

# INVESTOR UPDATE

JANUARY 2014

Garuda Indonesia 

In January 2014, Garuda Indonesia Group carried 2,196,547 passengers, representing a 29.1% growth year on year, while frequencies were up by 26.3%. The RPK (Revenue Passenger Kilometres) grew 26.1% over the same period last year, in line with 25.1% growth in production capacity (Available Seat Kilometres/ASK). As a result, the group seat load factor slightly increased by 0.5 percentage points to 67.6%. We received one aircraft B737-800NG to add up our fleet in January 2014.

## DOMESTIC PASSENGER SERVICES

The number of passengers carried on our domestic service increased by 26.2% to 1,298,673 passengers. Our domestic traffic (RPK) was up 23.6% from previous year, in line with 17.6% growth in production capacity (ASK). This has sent our domestic seat load factor to increase by 3.2 percentage points to 66.9%.

## INTERNATIONAL PASSENGER SERVICES

We carried 328,127 passengers on international service, or 13% higher than that of corresponding period last year. Production capacity (ASK) recorded a 28.3% growth, while international traffic (RPK) increased by 21.6% from previous year. As a result, international SLF decreased by 3.6 percentage points to 65.1% as growth in traffic lagged by increasing capacity.

## CITILINK

Citilink maintained significant performance in number of passengers, traffic, and capacity during January 2014. The number of passengers carried was 569,867, representing a 49.2% growth year on year. The capacity (ASK) increased by 37.7% against 49.7% growth in traffic (RPK). Consequently, the load factor rose to 78.7% or 6.3 percentage points higher than that of previous year.

## FLEET STRUCTURE

| Fleet Structure     | Jan 2013   | Dec 2013   | Jan 2014   |
|---------------------|------------|------------|------------|
| B737-300            | 3          | 3          | 3          |
| B737-500            | 5          | 4          | 4          |
| B737-800 NG         | 55         | 65         | 66         |
| CRJ-1000            | 5          | 12         | 12         |
| ATR72-600           | -          | 2          | 2          |
| <b>Narrow Body</b>  | <b>68</b>  | <b>86</b>  | <b>87</b>  |
| B747-400            | 2          | 2          | 2          |
| B777-300ER          | -          | 4          | 4          |
| A330-200            | 9          | 11         | 11         |
| A330-300            | 6          | 7          | 7          |
| <b>Wide Body</b>    | <b>17</b>  | <b>24</b>  | <b>24</b>  |
| <b>Garuda</b>       | <b>85</b>  | <b>110</b> | <b>111</b> |
| B737-300            | 6          | 5          | 4          |
| B737-400            | 1          | 1          | -          |
| A320-200            | 14         | 24         | 24         |
| <b>Citilink</b>     | <b>21</b>  | <b>30</b>  | <b>28</b>  |
| <b>Total Fleets</b> | <b>106</b> | <b>140</b> | <b>139</b> |

## APPENDIX 1. MONTHLY OPERATING STATISTIC, JANUARY 2014

### GROUP TOTAL

|                        | JANUARY   |           |          | YEAR TO DATE |           |          |
|------------------------|-----------|-----------|----------|--------------|-----------|----------|
|                        | 2013      | 2014      | Change   | 2013         | 2014      | Change   |
| Pax Carried            | 1,700,975 | 2,196,547 | 29.1%    | 1,700,975    | 2,196,547 | 29.1%    |
| ASK (000)              | 3,318,986 | 4,150,833 | 25.1%    | 3,318,986    | 4,150,833 | 25.1%    |
| RPK (000)              | 2,226,983 | 2,807,212 | 26.1%    | 2,226,983    | 2,807,212 | 26.1%    |
| SLF                    | 67.1%     | 67.6%     | 0.5 pts  | 67.1%        | 67.6%     | 0.5 pts  |
| Aircraft Utilization * | 11:01     | 10:30     | -00:30   | 11:01        | 10:30     | -00:30   |
| Frequencies            | 14,918    | 18,837    | 26.3%    | 14,918       | 18,837    | 26.3%    |
| OTP *                  | 88.5%     | 83.9%     | -4.6 pts | 88.5%        | 83.9%     | -4.6 pts |
| Cargo Carried (Ton)    | 26,851    | 31,484    | 17.3%    | 26,851       | 31,484    | 17.3%    |
| CLF                    | 42.6%     | 35.8%     | -6.8 pts | 42.6%        | 35.8%     | -6.8 pts |
| Fuel Price (USD/Liter) | 0.90      | 0.92      | 2.3%     | 0.90         | 0.92      | 2.3%     |

### DOMESTIC

|             | JANUARY   |           |         | YEAR TO DATE |           |         |
|-------------|-----------|-----------|---------|--------------|-----------|---------|
|             | 2013      | 2014      | Change  | 2013         | 2014      | Change  |
| Pax Carried | 1,029,057 | 1,298,673 | 26.2%   | 1,029,057    | 1,298,673 | 26.2%   |
| ASK (000)   | 1,361,717 | 1,601,510 | 17.6%   | 1,361,717    | 1,601,510 | 17.6%   |
| RPK (000)   | 867,584   | 1,072,183 | 23.6%   | 867,584      | 1,072,183 | 23.6%   |
| SLF         | 63.7%     | 66.9%     | 3.2 pts | 63.7%        | 66.9%     | 3.2 pts |

### INTERNATIONAL

|             | JANUARY   |           |          | YEAR TO DATE |           |          |
|-------------|-----------|-----------|----------|--------------|-----------|----------|
|             | 2013      | 2014      | Change   | 2013         | 2014      | Change   |
| Pax Carried | 290,119   | 328,187   | 13.1%    | 290,119      | 328,187   | 13.1%    |
| ASK (000)   | 1,551,904 | 1,991,195 | 28.3%    | 1,551,904    | 1,991,195 | 28.3%    |
| RPK (000)   | 1,065,906 | 1,295,649 | 21.6%    | 1,065,906    | 1,295,649 | 21.6%    |
| SLF         | 68.7%     | 65.1%     | -3.6 pts | 68.7%        | 65.1%     | -3.6 pts |

### CITILINK

|             | JANUARY |         |         | YEAR TO DATE |         |         |
|-------------|---------|---------|---------|--------------|---------|---------|
|             | 2013    | 2014    | Change  | 2013         | 2014    | Change  |
| Pax Carried | 381,799 | 569,687 | 49.2%   | 381,799      | 569,687 | 49.2%   |
| ASK (000)   | 405,366 | 558,128 | 37.7%   | 405,366      | 558,128 | 37.7%   |
| RPK (000)   | 293,493 | 439,379 | 49.7%   | 293,493      | 439,379 | 49.7%   |
| SLF         | 72.4%   | 78.7%   | 6.3 pts | 72.4%        | 78.7%   | 6.3 pts |

#### 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 GA and Citilink, except for aircraft utilization and OTP are for mainbrand only.

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