge number by 33.67%YoY compared the same period last year, or also maintained the volume of passenger to increase more than 5 times of Indonesia GDP growth. As one of the Group's strategy to generate more revenues from the LLC booming, Citilink enhance the revenue indicator, passenger yield, to improve by 3.01%YoY from US\$4.65 to be US\$4.79 Further, operating unit cost also maintained to be efficient by having the unit cost CASK and CASK Ex Fuel decreased by 1.40 %YoY and 9.06%YoY consecutively.

From the operational perspective, the production's increases is set lower compares to demand growth. The ASK increased by 22.93%YoY and RPK increased by 38.35% YoY. These numbers have supported Citilink to set the SLF improved by 8.64bps to be 77.40%. Aligning with the volume of passenger, cargo carried also increased by 17.54%YoY compared to same period last year from 5.63K ton to be 6.62K ton.

## **Garuda Cooperates with JD.id to Expand e-Commerce Business**

Garuda Indonesia has a new collaboration with e-commerce JD.ID to launch a new service channel named "GarudaShop" that will be available on the platform's website. Following a signing ceremony on Tuesday at Soekarno-Hatta International Airport's Terminal 3, all Garuda passengers will be able to purchase the airline's merchandise and products through the GarudaShop in addition to during flights. This cooperation was part of the carrier's efforts to expand its non-core flight business by increasing ancillary revenue.

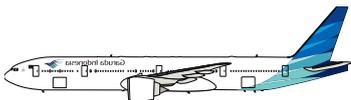
## **Garuda Indonesia Maintains it's 5 star Airline Ranking by Skytrax**

Garuda Indonesia has been Certified as a 5-Star Airline for 2018 by Skytrax, the international air transport rating organization, during an Award Ceremony was held on February 8, 2018 at Changi Exhibition Center, Singapore Airshow 2018. This was the fourth consecutive year that Garuda Indonesia has been certified in this elite group of global airlines. This 5-Star Airline rating validates the consistency of the service level of Garuda Indonesia. Our CEO said, This renewal certified represents Garuda Indonesia not only as a world class and five star airline, but also represents the achievement of the "Garuda Indonesia Experience" service concept based on "Indonesian Hospitality". Today, there are only 10 (Ten) Five Star Airlines from a total of 200 airlines worldwide. There are Garuda Indonesia, Singapore Airlines, Cathay Pacific, EVA Air, Qatar Airways, Etihad Airways, Asiana Airlines, All Nippon Airlines (ANA), Hainan Airlines and Lufthansa.

## **Citilink Attains 4-Star Low-Cost Carrier Airline**

Garuda Indonesia's subsidiary Citilink Indonesia also attained a 4-Star Low-Cost Carrier (LCC) Airline certificate from Skytrax . This Award Ceremony was held on February 8, 2018 at Changi Exhibition Center, Singapore Airshow 2018. The 4-Star Rating has become a major milestone for Citilink Indonesia and the Garuda Indonesia Group, considering Citilink Indonesia is the first Low-Cost Carrier (LCC) Airline in Asia which has successfully attained the certification. Other airlines that were given the four-star rating are Norwegian Air and EasyJet from the UK.

## FLEET STRUCTURE

	FEB 2017	DEC 2017	FEB 2018	
 Boeing 777-300ER	10	10	10	
	2	2	2	Boeing 747-400 
 Airbus A330-300	17	17	17	
	7	7	7	Airbus A330-200 
<b>WIDE BODY</b>	<b>36</b>	<b>36</b>	<b>36</b>	
 Boeing 737 MAX 8	-	1	1	
	74	73	73	Boeing 737-800NG 
 CRJ1000 NextGen	18	18	18	
	15	16	16	ATR72-600 
<b>NARROW BODY</b>	<b>107</b>	<b>108</b>	<b>108</b>	
<b>GARUDA INDONESIA</b>	<b>143</b>	<b>144</b>	<b>144</b>	
 Airbus A320-200	44	45	45	
	-	5	5	Airbus A320-200Neo 
 Boeing 737-300	5	5	5	
	3	3	3	Boeing 737-500 
<b>CITILINK</b>	<b>52</b>	<b>58</b>	<b>58</b>	
<b>GARUDA INDONESIA GROUP</b>	<b>195</b>	<b>202</b>	<b>202</b>	

## APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	FEB 2017	FEB 2018	CHG.	YTD 2017	YTD 2018	CHG.
<b>GARUDA INDONESIA GROUP</b>						
PASSENGER CARRIED*	2,489,734	2,784,711	11.85%	5,440,748	5,814,430	6.87%
ASK (000)	4,868,919	5,121,056	5.18%	10,403,646	10,739,792	3.23%
RPK (000)	3,435,000	3,691,984	7.48%	7,446,076	7,660,639	2.88%
SLF (%)	70.55	72.09	1.54 pp	71.57	71.33	-0.24 pp
AIRCRAFT UTILIZATION**	9:19	9:42	0:23	9:20	9:43	0:23
FREQUENCIES	20,846	21,878	4.95%	44,525	46,596	4.65%
ON TIME PERFORMANCE (%)**	85.35	84.90	-0.45 pp	86.81	87.90	1.09 pp
FUEL BURN (LITER)	169,606,902	172,846,542	1.91%	361,719,444	363,863,515	0.59%
BLOCK HOURS	45,213	48,024	6.22%	96,303	102,219	6.14%
CARGO CARRIED (TON)	32,887	32,716	-0.52%	69,148	70,071	1.33%
CLF (%)	51.81	49.59	-2.22 pp	50.46	51.04	0.58 pp
PASSENGER YIELD (USC)	6.14	6.36	3.58%	6.29	6.32	0.48%
CASK (USC)	6.13	6.01	-1.96%	5.92	5.87	-0.84%
CASK-EXCL FUEL (USC)	4.30	4.08	-5.12%	4.12	4.00	-2.91%

### 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 (DOMESTIC)

PASSENGER CARRIED	1,362,528	1,409,169	3.42%	2,886,138	2,895,524	0.33%
ASK (000)	1,740,987	1,719,893	-1.21%	3,684,873	3,660,662	-0.66%
RPK (000)	1,172,134	1,217,797	3.90%	2,490,825	2,527,609	1.48%
SLF (%)	67.33	70.81	3.48 pp	67.60	69.05	1.45 pp
PASSENGER YIELD (USC)	7.58	7.86	3.69%	7.57	7.62	0.66%
CARGO CARRIED (TON)	19,161	18,101	-5.53%	39,897	38,953	-2.37%
CASK (USC)	7.48	7.37	-1.47%	7.25	7.08	-2.34%
CASK-EXCL FUEL (USC)	5.32	5.26	-1.13%	5.14	5.02	-2.33%

### GARUDA INDONESIA (INTERNATIONAL)

PASSENGER CARRIED	383,941	381,998	-0.51%	844,807	773,486	-8.44%
ASK (000)	2,298,727	2,381,860	3.62%	4,933,463	4,883,026	-1.02%
RPK (000)	1,692,664	1,685,285	-0.44%	3,640,116	3,423,952	-5.94%
SLF (%)	73.63	70.76	-2.87 pp	73.78	70.12	-3.66 pp
PASSENGER YIELD (USC)	5.65	6.01	6.37%	5.92	6.12	3.38%
CARGO CARRIED (TON)	8,090	7990.38	-1.23%	17,275	17,046	-1.33%
CASK (USC)	5.50	5.49	-0.18%	5.32	5.40	1.50%
CASK-EXCL FUEL (USC)	3.91	3.73	-4.60%	3.75	3.70	-1.33%

### CITILINK

PASSENGER CARRIED	743,265	993,544	33.67%	1,709,803	2,145,420	25.48%
ASK (000)	829,206	1,019,303	22.93%	1,785,309	2,196,104	23.01%
RPK (000)	570,202	788,902	38.35%	1,315,135	1,709,079	29.95%
SLF (%)	68.76	77.40	8.64 pp	73.66	77.82	4.16 pp
PASSENGER YIELD (USC)	4.65	4.79	3.01%	4.90	4.80	-2.04%
CARGO CARRIED (TON)	5,636	6,625	17.54%	11,976	14,072	17.50%
CASK (USC)	5.00	4.93	-1.40%	4.83	4.90	1.45%
CASK-EXCL FUEL (USC)	3.20	2.91	-9.06%	3.04	2.96	-2.63%