

INVESTOR UPDATE

MARCH 2015

Garuda Indonesia 

Garuda Indonesia showed improvement in operational result in March 2015. Number of passengers carried by the group reached 2,718,162 or 24.02% higher compare the same month previous year. This improvement followed by demands / RPK significantly grew by 22.75%, and the load factor increased by 8.7 percentage points to 76.6%. Whereas the result of production / ASK grew 8.82% compare the same month previous year. Company has successfully manage the RPK growth higher compare to ASK growth. The frequencies were up 15.14% to 20,784 year-on-year. During the month of March, the aircraft utilization recorded slightly decrease by 53 minutes, from 09:56 hours to 09:03 hours per day. The utilization declining as impact of route restructuring in the year 2015. The average age of fleet could be managed become 5.4 years in this period.

DOMESTIC PASSENGER SERVICES

In domestic, Garuda carried 1,606,296 passengers during the month of March, or increased 16.57% compare the same period previous year. Demands in March 2015 is remaining strong, as RPK still expand higher than the ASK growth. Domestic demands (RPK) recorded expand by 20.11% while the ASK grew 15.51% compare the same month previous year. The domestic load factor increase by 2.9 percentage points to 75.8%. In this March, the domestic passenger service shown an improve performance, as the domestic demands remain strong even if its low season period.

INTERNATIONAL PASSENGER SERVICES

The international passenger service also shown better performance in March 2015, number of passenger carried reached 349,884 or 14.87% higher compare to same period previous year. The capacity (ASK) recorded decrease 3.97%, while the growth of demands (RPK) by 15.61% and the load factor grew by 12.7%. The lower production in international services is a continuation from quick wins programs held by the company, reduce unprofitable international routes.

CITILINK

The Strategic Business Unit (SBU) Citilink is continuing to show a great achievement in the month of March. The number of passenger carried increased by 49.66% to 761,982. The demands in March expanded by 51.62%, whereas at the same time ASK also expanded by 32.46%. The load factor recorded increase by 10.4 percentage points to 82.4%. From the data above, we could say that the demands for domestic market still going strong, for both LCC (Low Cost Carrier) and FSC (Full Service Carrier) market.

FLEET STRUCTURE

	Mar 2014	Dec 2014	Mar 2015
B737-300	3	1	1
B737-500	4	4	4
B737-800 NG	66	75	78
CRJ-1000	13	15	15
ATR72-600	3	8	8
Narrow Body	89	103	106
B747-400	2	2	2
B777-300ER	4	6	6
A330-200	11	11	11
A330-300	7	11	11
Wide Body	24	30	30
Garuda	113	133	136
B737-300	4	4	4
A320-200	24	32	34
Citilink	28	36	38
Total Fleets	141	169	174

APPENDIX 1. MONTHLY OPERATING STATISTIC, MARCH 2015

GROUP TOTAL

	MARCH			YEAR TO DATE		
	2014	2015	Change	2014	2015	Change
Pax Carried	2,191,661	2,718,162	24.02%	6,427,978	7,601,395	18.25%
ASK (000)	4,024,286	4,379,174	8.82%	11,824,993	12,927,844	9.33%
RPK (000)	2,731,681	3,353,161	22.75%	8,086,131	9,719,230	20.20%
SLF (%)	67.9	76.6	8.7	68.4	75.2	6.8
Aircraft Utilization *	09:56	09:03	-0:53	10:10	09:15	-0:55
Frequencies	18,051	20,784	15.14%	53,627	59,317	10.61%
OTP *	89.35%	91.52%	2.17%	85.85%	89.11%	3.26%
Cargo Carried (Ton)	34,085	35,632	4.54%	94,608	104,050	9.98%
CLF	40.5%	43.4%	2.9	37.2%	41.4%	4.2
Fuel Price (USD/Liter)	0.89	0.55	-38.27%	0.89	0.55	-38.20%

DOMESTIC

	MARCH			YEAR TO DATE		
	2014	2015	Change	2014	2015	Change
Pax Carried	1,377,919	1,606,296	16.57%	3,951,280	4,479,923	13.38%
ASK (000)	1,616,981	1,867,850	15.51%	4,664,439	5,334,403	14.36%
RPK (000)	1,178,827	1,415,898	20.11%	3,332,524	3,945,135	18.38%
SLF (%)	72.9	75.8	2.9	71.4	74.0	2.6

INTERNATIONAL

	MARCH			YEAR TO DATE		
	2014	2015	Change	2014	2015	Change
Pax Carried	304,590	349,884	14.87%	906,647	1,064,578	17.42%
ASK (000)	1,859,398	1,785,559	-3.97%	5,558,854	5,611,202	0.94%
RPK (000)	1,158,472	1,339,302	15.61%	3,536,234	4,194,190	18.61%
SLF (%)	62.3	75.0	12.7	63.6	74.8	11.2

CITILINK

	MARCH			YEAR TO DATE		
	2014	2015	Change	2014	2015	Change
Pax Carried	509,152	761,982	49.66%	1,570,051	2,056,894	31.01%
ASK (000)	547,907	725,764	32.46%	1,601,700	1,982,239	23.76%
RPK (000)	394,383	597,961	51.62%	1,217,373	1,579,905	29.78%
SLF (%)	72.0	82.4	10.4	76.0	79.7	3.7

Notes:

Number of passenger carried is calculated on the basis of origin 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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