

JULY 2015 OPERATIONAL RESULT

Garuda Group result in July 2015 still on positive track, recorded **32.97% higher passenger carried** yoy, followed by increase by 7.68% in production (ASK) and higher demand (RPK) by 20.98%, company has successfully to maintaining higher RPK compare to ASK. Frequencies rose by 24.38% yoy, and the aircraft utilization keep maintain on 9:09 hours, same with the last year. The CASK has fell by 14.45%, which impacted from fuel price drop up to 32.18% yoy, from USD 0.87/Liter to USD 0.59/Litre. The CASK ex fuel also recorded lower compare to last year by 3.27% as a result of company efficiency program.

- **Two force majored incident happened in this month.** *First*, fire incident in JW Loung Terminal 2 Soekarno-Hatta International Airport, that caused damage on the reservation system. This is causing delayed even canceled in both domestic and international flight, the company has solved this incident by giving compensation and utilize wide body aircraft B747-400 in anticipation the cumulating of passenger. The loss incurred will be charged to Angkasa Pura II. *Second*, the eruption of Mt. Raung impacted cancel and delay on some flights to Surabaya, Malang and Denpasar, this incident repeated until 4 days during this month. Those two force major above impacted On Time Performance (OTP), which has fell 13.39 points from 92.73% to 79.34% .
- **Domestic Sector positive performance.** Total passenger carried increase 30.20% yoy, followed higher RPK to 26.94% than the ASK by 16.52%. This has sent the SLF up to 6.8 pts to 82.2%. The CASK has fell to 16.57% as an impact of fuel price drop, and the CASK ex fuel also lower to 8.65% as the reflection of the company commitment to cost efficiency program.
- **International Sector maintain improvement**, in the slow down economic condition that makes people tend to stay than travelling abroad. Total passenger carried rose by 10.87% yoy. The RPK were up 2.78% , and the ASK has fell to 11.83% yoy. The decreasing of ASK mainly caused by no operation flight to Jeddah due to preparation for Hajj season.
- **Citilink showing significant result.** Total Passenger carried increase up to 51.73% yoy, followed by the rose of ASK by 46.76% yoy and the RPK by 56.72% yoy. This has sent the SLF increase 5.3 pts to 82.3% , a sufficient result to BEP for LCC.
- **Add Frequency to Amsterdam**, from 5 times/week to 6 times/week via Singapore, to accommodate the increasing demand in Europe destinations.

Fleet Structure	July 2014	Dec 2014	July 2015
B737-300	1	1	-
B737-500	4	4	1
B737-800NG	70	75	80
CRJ-1000	15	15	15
ATR72-600	6	8	10
Narrow Body	96	103	106
B747-400	2	2	2
B777-300ER	5	6	7
A330-200	11	11	10
A330-300	7	11	11
Wide Body	25	30	30
Garuda	121	133	136
B737-300	4	4	5
B737-500	-	-	3
A320-200	26	32	35
Citilink	30	36	43
Total Fleets	151	169	179

MONTHLY INVESTOR UPDATE

GA GROUP		July 2014	July 2015	Change	YTD 2014	YTD 2015	Change
	Pax Carried	2,355,131	3,131,599	32.97%	15,662,482	19,032,560	21.52%
	ASK (000)	4,170,208	4,490,507	7.68%	28,493,068	30,572,794	7.30%
	RPK (000)	3,000,768	3,630,462	20.98%	19,789,169	23,392,430	18.21%
	SLF (%)	72.0	80.9	8.9 pts	69.45	76.5	10.17%
	Aircraft Utilization*	9:09	9:09	00:00	9:57	9:12	00:45
	Frequencies	18,193	22,628	24.38%	125,761	145,084	15.36%
	OTP*	92.73%	79.34%	-13.39	89.05%	88.09%	0.96
	Cargo Carried (Ton)	31,809	24,984	-21.46%	225,318	201,107	-10.75%
	CLF (%)	24.4	19.4	-12.3 pts	27.4	23.2	-4.1 pts
	Passanger Yield (Usc)	8.5	7.6	-10.20%	8.5	7.5	-11.96%
	CASK (Usc)	7.7	6.6	-14.45%	7.6	6.5	-14.66%
	CASK-excl Fuel (Usc)	4.6	4.4	-3.27%	4.5	4.5	0.00%
	Fuel Price (USD/Liter)	0.87	0.59	-32.18%	0.87	0.56	-35.63%

DOM		July 2014	July 2015	Change	YTD 2014	YTD 2015	Change
	Pax Carried	1,408,771	1,834,235	30.20%	9,561,875	11,266,575	17.83%
	ASK (000)	1,642,222	1,913,557	16.52%	11,217,902	12,833,182	14.40%
	RPK (000)	1,239,538	1,573,470	26.94%	8,227,738	9,839,863	19.59%
	SLF (%)	75.48	82.2	6.8 pts	73.34	76.7	3.3
	Passanger Yield (Usc)	8.7	8.3	-4.39%	9.93	8.7	-12.89%
	CASK (Usc)	8.6	7.2	-16.57%	8.58	7.2	-16.67%
	CASK-excl Fuel (Usc)	5.3	4.9	-8.65%	5.23	5.0	-4.78%

INTL		July 2014	July 2015	Change	YTD 2014	YTD 2015	Change
	Pax Carried	339,136	376,012	10.87%	2,210,539	2,498,991	13.05%
	ASK (000)	1,934,060	1,705,301	-11.83%	13,408,120	12,671,655	-5.49%
	RPK (000)	1,303,729	1,340,011	2.78%	8,578,931	9,462,701	10.30%
	SLF (%)	67.41	78.6	11.2 pts	63.98	74.7	10.7
	Passanger Yield (Usc)	8.2	7.2	-12.28%	8.0	7.1	-11.54%
	CASK (Usc)	7.5	6.7	-10.49%	7.3	6.3	-12.69%
	CASK-excl Fuel (Usc)	4.5	4.6	3.39%	4.3	4.4	3.75%

CITILINK		July 2014	July 2015	Change	YTD 2014	YTD 2015	Change
	Pax Carried	607,224	921,352	51.73%	3,890,068	5,266,994	35.40%
	ASK (000)	593,925	871,649	46.76%	3,867,044	5,067,947	31.05%
	RPK (000)	457,500	716,981	56.72%	2,982,499	4,089,866	37.13%
	SLF (%)	77.0	82.3	5.3 pts	77.1	80.7	3.6 pts
	Passanger Yield (Usc)	7.1	6.9	-3.52%	6.5	5.9	-8.84%
	CASK (Usc)	5.8	5.0	-13.72%	5.7	5.0	-12.05%
	CASK-excl Fuel (Usc)	2.8	3.1	9.51%	2.8	3.2	12.01%

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