

# INNER FEATURES

## OPERATIONAL RESULT

AUGUST 2018

### GROWTH INDICATOR

Key Indicator	YTD AUG 2018	Change
Passenger Carried	25,705,545	7.71%
ASK (000)	43,028,477	3.60%
RPK (000)	32,309,517	3.95%
Frequencies	194,099	4.52%
OTP	89.40	2.80 pp
Cargo Carried (Ton)	294,677	1.95%

### The Seat Load Factor (SLF) Improves due to the Traffic of Asian Games Occasion.

Garuda Indonesia Group (The Group) carried 3,34 million passengers in August 2018, represents 8.09% increases compared to the same month last year. The strongest support on number of passenger comes from Citilink platform. This condition supported the Group's SLF to reach 80.61%, or improved by 3.15 pp from 77.46% last year.

The production (ASK) increased by 1.85% YoY as Citilink support the most to production increases. The GA Main Brand reduced the capacity to provide the Hajj flights of non-scheduled airline services. Fortunately, the Group set the demand (RPK) grew by 5.99% YoY amidst the scheduled airline services capacity reduction. This condition effect the Group's SLF improved and reach the level 80.61% due to the Asian Games event in Indonesia in the middle of August.

The frequency is recorded up to 3.55% YoY meanwhile, the aircraft utilization in August 2018 turned into 9:38 hours per day, recorded slightly decreased by only 1 minute compared to the same month last year due to GA Main Brand's capacity reduction. During August 2018, our OTP decreased by 0.10 percentage point, mostly due to the heavy traffic and weather condition.

From the financial perspective, the unit cost of CASK increased by 6.13% YoY as impact of fuel price hikes by 24.49% YoY. Meanwhile, the Group managed the unit cost of CASK excluding fuel decreased by 0.72% YoY.

## Citilink Has Outstanding Operational Performance this Month

In August 2018, Citilink still maintains its positive performance on passenger, traffic and capacity. The total number of passenger reached 1,39 million passengers, represents 25.61% higher compared the same period last year. The Capacity (ASK) increased by 15.92% YoY while the RPK increased by 24.61% YoY. Citilink get the opportunity to grab bigger volume due to traffic of Asian Games occasion, especially on Jakarta - Palembang route which already increased by 27% this month. As the result Citilink's SLF reached the level 88.38%, or 6.16 percentage point higher than previous year result. Citilink also has successfully to maintain the yield increased by 3.64%.

From the financial perspective, the unit cost of CASK increased by 11.76% YoY as impact of the fuel price hikes by 24.49% YoY. The unit cost of CASK-excl fuel slightly increased by 1.09% YoY mostly due to additional aircrafts. By the end of August 2017, Citilink had 57 fleets compared to August 2018 has 60 fleets.

### NEWS

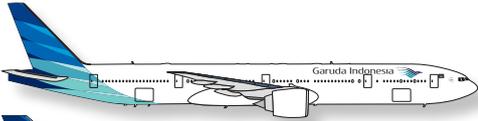
#### [Garuda Indonesia Online Travel Fair Comes Again, GOTF offers various cheap airfares to different](#)

Garuda Indonesia is currently holding its popular Garuda Indonesia Travel Fair (GOTF) that was opened on August 24 and will end on August 30. In this phase 2 GOTF implementation, Garuda Indonesia collaborated with banking partner CIMB Niaga. Citilink also participated in GOTF this time by offering attractive prices. During this period of GOTF, we target sales of Rp185 billion, 2 million web visitors, and 50,000 Garuda Indonesia mobile downloads. The implementation of GOTF is one of Garuda Indonesia's programs to support the government to achieve the target of 17 million foreign tourists.

#### [Support the Logistics Sector, Garuda Opens the Java-Sumatra Strengthening Route](#)

Garuda Indonesia inaugurated two new intra Java-Sumatra routes namely Palembang – Lampung - Bandung pp route and Palembang-Padang pp route using a fleet of ATR 72-600 with a capacity of 70 passengers to strengthen the national aviation network. The opening of the direct flight service is a sustainable step for Garuda Indonesia to increase the national tourism potential and of course in line with the airline's commitment to expand the domestic market share. Java-Sumatra aviation sector is one of the aviation sectors with promising passenger movements. The opening of two new interconnected routes can further accommodate the needs of the community to access the flight network from points to points with a more convenient travel time. The airline was also prepared to transport equipment for the Asian Games if necessary. Jakarta and Palembang co-host the event, which is expected to bring in 40,000 visitors and 16,000 athletes and officials from 45 Asian countries.

## FLEET STRUCTURE

	AUG 2017 ▼	DEC 2017 ▼	AUG 2018 ▼
 ● Boeing 777-300ER	10	10	10
 ● Boeing 747-400	2	2	2
 ● Airbus A330-200	7	7	7
 ● Airbus A330-300	17	17	17
WIDE BODY	36	36	36
 ● Boeing 737 MAX 8	0	1	1
 ● Boeing 737-800NG	73	73	73
 ● Bombardier CRJ1000 NextGen	18	18	18
 ● ATR72-600	16	16	16
NARROW BODY	107	108	108
<b>GARUDA INDONESIA</b>	<b>143</b>	<b>144</b>	<b>144</b>
 ● Airbus A320-200	45	45	44
 ● Airbus A320-200 Neo	4	5	8
 ● Boeing 737-300	5	5	5
 ● Boeing 737-500	3	3	3
<b>CITILINK</b>	<b>57</b>	<b>58</b>	<b>60</b>
<b>TOTAL FLEETS</b>	<b>200</b>	<b>202</b>	<b>204</b>

## APPENDIX 1. MONTHLY OPERATING STATISTIC

Indicator	AUG 2017	AUG 2018	Chg.	YTD 2017	YTD 2018	Chg.
<b>GARUDA INDONESIA GROUP</b>						
Passanger Carried*	3,093,126	3,343,390	8.09%	23,866,215	25,705,545	7.71%
ASK (000)	4,777,326	4,865,849	1.85%	41,533,594	43,028,477	3.60%
RPK (000)	3,700,597	3,922,443	5.99%	31,081,918	32,309,517	3.95%
SLF (%)	77.46	80.61	3.15 pp	74.84	75.09	0.25 pp
Aircraft Utilization**	9:39	9:38	-0:01	9:29	9:42	0:13
Frequencies	23,828	24,674	3.55%	185,709	194,099	4.52%
OTP**	91.10	91.00	-0.10 pp	86.60	89.40	2.80 pp
Fuel Burn (Liter)	165,932,269	166,877,396	0.57%	1,440,254,232	1,455,909,698	1.09%
Block Hours	50,201	51,178	1.95%	399,343	416,002	4.17%
Cargo Carried (Ton)	35,097	33,953	-3.26%	289,028	294,677	1.95%
CLF (%)	61.19	52.58	-8.61 pp	56.59	55.94	-0.65 pp
Passanger Yield (US¢)	6.93	6.71	-3.17%	6.68	6.49	-2.84%
CASK (US¢)	5.87	6.23	6.13%	5.87	5.95	1.36%
CASK-excl Fuel (US¢)	4.17	4.14	-0.72%	4.12	3.99	-3.16%

### 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.

### GARUDA INDONESIA (DOMESTIC)

Passanger Carried	1,617,913	1,607,059	-0.67%	12,631,566	12,739,597	0.86%
ASK (000)	1,913,686	1,884,763	-1.51%	15,286,740	15,086,906	-1.31%
RPK (000)	1,410,058	1,435,370	1.80%	10,973,615	11,191,410	1.98%
SLF (%)	73.68	76.16	2.48 pp	71.79	74.18	2.39 pp
Passanger Yield (US¢)	8.47	8.13	-4.01%	8.12	7.89	-2.83%
Cargo Carried (Ton)	20,538	20,556	0.09%	165,222	163,175	-1.24%
CASK (US¢)	6.75	7.26	7.56%	6.99	7.10	1.57%
CASK-excl Fuel (US¢)	4.84	5.05	4.34%	4.99	4.97	-0.40%

### GARUDA INDONESIA (INTERNATIONAL)

Passanger Carried	369,363	347,272	-5.98%	3,326,951	3,127,454	-6.00%
ASK (000)	1,782,585	1,727,468	-3.09%	18,388,840	18,453,660	0.35%
RPK (000)	1,401,665	1,379,188	-1.60%	13,844,998	13,253,061	-4.28%
SLF (%)	78.63	79.84	1.21 pp	75.29	71.82	-3.47 pp
Passanger Yield (US¢)	6.64	6.50	-2.11%	6.18	6.14	-0.65%
Cargo Carried (Ton)	7,973	5,818	-27.03%	76,629	74,655	-2.58%
CASK (US¢)	5.79	6.04	4.32%	5.41	5.58	3.14%
CASK-excl Fuel (US¢)	4.32	4.13	-4.40%	3.87	3.79	-2.07%

### CITILINK

Passanger Carried	1,105,850	1,389,059	25.61%	7,907,698	9,838,494	24.42%
ASK (000)	1,081,054	1,253,165	15.92%	7,858,014	9,488,365	20.75%
RPK (000)	888,874	1,107,594	24.61%	6,263,306	7,865,046	25.57%
SLF (%)	82.22	88.37	6.15 pp	79.71	82.89	3.18 pp
Passanger Yield (US¢)	4.95	5.13	3.64%	5.25	5.08	-3.24%
Cargo Carried (Ton)	6,585	7,580	15.10%	47,177	56,847	20.50%
CASK (US¢)	4.42	4.94	11.76%	4.72	4.82	2.12%
CASK-excl Fuel (US¢)	2.75	2.78	1.09%	3.02	2.83	-6.29%