

# Inner Features

## SEPTEMBER 2020

### MONTHLY OPERATIONAL INDICATOR

INDICATOR	SEPT 2019	YOY	AUG 2020	MOM	SEPT 2020	YTD SEPT 2019	YTD SEPT 2020	YOY
<b>GARUDA INDONESIA GROUP</b>								
Passanger Carried*	2,553,121.00	-78.96%	571,474.00	-6.00%	537,177.00	23,278,264.00	8,004,517.00	-65.61%
ASK (000)	4,241,593.39	-58.47%	1,576,466.10	11.75%	1,761,681.89	42,932,059.38	19,640,808.54	-54.25%
RPK (000)	3,254,911.32	-83.87%	530,862.39	-1.11%	524,979.20	31,271,098.76	9,776,993.18	-68.73%
SLF (%)	76.74	-46.94 pp	33.67	-3.87 pp	29.80	72.84	49.78	-23.06 pp
Aircraft Utilization (Hour)**	07:25	-1:59	05:10	0:16	05:26	07:49	04:40	-3:09
Frequency	18,871.00	-51.96%	8,914.00	1.71%	9,066.00	173,978.00	89,937.00	-48.31%
OTP**	90.20	6.50 pp	95.30	1.40 pp	96.70	92.30	94.30	2.00 pp
Fuel Burn (Liter)	140,187,484.27	-61.18%	49,119,312.29	10.78%	54,415,083.13	1,402,993,072.11	617,879,171.70	-55.96%
Block Hours	39,783.73	-56.66%	16,242.00	6.17%	17,244.06	378,495.94	182,557.61	-51.77%
Cargo Carried (Ton)	26,534.07	-22.92%	15,476.37	32.16%	20,453.55	256,092.50	161,220.76	-37.05%
CLF (%)	56.36	23.37 pp	79.42	0.32 pp	79.73	51.67	68.48	16.82 pp
Passanger Yield (USc)	7.95	-17.60%	6.77	-3.24%	6.55	8.08	7.25	-10.24%
CASK (USc)	6.66	-4.28%	6.74	-5.33%	6.38	6.41	7.02	9.46%
CASK-Excl Fuel (USc)	4.70	11.53%	5.60	-6.26%	5.25	4.45	5.42	21.95%
Fuel Price (USc/Liter)	59.26	-38.24%	36.55	0.15%	36.60	60.20	50.78	-15.64%
Cargo Yield (USc)	42.04	47.76%	74.57	-16.69%	62.12	42.21	55.51	31.53%

#### September 2020: The Group Reached 41.53% Capacity in Normal Condition Last Year

The Group carried 537.18K passengers, or reached 21.04% passengers in normal condition last year. The capacity (ASK) increased by 11.75% MoM and reached 41.53% capacity in normal condition last year. Aligning with our capacity, aircraft utilization also improved by 16 minutes MoM to be 05:26 hours mainly due to passenger and cargo extra and charter flights since the COVID-19 pandemic. In this pandemic era, the Group has been optimizing its cargo business through cargo charter and retail (KirimAja) services to survive in this difficult time. By having this strategy, cargo carried also improved by 32.16% MoM or reached 77.08% cargo carried in normal condition last year. Aligning with cargo carried, the Group Cargo Load Factor (CLF) also improved by 0.32 pp MoM to be 79.73%

From financial perspective, Garuda Domestic passenger yield slightly decreased by 4.14% MoM to be US\$9.59. In the other hand, Garuda International passenger yield increased by 5.87% MoM to be US\$9.24. Further, The unit cost of CASK and CASK Excl Fuel were more efficient due to bigger capacity (ASK) in September 2020. The unit cost of CASK and CASK Excl Fuel are decreased by 5.33% MoM and 6.26% MoM consecutively. Improving traffic and capacity meaning greater cost efficiency to the Group

Our subsidiary, Citilink, also showed significant improvement in September 2020. Citilink carried 303.80K passengers, or reached 31.41% passengers in normal condition last year. The capacity (ASK) slightly decreased by 4.81% MoM and reached 60.84% capacity in normal condition last year. Following Garuda Main Brand, Citilink is also optimizing its cargo services in COVID-19 pandemic. It carried 4.95K ton cargo, improved by 12.20% MoM or reached 91.41% cargo carried in normal condition last year.

INDICATOR	SEPT 2019	YOY	AUG 2020	MOM	SEPT 2020	YTD SEPT 2019	YTD SEPT 2020	YOY
<b>GARUDA INDONESIA DOMESTIC</b>								
Passanger Carried*	1,261,831.00	-82.33%	187,831.00	18.71%	222,979.00	11,161,563.00	3,335,413.00	-70.12%
ASK (000)	1,435,080.58	-47.37%	666,462.61	13.33%	755,289.72	12,954,265.87	6,562,690.62	-49.34%
RPK (000)	1,140,284.76	-80.48%	194,489.05	14.44%	222,570.57	9,954,861.90	3,086,847.01	-68.99%
SLF (%)	79.46	-49.99 pp	29.18	0.29 pp	29.47	76.85	47.04	-29.81 pp
Passanger Yield (USc)	10.53	-8.94%	10.00	-4.14%	9.59	10.86	10.18	-6.24%
Cargo Carried (Ton)	14,271.22	-27.16%	8,135.23	27.78%	10,395.26	133,447,209.01	81,915,823.65	-38.62%
CASK (USc)	8.16	-1.30%	9.02	-10.64%	8.06	8.14	9.40	15.49%
CASK-Excl Fuel (USc)	5.93	14.70%	7.70	-11.67%	6.80	5.87	7.54	28.44%
Cargo Yield (USc)	85.26	11.81%	102.27	-6.79%	95.33	86.39	95.20	10.19%
<b>GARUDA INDONESIA INTERNATIONAL</b>								
Passanger Carried*	324,100.00	-96.79%	10,055.00	3.49%	10,406.00	3,245,848.00	731,919.00	-77.45%
ASK (000)	1,732,408.67	-79.63%	223,426.03	57.93%	352,866.93	20,302,341.30	6,533,772.95	-67.82%
RPK (000)	1,341,117.25	-96.58%	42,313.42	8.28%	45,818.89	14,147,673.83	3,459,539.28	-75.55%
SLF (%)	77.41	-64.43 pp	18.94	-5.95 pp	12.98	69.68	52.95	-16.74 pp
Passanger Yield (USc)	6.10	51.43%	8.73	5.87%	9.24	6.21	6.15	-1.04%
Cargo Carried (Ton)	6,849.75	-25.39%	2,931.17	74.34%	5,110.30	73,068.74	37,284.83	-48.97%
CASK (USc)	6.12	11.80%	7.30	-6.32%	6.84	5.73	6.70	16.97%
CASK-Excl Fuel (USc)	4.29	36.01%	6.31	-7.42%	5.84	3.88	5.07	30.61%
Cargo Yield (USc)	10.83	203.17%	37.07	-11.46%	32.83	15.27	21.86	43.19%
<b>GARUDA INDONESIA MAIN BRAND</b>								
Passanger Carried*	1,585,931.00	-85.28%	197,886.00	17.94%	233,385.00	14,407,411.00	4,067,332.00	-71.77%
ASK (000)	3,167,489.25	-65.01%	889,888.64	24.53%	1,108,156.64	33,256,607.17	13,096,463.57	-60.62%
RPK (000)	2,481,402.00	-89.18%	236,802.47	13.34%	268,389.46	24,102,535.73	6,546,386.29	-72.84%
SLF (%)	78.34	-54.12 pp	26.61	-2.39 pp	24.22	72.47	49.99	-22.49 pp
Passanger Yield (USc)	8.14	17.11%	9.77	-2.49%	9.53	8.13	8.05	-1.00%
Cargo Carried (Ton)	21,120.97	-26.59%	11,066.40	40.11%	15,505.56	206,515.95	119,200.66	-42.28%
CASK (USc)	7.04	8.86%	8.59	-10.67%	7.67	6.67	8.05	20.78%
CASK-Excl Fuel (USc)	5.04	29.01%	7.35	-11.64%	6.50	4.66	6.31	35.45%
Cargo Yield (USc)	34.66	62.89%	68.18	-17.18%	56.46	36.22	48.08	32.77%
<b>CITILINK</b>								
Passanger Carried*	967,190.00	-68.59%	373,588.00	-18.68%	303,792.00	8,870,853.00	3,937,185.00	-55.62%
ASK (000)	1,074,104.14	-39.16%	686,577.47	-4.81%	653,525.25	9,675,452.21	6,544,344.97	-32.36%
RPK (000)	773,509.31	-66.83%	294,059.92	-12.74%	256,589.75	7,168,563.02	3,230,606.89	-54.93%
SLF (%)	72.01	-32.75 pp	42.83	-3.57 pp	39.26	74.09	49.36	-24.73 pp
Passanger Yield (USc)	7.36	-53.27%	4.35	-20.99%	3.44	7.91	5.64	-28.72%
Cargo Carried (Ton)	5,413.10	-8.59%	4,409.97	12.20%	4,947.99	49,576.55	42,020.10	-15.24%
CASK (USc)	5.54	-24.37%	4.34	-3.48%	4.19	5.53	4.95	-10.57%
CASK-Excl Fuel (USc)	3.73	-16.09%	3.33	-5.99%	3.13	3.72	3.65	-1.90%
Cargo Yield (USc)	114.72	-9.41%	109.60	-5.17%	103.93	110.48	106.05	-4.01%

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>