

# Inner Features

OCTOBER 2020

## MONTHLY OPERATIONAL INDICATOR

INDICATOR	OCT 2019	YOY	SEPT 2020	MOM	OCT 2020	YTD OCT 2019	YTD OCT 2020	YOY
<b>GARUDA INDONESIA GROUP</b>								
Passanger Carried*	2,703,280.00	-72.65%	537,177.00	37.62%	739,268.00	25,981,544.00	8,743,785.00	-66.35%
ASK (000)	4,667,737.83	-51.85%	1,761,681.89	27.57%	2,247,375.87	47,599,797.21	21,888,184.41	-54.02%
RPK (000)	3,583,328.88	-80.12%	524,979.20	35.70%	712,383.37	34,854,427.64	10,489,376.55	-69.91%
SLF (%)	76.77	-45.07 pp	29.80	1.90 pp	31.70	73.22	47.92	-25.30 pp
Aircraft Utilization (Hour)**	07:25	-1:28	05:26	0:31	05:57	07:46	04:47	-2:59
Frequency	19,860.00	-45.12%	9,066.00	20.22%	10,899.00	193,838.00	100,836.00	-47.98%
OTP**	86.00	8.90 pp	96.70	-1.80 pp	94.90	91.70	94.40	2.70 pp
Fuel Burn (Liter)	154,156,493.95	-55.28%	54,415,083.13	26.69%	68,940,574.88	1,557,149,566.06	686,819,746.58	-55.89%
Block Hours	42,690.48	-49.96%	17,244.06	23.89%	21,364.01	421,186.42	203,921.62	-51.58%
Cargo Carried (Ton)	26,495.63	-17.04%	20,453.55	7.47%	21,980.94	282,588.12	183,201.70	-35.17%
CLF (%)	46.71	24.42 pp	79.73	-8.60 pp	71.13	51.21	68.79	17.58 pp
Passanger Yield (USc)	7.62	-13.46%	6.55	0.67%	6.59	8.03	7.21	-10.27%
CASK (USc)	6.42	-2.83%	6.38	-2.22%	6.24	6.41	6.97	8.64%
CASK-Excl Fuel (USc)	4.41	17.21%	5.25	-1.42%	5.17	4.44	5.42	22.11%
Fuel Price (USc/Liter)	60.70	-42.88%	36.60	-5.29%	34.67	60.25	49.16	-18.39%
Cargo Yield (USc)	51.58	31.52%	62.12	9.20%	67.84	43.00	56.99	32.53%

### October 2020: The Group Reached 48.15% Capacity in Normal Condition Last Year

The Group carried 739.27K passengers, or reached 27.35% passengers in normal condition last year. Comparing September 2020, it increased by 37.62% MoM from 537.18K passengers. The Group's capacity (ASK) is also increased by 27.57% MoM and reached 48.15% capacity in normal condition last year due to long-weekend in October 2020. Aligning with our capacity, aircraft utilization also improved by 31 minutes MoM to be 05:57 hours mainly due to passenger and cargo extra and charter flights since the COVID-19 pandemic. The Group has been optimizing its cargo business through cargo charter and retail (KirimAja) services to survive in this difficult time. Adding cargo capacity from east Indonesia to Narita Japan, Hongkong and Singapore has significant impact to our cargo performance. With this strategy, cargo carried from international segment improved 28.23% MoM and reached 106.90% of international cargo carried in normal condition last year. Further, The Group's cargo carried also improved by 7.47% MoM or reached 82.96% cargo carried in normal condition last year.

From financial perspective, Garuda Domestic passenger yield increased by 6.89% MoM to be USc10.25% mainly due to improving traffic in long-weekend of October 2020. Further, The Group's unit cost of CASK and CASK Excl Fuel were more efficient due to bigger capacity (ASK) in October 2020. The unit cost of CASK and CASK Excl Fuel are decreased by 2.22% MoM and 1.42% MoM consecutively. Improving traffic and capacity meaning greater cost efficiency to the Group.

Our subsidiary, Citilink, also showed significant improvement in October 2020. Citilink carried 432.57K passengers, or reached 44.47% passengers in normal condition last year. The capacity (ASK) decreased by 22.31% MoM and reached 71.70% capacity in normal condition last year. Citilink's passenger yield slightly increased by 0.11% MoM but cargo yield increased by 23.01% MoM to boost profitability. Following Garuda Main Brand, Citilink is also optimizing its cargo services in COVID-19 pandemic. It carried 5.26K ton cargo, improved by 6.34% MoM or reached 94.15% cargo carried in normal condition last year.

INDICATOR	OCT 2019	YOY	SEPT 2020	MOM	OCT 2020	YTD OCT 2019	YTD OCT 2020	YOY
<b>GARUDA INDONESIA DOMESTIC</b>								
Passanger Carried*	1,383,523.00	-78.72%	222,979.00	32.04%	294,412.00	12,545,086.00	3,629,825.00	-71.07%
ASK (000)	1,540,667.64	-38.29%	755,289.72	25.88%	950,750.56	14,494,933.51	7,513,441.18	-48.17%
RPK (000)	1,263,661.94	-77.43%	222,570.57	28.12%	285,153.23	11,218,523.84	3,372,000.24	-69.94%
SLF (%)	82.02	-52.03 pp	29.47	0.52 pp	29.99	77.40	44.88	-32.52 pp
Passanger Yield (USc)	10.08	1.62%	9.59	6.89%	10.25	10.77	10.19	-5.42%
Cargo Carried (Ton)	14,777.36	-31.20%	10,395.26	-2.20%	10,166.42	148,224.57	92,082.24	-37.88%
CASK (USc)	7.64	4.90%	8.06	-0.53%	8.01	8.09	9.25	14.42%
CASK-Excl Fuel (USc)	5.36	27.08%	6.80	0.04%	6.81	5.82	7.47	28.53%
Cargo Yield (USc)	90.90	23.04%	95.33	17.32%	111.84	86.84	96.92	11.60%

<b>GARUDA INDONESIA INTERNATIONAL</b>								
Passanger Carried*	347,084.00	-96.46%	10,406.00	18.10%	12,289.00	3,592,932.00	744,208.00	-79.29%
ASK (000)	2,012,202.44	-75.29%	352,866.93	40.93%	497,304.22	22,314,543.74	7,031,077.17	-68.49%
RPK (000)	1,560,784.15	-96.28%	45,818.89	26.73%	58,066.68	15,708,457.99	3,517,605.96	-77.61%
SLF (%)	77.57	-65.89 pp	12.98	-1.31 pp	11.68	70.40	50.03	-20.37 pp
Passanger Yield (USc)	5.75	51.40%	9.24	-5.76%	8.71	6.17	6.19	0.38%
Cargo Carried (Ton)	6,129.75	6.90%	5,110.30	28.23%	6,552.97	79,198.49	43,837.80	-44.65%
CASK (USc)	5.97	2.35%	6.84	-10.71%	6.11	5.75	6.72	16.84%
CASK-Excl Fuel (USc)	4.07	27.43%	5.84	-11.22%	5.18	3.90	5.14	31.78%
Cargo Yield (USc)	17.72	110.53%	32.83	13.64%	37.30	15.45	23.87	54.45%

INDICATOR	OCT 2019	YOY	SEPT 2020	MOM	OCT 2020	YTD OCT 2019	YTD OCT 2020	YOY
<b>GARUDA INDONESIA MAIN BRAND</b>								
Passanger Carried*	1,730,607.00	-82.28%	233,385.00	31.41%	306,701.00	16,138,018.00	4,374,033.00	-72.90%
ASK (000)	3,552,870.08	-59.24%	1,108,156.64	30.67%	1,448,054.78	36,809,477.25	14,544,518.35	-60.49%
RPK (000)	2,824,446.10	-87.85%	268,389.46	27.88%	343,219.90	26,926,981.83	6,889,606.19	-74.41%
SLF (%)	79.50	-55.80 pp	24.22	-0.52 pp	23.70	73.15	47.37	-25.78 pp
Passanger Yield (USc)	7.69	29.88%	9.53	4.82%	9.99	8.08	8.15	0.76%
Cargo Carried (Ton)	20,907.11	-20.03%	15,505.56	7.83%	16,719.39	227,423.06	135,920.05	-40.23%
CASK (USc)	6.69	9.96%	7.67	-4.04%	7.36	6.67	8.03	20.34%
CASK-Excl Fuel (USc)	4.63	35.07%	6.50	-3.81%	6.25	4.65	6.35	36.34%
Cargo Yield (USc)	44.24	35.05%	56.46	5.81%	59.74	36.88	49.49	34.19%

<b>CITILINK</b>								
Passanger Carried*	972,673.00	-55.53%	303,792.00	42.39%	432,567.00	9,843,526.00	4,369,752.00	-55.61%
ASK (000)	1,114,867.75	-28.30%	653,525.25	22.31%	799,321.09	10,790,319.96	7,343,666.06	-31.94%
RPK (000)	758,882.78	-51.35%	256,589.75	43.87%	369,163.46	7,927,445.81	3,599,770.36	-54.59%
SLF (%)	68.07	-21.88 pp	39.26	6.92 pp	46.18	73.47	49.02	-24.45 pp
Passanger Yield (USc)	7.36	-53.27%	3.44	0.11%	3.44	7.86	5.41	-31.11%
Cargo Carried (Ton)	5,588.52	-5.85%	4,947.99	6.34%	5,261.55	55,165.06	47,281.65	-14.29%
CASK (USc)	5.54	-24.18%	4.19	0.32%	4.20	5.53	4.87	-12.06%
CASK-Excl Fuel (USc)	3.74	-13.69%	3.13	3.00%	3.22	3.72	3.60	-3.19%
Cargo Yield (USc)	117.81	8.51%	103.93	23.01%	127.84	111.23	108.49	-2.47%

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.

# FLEET STRUCTURE

	Boeing 777-300ER	10
	Airbus A330-900Neo	3
	Airbus A330-300	17
	Airbus A330-200	7
<b>WIDE BODY</b>		<b>37</b>
	Boeing 737 MAX 8	1
	Boeing 737-800NG	73
	Bombardier CRJ1000	18
	ATR72-600	13
<b>NARROW BODY</b>		<b>105</b>
<b>GARUDA INDONESIA</b>		<b>142</b>
	Airbus A330-900Neo	2
<b>WIDE BODY</b>		<b>2</b>
	Airbus A320-200 Neo	10
	Airbus A320-200	41
	ATR72-600	7
	Boeing 737-300/500	8
<b>NARROW BODY</b>		<b>66</b>
<b>CITILINK</b>		<b>68</b>
<b>GARUDA INDONESIA GROUP</b>		<b>210</b>