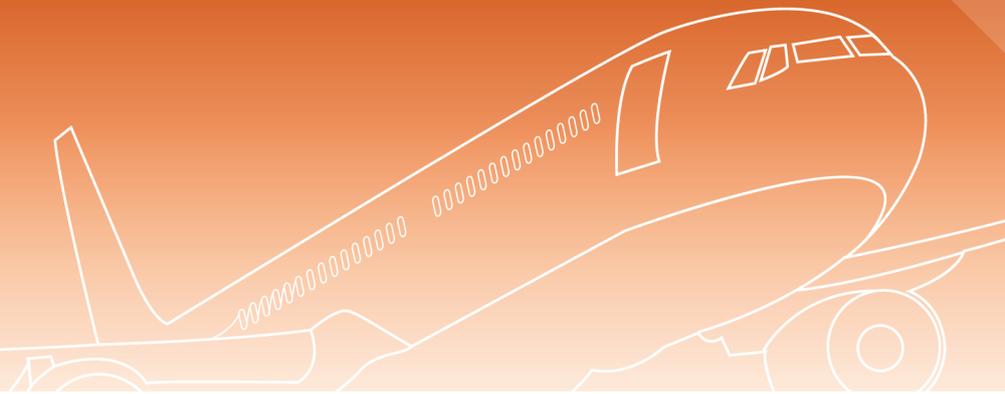


# INNER FEATURES

OPERATIONAL RESULT

MAY- 2017



## GROWTH INDICATORS

YTD MAY 2017

PASSENGER CARRIED

3.97% ▲

SEAT LOAD FACTOR

2.86 ppts ▲

REVENUE PASSENGER KILOMETERS

11.85% ▲

CARGO CARRIED

15.49% ▲

### Fasting Period This Year Has An Impact Of Passenger Declining Trend. The Traffic Dropped By 9.65% To Be 2.9 Million From 3.2 Million Last Year

In May 2017, Passenger carried of GA Group dropped by 9.65% YoY to be 2,9 million from 3,2 million last year. The declining of passenger carried mainly contributed by domestic Garuda and Citilink flights due to entering the first fasting month at the end of May 2017. This period has made people tend to stay home than to travel. In May last year, Garuda Group also got a benefit from Lion Air's overflow passenger due to the case of disembarking international passenger in domestic gate. The lowering demand in May 2017 also pushed Garuda Group to adjust the capacity by having the production (ASK) dropped by 0.32% YoY. Unfortunately the RPK was failed to offset the ASK moves, which has bigger drops of 2.19% YoY. This condition has impact of declining Seat Load Factor (SLF), which is already dropped by 1.39 bps from 74.17% last year to be 72.78% this year.

The Cargo Carried is maintained to have a positive growth by 5.38% YoY in May 2017 and for YTD 2017 also increased by 15.49% YoY. This positive moves made the Cargo Load Factor (CLF) achieved the level 60.83% or increased by 9.13 bps compared to the same period last year was 51.70%.

Furthermore, the fuel price increased by 19.05% YoY from 0.42 USD/Liter last year compared to 0.50 USD/Liter in May of this year. This upwards trend of fuel price has impact on unit cost boosts. The CASK increased by 1.96% YoY from previous May last year was USc 5.62 to be USc 5.73 this year. The unit cost excluding fuel (CASK Ex Fuel) was maintained to decline by 3.14% YoY as the continuation of cost efficiency program by the Group.

The On Time Performance (OTP) in May 2017 reached 88.07% or slightly decreased compared to the previous year due to the international operation movement to Terminal 3 Soekarno Hatta Airport. The management focuses to improve the OTP this year which is accordingly to the company's strategy of "OTP Quick Win 2017" with the mission "ZERO DELAY" on first departures as the key to achieve the OTP on overall flights. It is expected that "OTP Quick Win 2017" makes Garuda Indonesia becomes the best airline in terms of timeliness.

### Garuda Indonesia Starts To Operate International Flights From Terminal 3 In First May 2017

Terminal 3 of Soekarno-Hatta International Airport in Tangerang, officially operated for Garuda Indonesia international flights on May 1. The first international flight is scheduled fly at 6:10 a.m. to Singapore. Terminal 3 is equipped with 65 immigration counters and 30 auto-gates in both the departure and arrival areas. The terminal also has 17 parking stands for planes, including room to accommodate three large planes like the Airbus A380. Terminal 3 carries the concept of walk-through shop system of service users will be spoiled with famous tenants in the commercial area of Terminal 3 of 45,924 m2. In the future connectivity of passengers at Soetta airport will be connected to the Skytrain, which is a non-driver train mode that facilitates passenger transport to T1, T2, T3, and commuter train stations.

### Garuda Indonesia New Route From Denpasar To Chengdu, China To Bring Many Tourists To Bali.

Garuda Indonesia on Monday, May 22nd 2017, launched a new direct route from Denpasar to Chengdu, China. This moves is a part of Garuda Indonesia's strategy to expand its Chinese market. Around 100 million Chinese travelers visit various parts of the world each year, making this country become a vital international market for the airline. The route will serve four flights per week from Denpasar to Chengdu, scheduled on Mondays, Wednesdays, Fridays and Saturdays. Meanwhile, flights from Chengdu to Denpasar will depart every Tuesday, Thursday, Saturday and Sunday. All flights will be served with Airbus A330-300 planes, each of which has a total capacity of 24 business seats and 263 economy seats

## To Comply With The Civil Aviation Safety Regulations (CASR) Standards, Garuda Indonesia Inaugurated Director Of Operations And Director Of Engineering & Maintenance.

To strengthen the company line and also to demonstrate the company's commitment to maximize regulatory governance aspects with the applicable Civil Aviation Safety Regulations (CASR) standard, On May 12, 2017, the Company inaugurated Capt. Triyanto Moeharsono and Pak I Wayan Susena respectively as Director of Operations and Director of Engineering & Maintenance of Garuda. With the appointment of the two new Directors, the company can further strengthen and accelerate the operational strategies and financial performance of the company, in particular to address the challenges of an increasingly competitive airline industry.

### FLEET STRUCTURE

WIDE BODY				GARUDA INDONESIA			NARROW BODY			
	BOEING 777-300ER	MAY'16	DEC'16	MAY'17		BOEING 737-800NG	MAY'16	DEC'16	MAY'17	
		10	10	10			80	75	73	
	BOEING 747-400	MAY'16	DEC'16	MAY'17		CRJ1000 NEXTGEN	MAY'16	DEC'16	MAY'17	
		2	2	2			18	18	18	
	AIRBUS A330-300	MAY'16	DEC'16	MAY'17		ATR 72-600	MAY'16	DEC'16	MAY'17	
		16	17	17			13	15	16	
	AIRBUS A330-200	MAY'16	DEC'16	MAY'17	TOTAL NARROW BODY			MAY'16	DEC'16	MAY'17
		9	7	7			111	108	107	
TOTAL WIDE BODY		MAY'16	DEC'16	MAY'17	TOTAL GARUDA INDONESIA			MAY'16	DEC'16	MAY'17
		37	36	36				148	144	143

CITILINK										
	AIRBUS A320-200	MAY'16	DEC'16	MAY'17		BOEING 737-500	MAY'16	DEC'16	MAY'17	
		38	44	49			3	3	3	
	BOEING 737-300	MAY'16	DEC'16	MAY'17	TOTAL CITILINK			MAY'16	DEC'16	MAY'17
		5	5	5			46	52	57	
					TOTAL FLEETS			MAY'16	DEC'16	MAY'17
								194	196	200

# APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATORS	MAY 2016	MAY 2017	Δ	YTD 2016	YTD 2017	Δ
<b>GARUDA INDONESIA GROUP</b>						
PASSENGER CARRIED*	3,288,646	2,971,437	-9.65%	13,771,146	14,317,990	3.97%
ASK (000)	5,390,470.97	5,373,210.83	-0.32%	24,656,889.54	26,508,333.66	7.51%
RPK (000)	3,998,219.49	3,910,631.44	-2.19%	17,418,315.38	19,482,549.49	11.85%
SLF (%)	74.17	72.78	-1.39 pts	70.64	73.50	2.86 pts
AIRCRAFT UTILIZATION**	09:14	09:27	00:13	8:45	9:25	00:40
FREQUENCIES	24,009	23,521	-2.03%	111,306.00	114,046	2.46%
ON TIME PERFORMANCE (%)**	88.52	88.07	-0.45pts	91.15	85.20	-5.95pts
FUEL BURN (LITER)	188,215,099	185,203,230.92	-1.60%	851,587,080	917,548,038.75	7.75%
BLOCK HOURS	50,052.07	51,331.15	2.56%	231,773.88	247,342.44	6.72%
CARGO CARRIED (TON)	37,167.22	39,167.57	5.38%	160,494.29	185,354.50	15.49%
CLF (%)	51.70	60.83	9.13 pts	47.54	55.89	8.4pts
PASSENGER YIELD (USC)	6.92	6.57	-5.06%	6.81	6.40	-6.02%
COST/ASK (USC)	5.62	5.73	1.96%	5.63	5.88	4.44%
COST/ASK excl. FUEL (USC)	4.14	4.01	-3.14%	4.26	4.10	-3.76%
FUEL PRICE (USD/LITER)	0.42	0.50	19.05%	0.40	0.51	27.50%

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	1,847,309	1,568,580	-15.09%	7,749,156	7,615,349	-1.73%
ASK (000)	1,961,710.51	1,933,350.80	-1.45%	9,309,892.33	9,459,569.51	1.61%
RPK (000)	1,589,338.26	1,366,844.50	-14.00%	6,652,990.76	6,597,615.84	-0.83%
SLF (%)	81.02	70.70	-10.3 pts	71.46	69.75	-1.7 pts
PASSENGER YIELD (USC)	8.56	8.39	-1.99%	8.31	7.92	-4.69%
COST/ASK (USC)	6.95	6.83	-1.73%	6.80	7.13	4.85%
COST/ASK excl. FUEL (USC)	5.22	4.85	-7.09%	5.20	5.05	-2.88%

## GARUDA INDONESIA (INTERNATIONAL)

PASSENGER CARRIED	375,466	405,645	8.04%	1,737,726	2,156,642	24.11%
ASK (000)	2,414,557.07	2,427,124.95	0.52%	10,917,987.55	12,391,011.07	13.49%
RPK (000)	1,574,937.90	1,743,362.62	10.69%	7,473,820.24	9,326,446.57	24.79%
SLF (%)	65.23	71.83	6.60 pts	68.45	75.27	6.82 pts
PASSENGER YIELD (USC)	6.11	5.92	-3.11%	6.38	5.89	-7.68%
COST/ASK (USC)	5.02	5.30	5.58%	5.14	5.32	3.50%
COST/ASK excl. FUEL (USC)	3.75	3.77	0.53%	3.98	3.75	-5.78%

## CITILINK

PASSENGER CARRIED	1,065,871	997,212	-6.44%	4,284,264	4,545,999	6.11%
ASK (000)	1,014,203.39	1,012,735.08	-0.14%	4,429,009.67	4,657,753.08	5.16%
RPK (000)	833,943.33	800,424.33	-4.02%	3,291,504.38	3,558,487.08	8.11%
SLF (%)	82.23	79.04	-3.19 pts	74.32	76.40	2.08 pts
PASSENGER YIELD (USC)	5.35	4.89	-8.60%	4.78	4.89	2.30%
COST/ASK (USC)	4.49	4.65	3.56%	4.40	4.85	10.23%
COST/ASK excl. FUEL (USC)	3.00	2.98	-0.67%	2.96	3.10	4.73%