

# INNER FEATURES

OPERATIONAL RESULT

MARCH 2017



## GROWTH INDICATORS

YTD MARCH 2017

PASSENGER CARRIED

**8.36%** ▲

ASK

**10.89%** ▲

RPK

**15.22%** ▲

SEAT LOAD FACTOR

**2.73 ppts** ▲

ON-TIME PERFORMANCE

**-5.12 ppts** ▼

CARGO CARRIED

**20.15%** ▲

### Garuda Indonesia Group Maintains The Volume To Boost By Setting The Production (ASK) Growth Underneath The Demand (RPK) Growth

For YTD March 2017, Garuda Indonesia Group maintains the volume to boost by setting the production (ASK) growth below the demand (RPK) growth. The ASK was managed to increase by 10.89% YoY and the RPK growth was set to grow by 15.22% YoY. This performance was supported Garuda Indonesia Group to maintain the Seat Load Factor (SLF) at level 72.50% or increased by 2.73 bps compared to the same period last year was 69.77%. Aligning with the RPK growth, passenger carried also boosted by 8.36% YoY or managed to increased ±2 times of Indonesian GDP Growth. By setting the volume to boost, support the Garuda Indonesia Group market share improved. For YTD March 2017, the Group set the domestic market share (Garuda Domestic and Citilink) to be 39.20% compared same period last year was 38.43%. For the international platform, Garuda Main Brand International was set at level 27.70% compared the same periode last year was 26.02%.

The production tends to increase significantly due to the expansion that was exercised in the second quarter last year. Sequencing with the production, the fuel burn expanded by 12.28% YoY due to increasing trend of block hour by 8.22% YoY. The swelling volume of fuel burn and fuel price hikes by 36.84% YoY impact the fuel expenses enlarged and push the unit cost (CASK) to increase by 5.71% YoY. Contrary, the unit cost – ex fuel (CASK – Ex Fuel) was maintained to decrease as impact of lowering cost due to overhead cost efficiency and enlarging supply in Garuda Main Brand. Further, the cargo performance also maintains to boost by having significant rise by 20.15% YoY to reach the cargo carried to be 108.40K ton compared to the same periode last year was 90.22K ton. This enlarging volume of cargo support Garuda Indonesia Group to set the Cargo Load Factor (CLF) at level 53.51% or increased by 7.49 bps compared to the same period last year was 46.02%.

### The Domestic And International Platforms Performed Better Volume But Poor Passenger Yield In YTD March 2017

The domestic and international platforms were already showed improvement by managing the supply and demand balance. In domestic market, the passenger carried was set to enlarge by 4.26% YoY as impact of managing the RPK grew by 5.33% YoY or higher compared to the ASK growth was 3.17% YoY. This condition support the Garuda Main Brand Domestic to set the SLF at level 68.80% or increased by 1.41 bps compared to same period last year was 67.39%. The CASK – Ex Fuel was maintained to decrease by 1.74% YoY due to overhead cost efficiency and several reduction of narrow body fleets. In March 2017 number of narrow body was 108 fleets or decreased 4 fleets compared to the same period last year was 112 fleets.

In international market, the passenger carried was set to enlarge by 26.11% YoY as impact of managing the RPK grew by 25.98% YoY or higher compared to the ASK growth was 19.37% YoY. This condition support the Garuda Main Brand International to set the SLF at level 74.52% or increased by 3.90 bps compared to same period last year was 70.62%. The CASK – Ex Fuel was maintained to decrease by 8.60% YoY due to overhead cost efficiency and enlarging supply in international.

## Citilink Sets The Passenger Yield And Volume To Boost; Profitability Tends To Fall As Impact Of Swelling Expenses Due To Fleet Cost And Fuel Price Hikes

In YTD March 2017, Citilink set the passenger carried to enlarge by 8.18% YoY as impact of managing the RPK grew by 9.28% YoY or higher compared to the ASK growth was 6.62% YoY. This condition support Citilink to set the SLF at level 74.64% or increased by 1.81 bps compared to same period last year was 72.83%. The CASK –Ex Fuel was maintained to increase by 7.56% YoY due to several additional fleets. In March 2017 Citilink has 55 fleets or increased 11 fleets compared to the same period last year was 44 fleets.

## Garuda Indonesia Breaks The Sales Target In GATF Event. The First GATF Recorded Rp457 Billion (US\$34.2 Million) Of Sales, Surpassing The Rp380 Billion Target

The implementation of Garuda Indonesia Travel Fair (GATF) is expected to improve the Garuda Indonesia Group revenue and support the promotion of Indonesian tourism. The travel fair was held through the company colaboration with travel agents, hotels, resorts, theme parks, national tourism organizations, and has media partner and state lender with Bank Negara Indonesia (BNI).

The GATF was held simultaneously in Jakarta, Medan in North Sumatra and Manado in North Sulawesi. In Jakarta, Garuda targets Rp 207.3 billion (US\$15.4 million) of sales with 77,000 visitors. In the national scope, Garuda target the transactions of Rp 380 billion of sales. The first phase of the Garuda Indonesia Travel Fair (GATF) recorded Rp 457 billion (US\$34.2 million) in transactions, surpassing the Rp 380 billion target. The Hong Kong, Seoul, Singapore and Tokyo were the popular international destinations, while Denpasar, Yogyakarta and Surabaya took the crown for domestic popular destinations.

### FLEET STRUCTURE

WIDE BODY				GARUDA INDONESIA			NARROW BODY					
	BOEING 777-300ER	MAR'16	DEC'16	MAR'17		BOEING 737-800NG	MAR'16	DEC'16	MAR'17			
		10	10	10			81	75	74			
	BOEING 747-400	MAR'16	DEC'16	MAR'17		CRJ1000 NEXTGEN	MAR'16	DEC'16	MAR'17			
		2	2	2			18	18	18			
	AIRBUS A330-300	MAR'16	DEC'16	MAR'17		ATR 72-600	MAR'16	DEC'16	MAR'17			
		15	17	17			12	15	16			
	AIRBUS A330-200	MAR'16	DEC'16	MAR'17	TOTAL NARROW BODY			MAR'16	DEC'16	MAR'17		
		9	7	7			111	108	108			
TOTAL WIDE BODY				MAR'16	DEC'16	MAR'17	TOTAL GARUDA INDONESIA			MAR'16	DEC'16	MAR'17
				36	36	36				147	144	144

CITILINK										
	AIRBUS A320-200	MAR'16	DEC'16	MAR'17		BOEING 737-500	MAR'16	DEC'16	MAR'17	
		36	44	47			3	3	3	
	BOEING 737-300	MAR'16	DEC'16	MAR'17	TOTAL CITILINK			MAR'16	DEC'16	MAR'17
		5	5	5			44	55	52	
TOTAL FLEETS							MAR'16	DEC'16	MAR'17	
							191	196	199	

# APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATORS	MAR 2016	MAR 2017	Δ	YTD 2016	YTD 2017	Δ
<b>GARUDA INDONESIA GROUP</b>						
PASSENGER CARRIED*	2,718,965	2,946,776	8.38%	7,740,349	8,387,524	8.36%
ASK (000)	4,851,449.33	5,403,514.69	11.38%	14,255,331.51	15,807,160.34	10.89%
RPK (000)	3,430,979.47	4,013,899.53	16.99%	9,945,927.65	11,459,921.30	15.22%
SLF (%)	70.72	74.28	3.56 pts	69.77	72.50	2.73 pts
AIRCRAFT UTILIZATION**	08:33	09:17	00:44	08:33	09:19	00:46
FREQUENCIES	22,611	23,310	3.09%	64,962	67,870	4.48%
ON TIME PERFORMANCE (%)**	91.87	85.91	-5.96 pts	91.63	86.51	-5.12 pts
FUEL BURN (LITER)	167,744,133.00	187,443,457.87	11.74%	489,111,439.00	549,162,901.68	12.28%
BLOCK HOURS	46,377.00	49,963.97	7.73%	135,156.47	146,267.28	8.22%
CARGO CARRIED (TON)	31,369.36	39,247.34	25.11%	90,216.56	108,395.36	20.15%
CLF (%)	48.53	59.44	10.91 pts	46.02	53.51	7.49 pts
PASSENGER YIELD (USC)	6.78	6.30	-7.08%	6.81	6.29	-7.64%
COST/ASK (USC)	5.60	5.90	5.36%	5.60	5.92	5.71%
COST/ASK excl. FUEL (USC)	4.25	4.07	-4.24%	4.29	4.11	-4.20%
FUEL PRICE (USD/LITER)	0.39	0.53	35.90%	0.38	0.52	36.84%

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	1,533,282	1,597,779	4.21%	4,300,736	4,483,917	4.26%
ASK (000)	1,911,590.71	1,956,882.92	2.37%	5,468,587.58	5,641,755.83	3.17%
RPK (000)	1,310,408.70	1,390,613.07	6.12%	3,685,044.65	3,881,438.21	5.33%
SLF (%)	68.55	71.06	2.51 pts	67.39	68.80	1.41 pts
PASSENGER YIELD (USC)	8.35	7.82	-6.35%	8.27	7.66	-7.38%
COST/ASK (USC)	6.65	7.15	7.52%	6.71	7.22	7.60%
COST/ASK excl. FUEL (USC)	5.08	5.01	-1.38%	5.18	5.09	-1.74%

## GARUDA INDONESIA (INTERNATIONAL)

PASSENGER CARRIED	339,895	439,325	29.25%	1,018,293	1,284,132	26.11%
ASK (000)	2,059,410.94	2,525,326.42	22.62%	6,248,259.37	7,458,789.69	19.37%
RPK (000)	1,472,897.09	1,918,274.51	30.24%	4,412,212.21	5,558,335.89	25.98%
SLF (%)	71.52	75.96	4.44 pts	70.62	74.52	3.90 pts
PASSENGER YIELD (USC)	6.47	5.78	-10.66%	6.50	5.87	-9.69%
COST/ASK (USC)	5.13	5.26	2.53%	5.16	5.30	2.71%
COST/ASK excl. FUEL (USC)	4.03	3.66	-9.18%	4.07	3.72	-8.60%

## CITILINK

PASSENGER CARRIED	845,788	909,672	7.55%	2,421,320	2,619,475	8.18%
ASK (000)	880,447.68	921,305.34	4.64%	2,538,484.56	2,706,614.82	6.62%
RPK (000)	647,673.68	705,011.95	8.85%	1,848,670.79	2,020,147.20	9.28%
SLF (%)	73.56	76.52	2.96 pts	72.83	74.64	1.81 pts
PASSENGER YIELD (USC)	4.31	4.70	9.05%	4.68	4.83	3.21%
COST/ASK (USC)	4.44	4.99	12.39%	4.31	4.92	14.15%
COST/ASK excl. FUEL (USC)	2.99	3.18	6.35%	2.91	3.13	7.56%