

# INNER FEATURES

## Operational Result

MAY 2019

### GROWTH INDICATOR

KEY INDICATOR	MAY 2019	CHG.	YTD MAY 2019	CHG.
Passanger Yield (Usc)	8.57 ▲	41.65%	7.91 ▲	26.36%
Cargo yield (Usc)	41.61 ▲	11.47%	41.23 ▲	33.47%
SLF (%)	62.40 ▼	8.94 pp	69.49 ▼	2.40 pp
Passanger Carried*	2,142,868.00 ▼	33.40%	12,257,990.00 ▼	19.68%
Cargo Carried (Ton)	30,592.78 ▼	16.87%	151,784.19 ▼	18.78%
CASK (Usc)	6.70 ▲	13.75%	6.32 ▲	8.40%

### In Ramadhan: Garuda Indonesia Cuts the Capacity While Maintaining Ticket Price

#### Garuda Indonesia Group

The Garuda Indonesia Group (The Group) embarked 2.14 million passengers, or decreased by 33.40% YoY and carried 30.59K ton cargo, or decreased by 16.87% YoY. The capacity (ASK) was adjusted to decline by 16.54% YoY, mainly driven by Garuda Indonesia Domestic FSC and Citilink LCC services due to low season in Ramadhan period

The jet fuel price increased by 9.62% YoY, in the meantime the volume of fuel burned declined by 19.10% YoY due to the capacity adjustment over the Ramadhan period.

Operational summary:

- Passenger yield increased by 41.65% YoY
- Cargo yield increased by 11.47% YoY

#### Garuda Indonesia Domestic FSC Performance

The Garuda Indonesia Domestic FSC embarked 1.09 million passengers, or decreased by 29.84% YoY and carried 15.40 ton cargo, or decreased by 24.29% YoY. The capacity (ASK) was adjusted to decline by 25.54% YoY due to low season in Ramadhan period.

Operational summary:

- Passenger yield increased by 51.32% YoY
- Cargo yield increased by 41.84% YoY

#### Garuda Indonesia International FSC Performance

The Garuda Indonesia International FSC embarked 307.44K passengers, or decreased by 17.25% YoY and carried 9.23 ton cargo, or increased by 7.69% YoY. The capacity (ASK) decreased by 7.95% YoY. SLF deceased by 4.42 pp due to low season in Ramadhan period and mainly driven by Middle East and Europe routes

Operational summary:

- Passenger yield increased by 9.60% YoY
- Cargo yield decreased by 26.69% YoY

#### Citilink LCC Performance

The Citilink LCC embarked 735.63K passengers, or decreased by 42.46% YoY and carried 5.95K ton cargo, or decreased by 24.45% YoY. Aligining with the Garuda Indonesia Main Brand, Citilink's capacity (ASK) also declined by 20.33% YoY due to low season in Ramadhan period.

Operational summary:

- Passenger yield increased by 101.55% YoY
- Cargo yield increased by 170.19% YoY

#### Sriwijaya Group Performance

Sriwijaya Group embarked 628.42K passengers, or decreased by 39.78% YoY and carried 5.59K ton cargo, or decreased by 21.00% YoY. Aligining with the Garuda Indonesia Main Brand, Sriwijaya's capacity (ASK) also declined by 29.44% YoY due to low season in Ramadhan period.

Operational summary:

- Passenger yield increased by 82.44% YoY
- Cargo yield increased by 155.30% YoY

## NEWS

### **GARUDAMILES BENEFIT CAN BE ENJOYED BY ALL GARUDA INDONESIA SERVICES - SRIWIJAYA AIR GROUP**

Jakarta, May 23, 2019 - The national airline Garuda Indonesia together with Sriwijaya Air, NAM Air and the Aerowisata Group hotel network, today Monday (20/5) signed the GarudaMiles loyalty program integration memorandum of understanding. With the loyalty service integration program, GarudaMiles members can now enjoy a wide selection of benefits points and redemption miles from Citilink Indonesia, the hospitality service network of Aerowisata Group and Sriwijaya Air Group operating partners.

### **Synergy between SOEs : Pegadaian and Garuda Indonesia Sign Commercial Cooperation in Jakarta-Denpasar Flights**

Jakarta, May 20, 2019 - PT Pegadaian (Persero) has cooperated with PT Garuda Indonesia (Persero) Tbk about Product Sales, Services in Distribution Channels and Marketing Communication as an implementation of the BUMN synergy program, this synergy was marked by the signing of the cooperation in flight GA-404 Jakarta-Denpasar by PT Pegadaian (Persero) President Director Kuswiyoto and President Director of PT Garuda Indonesia (Persero) Tbk. Ari Askhara. On the same occasion the President Director of Garuda Indonesia, Ari Askhara said that the collaboration with Pegadaian was an effort of Garuda Indonesia to improve services to service users as well as an effort to improve the synergy between BUMNs

### **GARUDA INDONESIA EXPECTS COOPERATION FOR TECHNOLOGY DEVELOPMENT WITH HUAWEI TECH INVESTMENT**

Cengkareng, May 16, 2019 - The national airline Garuda Indonesia and Huawei Tech Investment are exploring the development of technology and IT infrastructure in strengthening digital transformation of Garuda Indonesia's operational lines and services

On that occasion, Director of Cargo and Business Development Mohammad Iqbal revealed, "The exploration of technology development cooperation with Huawei Tech Investment is expected to support the commitment of digital transformation currently being carried out by the company, particularly in increasing efficiency, productivity, and personalized services to customers".



Wide Body

Boeing 777-300ER	Airbus A330-200	Airbus A330-300
10	7	17

Total Wide Body

34

Narrow Body

Boeing 737-800NG	Boeing 737 MAX 8	CRJ 1000 NextGen	ATR 72-600
73	1	18	13

Total Narrow Body

105

Total Garuda Indonesia

139

## Citilink

Citilink

ATR 72-600	Boeing 737-300	Boeing 737-500	Airbus A320-200	Airbus A320-200 Neo
4	5	3	42	8

Total Citilink

62

Total Garuda Indonesia Group

201



Sriwijaya Air

Boeing 737-500	Boeing 737-300	Boeing 737-800	Boeing 737-900
6	5	22	2

Total Sriwijaya Air

35



NAM Air

Boeing 737-500	ATR 72-600
11	5

Total NAM Air

16

Total Sriwijaya Group

51

Total Fleets

252



## APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	May 2018	May 2019	CHG.	YTD May 2018	YTD May 2019	CHG.
<b>GARUDA INDONESIA GROUP</b>						
Passanger Carried*	3,217,428.00	2,142,868.00	-33.40%	15,260,701.00	12,257,990.00	-19.68%
ASK (000)	5,620,538.78	4,691,102.84	-16.54%	27,621,193.10	24,921,841.82	-9.77%
RPK (000)	4,009,595.06	2,927,153.26	-27.00%	19,856,803.60	17,318,823.47	-12.78%
SLF (%)	71.34	62.40	-8.94 pp	71.89	69.49	-2.40 pp
Aircraft Utilization**	9:24	7:26	-1:58	9:40	7:49	-1:51
Frequencies	24,387.00	18,638.00	-23.57%	119,375.00	95,127.00	-20.31%
OTP**	90.00	96.20	6.20 pp	89.00	93.00	4.00 pp
Fuel Burn (Liter)	187,348,748.35	151,561,330.26	-19.10%	927,651,089.95	805,008,955.90	-13.22%
Block Hours	52,144.03	40,155.43	-22.99%	259,438.70	210,970.47	-18.68%
Cargo Carried (Ton)	36,801.69	30,592.78	-16.87%	186,890.27	151,784.19	-18.78%
CLF (%)	31.53	37.47	5.94 pp	33.60	34.43	0.83 pp
Passanger Yield (Usc)	6.05	8.57	41.65%	6.26	7.91	26.36%
CASK (Usc)	5.89	6.70	13.75%	5.83	6.32	8.40%
CASK-excl Fuel (Usc)	4.00	4.69	17.25%	3.95	4.40	11.39%
Fuel price (Usc/Liter)	56.73	62.19	9.62%	56.00	59.29	5.88%
Cargo yield (usc)	37.33	41.61	11.47%	30.89	41.23	33.47%

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)

Passanger Carried	1,567,521.00	1,099,785.00	-29.84%	7,632,398.00	5,768,032.00	-24.43%
ASK (000)	1,883,587.04	1,402,507.86	-25.54%	9,343,201.25	7,023,691.64	-24.83%
RPK (000)	1,391,030.42	974,598.44	-29.94%	6,671,261.77	5,102,868.38	-23.51%
SLF (%)	73.85	69.49	-4.36 pp	71.40	72.65	1.25 pp
Passanger Yield (Usc)	7.56	11.44	51.32%	7.74	11.05	42.76%
Cargo Carried (Ton)	20,340.87	15,399.87	-24.29%	103,375.67	77,151.11	-25.37%
CASK (Usc)	7.08	8.28	16.95%	7.04	8.18	16.19%
CASK-excl Fuel (Usc)	5.04	5.98	18.65%	4.97	5.95	19.72%
Cargo yield (usc)	57.96	82.21	41.84%	49.57	84.49	70.45%

### GARUDA INDONESIA (INTERNATIONAL)

Passanger Carried	371,515.00	307,445.00	-17.25%	1,966,020.00	1,843,637.00	-6.22%
ASK (000)	2,513,958.00	2,314,183.47	-7.95%	12,534,450.45	12,598,563.55	0.51%
RPK (000)	1,584,371.46	1,356,064.27	-14.41%	8,656,839.92	8,420,831.22	-2.73%
SLF (%)	63.02	58.60	-4.42 pp	69.06	66.84	-2.22 pp
Passanger Yield (Usc)	5.73	6.28	9.60%	5.95	5.99	0.67%
Cargo Carried (Ton)	8,577.54	9,236.78	7.69%	47,235.54	44,955.21	-4.83%
CASK (Usc)	5.51	6.07	10.16%	5.42	5.63	3.87%
CASK-excl Fuel (Usc)	3.78	4.17	10.32%	3.70	3.84	3.78%
Cargo yield (usc)	24.80	18.18	-26.69%	20.00	16.36	-18.20%

## GARUDA INDONESIA MAIN BRAND

Passanger Carried	1,939,036.00	1,407,230.00	-27.43%	9,598,418.00	7,611,669.00	-20.70%
ASK (000)	4,397,545.04	3,716,691.34	-15.48%	21,877,651.70	19,622,255.20	-10.31%
RPK (000)	2,975,401.87	2,330,662.71	-21.67%	15,328,101.68	13,523,699.60	-11.77%
SLF (%)	67.66	62.71	-4.95 pp	70.06	68.92	-1.14 pp
Passanger Yield (Usc)	6.58	8.44	28.27%	6.73	7.90	17.38%
Cargo Carried (Ton)	28,918,403.91	24,636,649.54	-14.81%	150,611.21	122,106.31	-18.93%
CASK (Usc)	6.18	6.90	11.65%	6.11	6.54	7.04%
CASK-excl Fuel (Usc)	4.32	4.86	12.50%	4.24	4.59	8.25%
Cargo yield (usc)	36.61	35.37	-3.39%	29.85	35.42	18.66%

## CITILINK

Passanger Carried	1,278,392.00	735,638.00	-42.46%	5,662,283.00	4,646,321.00	-17.94%
ASK (000)	1,222,993.74	974,411.50	-20.33%	5,743,541.40	5,299,586.62	-7.73%
RPK (000)	1,034,193.19	596,490.54	-42.32%	4,528,701.92	3,795,123.87	-16.20%
SLF (%)	84.56	61.22	-23.34 pp	78.85	71.61	-7.24 pp
Passanger Yield (Usc)	4.51	9.09	101.55%	4.64	7.94	71.12%
Cargo Carried (Ton)	7,883,283.00	5,956,125.58	-24.45%	36,279.07	29,677.88	-18.20%
CASK (Usc)	4.85	5.91	21.86%	4.77	5.48	14.88%
CASK-excl Fuel (Usc)	2.85	4.04	41.75%	2.85	3.69	29.47%
Cargo yield (usc)	43.71	118.10	170.19%	41.09	109.44	166.34%

## SRIWIJAYA GROUP

Passanger Carried*	1,043,496.00	628,424.00	-39.78%	5,260,984.00	3,662,812.00	-30.38%
ASK (000)	1,156,423.16	815,949.01	-29.44%	5,616,106.16	4,334,644.91	-22.82%
RPK (000)	907,692.84	549,859.89	-39.42%	4,409,802.65	3,104,672.70	-29.60%
SLF (%)	78.49	67.39	-11.10 pp	78.52	71.62	-6.90 pp
Cargo Carried (Ton)	7,165.45	5,596.29	-21.90%	32,930.83	27,497.75	-16.50%
Passanger Yield (IDR)	553.72	1,010.20	82.44%	539.91	1,004.01	85.96%
CASK (IDR)	698.38	788.05	12.84%	686.10	953.90	39.03%
CASK-excl Fuel (IDR)	374.24	590.64	57.82%	394.50	652.98	65.52%
Cargo yield (IDR)	6,038.79	15,417.23	155.30%	5,998.67	13,735.45	128.97%

## SRIWIJAYA AIR

Passanger Carried	795,959.00	466,035.00	-41.45%	4,029,646.00	2,816,860.00	-30.10%
ASK (000)	959,408.48	666,411.00	-30.54%	3,663,298.09	3,589,859.91	-2.00%
RPK (000)	755,567.19	446,639.20	-40.89%	2,888,457.07	2,593,428.19	-10.21%
SLF (%)	78.75	67.02	-11.73 pp	78.85	72.24	-6.61 pp
Passanger Yield (IDR)	483.51	939.13	94.23%	486.17	941.70	93.70%
Cargo Carried (Ton)	6,320.63	4,963.80	-21.47%	22,640.43	24,607.16	8.69%
CASK (IDR)	705.59	797.15	12.98%	668.78	953.68	42.60%
CASK-excl Fuel (IDR)	388.94	613.72	57.79%	396.28	672.87	69.80%
Cargo yield (IDR)	5,760.65	15,051.11	161.27%	5,715.16	13,342.02	133.45%

## NAM AIR

Passanger Carried	247,537.00	162,389.00	-34.40%	1,231,338.00	845,952.00	-31.30%
ASK (000)	197,014.68	149,538.01	-24.10%	1,002,307.52	744,785.00	-25.69%
RPK (000)	152,125.65	103,220.70	-32.15%	768,583.70	511,244.51	-33.48%
SLF (%)	77.22	69.03	-8.19 pp	76.68	68.64	-8.04 pp
Passanger Yield (IDR)	902.44	1,317.68	46.01%	795.38	1,320.11	65.97%
Cargo Carried (Ton)	844.82	632.49	(0.25)	4,012.73	2,890.60	-27.96%
CASK (IDR)	663.29	747.49	12.70%	671.91	954.96	42.13%
CASK-excl Fuel (IDR)	302.69	487.76	61.14%	301.47	557.14	84.81%
Cargo yield (IDR)	8,689.13	19,216.90	121.16%	8,397.04	18,621.16	121.76%

