

INNER FEATURES

OPERATIONAL RESULT

DECEMBER 2017

GROWTH INDICATOR

MAIN INDICATOR	YTD DECEMBER 2017 ▲	
PASSENGER CARRIED	36,237,704	3.54%
ASK (000)	62,024,997	5.58%
RPK (000)	46,300,222	6.75%
Aircraft Utilization	9:36	0:38
SLF (%)	74.65	0.82 pp
Cargo Carried (Ton)	446,760	7.44%

Signing Out the Year 2017, Garuda Indonesia Group Flew 3.3 Million Passenger in this December.

By the end of 2017, Garuda Indonesia Group booked a growth of passenger carried by 1.11% YoY, from 3.2 million in December 2016 to 3.3 million passengers in December 2017. This positive trend mostly contributed by Citilink which increased significantly to 1.18 million in December 2017 compared with passenger carried in the same month of the previous year which only booked 1.06 million passengers, or increased by 11.5% YoY.

While Citilink is still enjoying the Low-Cost Carrier (LCC) booming in Indonesia along 2017, Garuda Domestic and International scheduled flight decreased by 2.2% YoY and 10% YoY consecutively, effected by Mount Agung eruption activities in Bali along November and December 2017. This condition influenced the market from International – such as: Japan, Korea and China – via Bali Airport were declined as international tourists from these area postponed their vacation to Bali then pushed the The Seat Load factor (SLF) to decrease 1.65 pp. Further, the On Time Performance (OTP) is also effected to decline by 8.06 pp due this mount eruption and system adjustment of crew dispatch. The aircraft utilization is still maintained to increase by 23 minutes, or lower than the year to date increase was 38 minutes as affected by the mount eruption as well.

As a brief explanation, several main indicators that showed positive moves in December 2017 are: Garuda Indonesia Group's passenger yield which is increased by 1.72% YoY from US\$6.99 to US\$7.11. The CASK Excl Fuel is also declined by 2.84% YoY as the result of cutting on cost side. Furthermore, the CASK increased by 1.72% YoY, this increase was due to an increase of fuel price. The fuel prices increased significantly by 17.78% YoY from 0.45 USD/L to 0.53 USD/L in the same period this year.

NEWS

Garuda Indonesia Signs MoU With Grab for Loyalty Schemes

Garuda Indonesia has signed a MoU with Grab to introduce loyalty schemes and improve customer's choices. Through this partnership, Garuda Indonesia customer is able to enjoy the benefits – GrabGift voucher–to purchase Garuda Indonesia's online ticket. In contrast, Grab's customers in Indonesia will also have the opportunity to become a member of GarudaMiles and redeem the accumulated points of its GrabRewards with GarudaMiles. This cooperation is Garuda's effort to provide more value to customers, especially in presenting more options to redeem GarudaMiles owned. Meanwhile, for Grab users, having GarudaMiles, can access class services with several airlines, partners, and airports around the world.

Garuda Indonesia Named Airline of the Year at 2017 ITTA ceremony

National flag carrier Garuda Indonesia was named Airline of the Year at the 2017 Indonesia Travel and Tourism Award (ITTA) ceremony on Monday. Launched in 2010, ITTA's winners are selected based on two methods: 25 percent online voting and 75 percent voting from a committee that comprises experts in the travel and tourism industry.

Garuda Indonesia connects Kendari and Wakatobi

National flag carrier Garuda Indonesia has opened a route from Kendari to Wakatobi in Southeast Sulawesi using ATR 72-600 aircraft with a capacity of 70 passengers. Flights depart from Haluoleo Airport in Kendari on Tuesday, Thursday, Saturday and Sunday at 12:05 p.m. and arrive at Matahora Airport on Wangi – Wangi Island, Wakatobi, at 12:55 p.m. Return flights leave Matahora Airport on the same days at 1:25 p.m. and land at Haluoleo Airport at 2:25 p.m. Passengers can connect to the flight through national hubs, such as Jakarta, Surabaya in East Java and Makassar in South Sulawesi. This new service was aimed at increasing connectivity, especially since Wakatobi was one of 10 prioritized tourist destinations.

Wakatobi is being increasingly popular. In 2013, more than 11,000 passengers arrived at Matahora Airport. The number reached more than 19,000 in 2015. This year, 18,000 foreign tourists have visited the area, mostly from Sweden and Australia. The government has set a target of attracting 500,000 foreign tourists to Wakatobi in 2019.

FLEET STRUCTURE



APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	DEC 2016	DEC 2017	CHG.	YTD 2016	YTD 2017	CHG.
GARUDA INDONESIA GROUP						
PASSENGER CARRIED*	3,293,119	3,329,609	1.11%	34,999,847	36,237,704	3.54%
ASK (000)	5,530,772	5,680,373	2.70%	58,745,079	62,024,997	5.58%
RPK (000)	4,278,505	4,300,423	0.51%	43,371,834	46,300,222	6.75%
SLF (%)	77.36	75.71	-1.65 pp	73.83	74.65	0.82 pp
AIRCRAFT UTILIZATION**	9:25	9:48	0:23	8:58	9:36	0:38
FREQUENCIES	24,375	24,665	1.19%	274,696	281,135	2.34%
ON TIME PERFORMANCE (%)**	82.66	74.60	-8.06 pp	89.51	86.40	-3.11 pp
FUEL BURN (LITER)	193,558,631	194,291,686	0.38%	2,057,755,837	2,147,857,138	4.38%
BLOCK HOURS	52,318	54,751	4.65%	570,517	604,231	5.91%
CARGO CARRIED (TON)	41,949	41,348	-1.43%	415,824	446,760	7.44%
CLF (%)	59.73	58.80	-0.93 pp	54.22	59.40	5.18 pp
PASSENGER YIELD (USC)	6.99	7.11	1.72%	6.93	6.71	-3.17%
CASK (USC)	5.80	5.90	1.72%	5.87	5.87	0.00%
CASK-EXCL FUEL (USC)	4.22	4.10	-2.84%	4.36	4.13	-5.28%
FUEL PRICE (USD/LITER)	0.45	0.53	17.78%	0.43	0.50	16.28%

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	1,765,051	1,726,225	-2.20%	19,487,372	19,172,026	-1.62%
ASK (000)	1,982,465	1,963,555	-0.95%	22,672,923	23,008,402	1.48%
RPK (000)	1,542,050	1,527,209	-0.96%	16,860,988	16,732,657	-0.76%
SLF (%)	77.78	77.78	0.00 pp	74.37	72.72	-1.65 pp
PASSENGER YIELD (USC)	8.45	8.39	-0.71%	8.40	8.18	-2.62%
CARGO CARRIED (TON)	23,659	22,710	-4.01%	245,737	253,173	3.03%
CASK (USC)	7.15	7.22	0.98%	6.98	6.99	0.14%
CASK-EXCL FUEL (USC)	5.40	5.22	-3.33%	5.29	5.01	-5.29%

GARUDA INDONESIA (INTERNATIONAL)

PASSENGER CARRIED	465,839	418,960	-10.06%	4,433,049	4,790,904	8.07%
ASK (000)	2,515,109	2,539,660	0.98%	24,893,224	26,743,392	7.43%
RPK (000)	1,914,344	1,828,311	-4.49%	17,929,335	19,775,757	10.30%
SLF (%)	76.11	71.99	-4.12 pp	72.02	73.95	1.93 pp
PASSENGER YIELD (USC)	6.30	6.66	5.71%	6.38	6.23	-2.35%
CARGO CARRIED (TON)	10,647	10,156	-4.62%	95,852	117,820	22.92%
CASK (USC)	5.49	5.32	-3.10%	5.51	5.44	-1.27%
CASK-EXCL FUEL (USC)	4.04	3.69	-8.66%	4.18	3.89	-6.94%

CITILINK

PASSENGER CARRIED	1,062,229	1,184,424	11.50%	11,079,426	12,274,774	10.79%
ASK (000)	1,033,199	1,177,158	13.93%	11,178,933	12,273,204	9.79%
RPK (000)	822,112	944,904	14.94%	8,581,511	9,791,808	14.10%
SLF (%)	79.57	80.27	0.70 pp	76.77	79.78	3.01 pp
PASSENGER YIELD (USC)	5.85	5.90	0.85%	5.20	5.19	-0.19%
CARGO CARRIED (TON)	7,642	8,482	10.99%	74,234	75,767	2.06%
CASK (USC)	3.98	4.96	24.62%	4.39	4.71	7.29%
CASK-EXCL FUEL (USC)	2.36	3.12	32.20%	2.88	2.99	3.82%