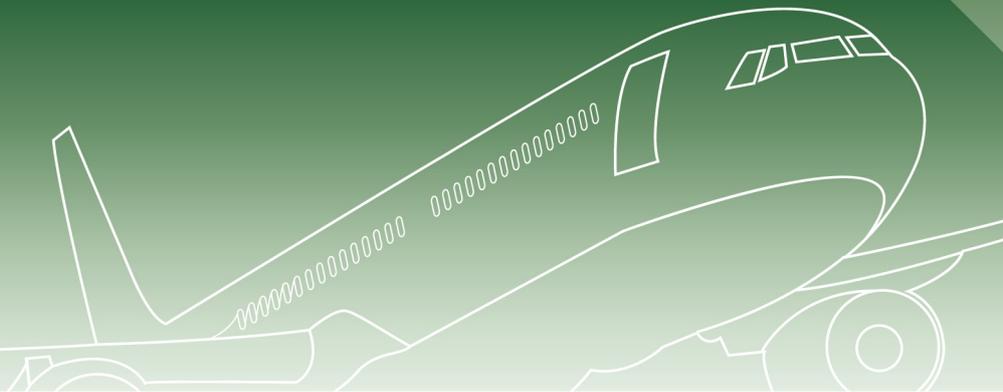


# INNER FEATURES

OPERATIONAL RESULT

OCTOBER 2017



## GROWTH INDICATOR

MAIN INDICATOR	YTD OCTOBER 2017	
PASSENGER CARRIED	3,055,475	8.87%
AIRCRAFT UTILIZATION	09:43	0:37
ASK (000)	5,075,403	9.72%
RPK (000)	3,639,500	6.99%
CARGO CARRIED (TON)	39,437	4.21%

### The Group Set Number Of Passenger To Boost 8.87% Yoy To Be 3.1 Mio Passenger In October 2017.

In October 2017, Garuda Indonesia Group (The Group) flew 3.1 million passengers or increased by 8.87% YoY. This upward trend is supported by Garuda Domestic and Citilink platforms. The passenger of Garuda Domestic increased by 4.32% YoY and Citilink set the number of passenger increased by 21.82% YoY. The number of passenger from international platform is expected to boost after the Haj Season Period as the Middle East Flights is used to provide the charter flight. The production (ASK) increased by 9.72% YoY and demand (RPK) increased by 6.99% YoY. The Seat Load Factor (SLF) slightly decreased by 1.83% as the schedule flight of international market is not fully operated due to several cases of Hajj Period.

As the result of the management focuses, The aircraft utilization increased by 37 minutes and the On Time Performance (OTP) increased by 2.60bps to 92.60% in October 2017. From the cost side, unit cost of CASK and CASK ex Fuel are maintained to decrease by 4.64% YoY and 9.19% YoY consecutively. Most of it is contributed by the execution of dual-classes seat re-configuration (Economy and Business Seats), that was already exercised in Garuda Main Brand International flights. Further, The Group's number of cargo carried increased by 4.21% YoY to be 39.43K ton, most of it is contributed by international scheduled flights.

In October 2017, Citilink flew 1.1 million passengers or increased by 21.82% YoY as support of increasing capacity and demand in LCC market. The ASK increased by 16.42% YoY and demand (RPK) increased higher by 27.54% YoY. Through maintaining the RPK side, Citilink set the SLF also growth by 6.81bps to be 78.07% in this October. From the cost side, unit cost of CASK and CASK ex Fuel are maintained to decrease by 3.74% YoY and 11.37% YoY consecutively as Citilink increased the capacity and exercised cost efficiency program.

## NEWS

**Garuda Indonesia Named Five Star Airline.** Garuda Indonesia has been named five-star airline at the Airline Passenger Experience Association (APEX) Award Ceremony Expo 2017 in Long Beach, California, the United States. APEX is a New York-based non-profit organization that aims to improve airline passengers' experience. Garuda Indonesia and 21 other international airlines were named Five Star Recipients of the 2018 Official Airline Rating, the first airline rating program based on the feedbacks from verified and certified passengers. Garuda CEO Pahala N. Mansury said that the award confirmed the company's position as a leading airline in passenger experience and comfort.



## APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	OCT 2016	OCT2017	Δ	YTD 2016	YTD 2017	Δ
<b>GARUDA INDONESIA GROUP</b>						
Pax Carried	2,806,455	3,055,475	8.87%	28,849,593	29,883,786	3.58%
ASK (000)	4,625,672	5,075,403	9.72%	48,539,256	51,291,658	5.67%
RPK (000)	3,401,652	3,639,500	6.99%	35,650,373	38,279,534	7.37%
SLF (%)	73.54	71.71	-1.83	73.45	74.63	1.18
Aircraft Utilization*	9:06	9:43	0:37	8:57	9:34	0:37
Frequencies	23,549	24,515	4.10%	227,588	233,378	2.54%
OTP*	90.0 pp	92.6 pp	2.60 pp	90.1 pp	87.5 pp	-2.60 pp
Fuel Burn (Liter)	164,821,980	175,815,163	6.67%	1,699,227,248	1,779,040,062	4.70%
Block Hours	48,123	51,597	7.22%	471,247	499,780	6.05%
Cargo Carried (Ton)	37,845	39,437	4.21%	333,062	363,525	9.15%
CLF (%)	67.39	64.88	-2.51	52.04	58.12	6.1
Passanger Yield (Usc)	6.82	6.59	-3.37%	6.95	6.68	-3.88%
CASK (Usc)	6.04	5.76	-4.64%	5.84	5.87	0.51%
CASK-excl Fuel (Usc)	4.46	4.05	-9.19%	4.36	4.13	-5.28%
Fuel Price (USD/Liter)	0.44	0.49	11.36%	0.42	0.50	19.05%

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)

Pax Carried	1,570,315	1,638,165	4.32%	16,125,843	15,810,663	-1.95%
ASK (000)	1,923,968	2,007,754	4.35%	18,808,250	19,142,308	1.78%
RPK (000)	1,379,311	1,444,567	4.73%	13,907,673	13,760,180	-1.06%
SLF (%)	71.69	71.95	0.26	73.94	71.88	-2.1
Passanger Yield (Usc)	8.38	8.19	-2.27%	8.41	8.15	-3.09%
Cargo Carried (Ton)	21,692	22,610	4.23%	198,700	207,631	4.49%
CASK (Usc)	6.84	6.79	-0.73%	6.93	6.98	0.72%
CASK-excl Fuel (Usc)	5.15	4.85	-5.83%	5.25	4.98	-5.14%

### GARUDA INDONESIA (INTERNATIONAL)

Pax Carried	355,975	345,083	-3.06%	3,613,626	4,019,433	11.23%
ASK (000)	1,737,563	1,945,215	11.95%	20,520,154	22,088,962	7.65%
RPK (000)	1,335,324	1,318,683	-1.25%	14,686,899	16,510,119	12.41%
SLF (%)	76.85	67.79	-9.06	71.57	74.74	3.17
Passanger Yield (Usc)	6.25	6.23	-0.32%	6.43	6.20	-3.58%
Cargo Carried (Ton)	9,038	9,934	9.91%	75,017	95,461	27.25%
CASK (Usc)	5.98	5.49	-8.19%	5.47	5.45	-0.37%
CASK-excl Fuel (Usc)	4.52	4.04	-10.62%	4.16	3.91	-6.01%

### CITILINK

Pax Carried	880,165	1,072,227	21.82%	9,110,124	10,053,690	10.36%
ASK (000)	964,141	1,122,435	16.42%	9,210,852	10,060,387	9.22%
RPK (000)	687,018	876,250	27.54%	7,055,802	8,009,235	13.51%
SLF (%)	71.26	78.07	6.81	76.60	79.61	3.01
Passanger Yield (Usc)	4.79	4.51	-5.85%	5.16	5.14	-0.39%
Cargo Carried (Ton)	7,114	6,893	-3.11%	59,345	60,433	1.83%
CASK (Usc)	4.54	4.37	-3.74%	4.47	4.68	4.70%
CASK-excl Fuel (Usc)	2.99	2.65	-11.37%	2.97	2.97	0.00%