

INNER FEATURES

Operational Result

October 2018

GROWTH INDICATOR

Key Indicator	YTD OCT 2018	Change
Passenger Carried	31,988,473	7.04%
ASK (000)	53,161,458	3.65%
RPK (000)	40,001,700	4.50%
Frequencies	242,359	3.85%
OTP	89.60	1.80 pp
Cargo Carried (Ton)	375,694	3.35%

Garuda Indonesia Sees Surge in International Passenger and Cargo in October 2018

Garuda Indonesia Group (the Group) carried 3.04 million passengers in October 2018, so that in year to date October 2018, the Group carried 31.99 passengers, or increased by 7.04% YoY. In this period we identify the volume of international passenger increased by 11.58% YoY to be 385K passengers following the full operation of Middle East routes and friendly atmosphere in Indonesia.

The Group increased the production (ASK) 6.59% YoY, this growing production is supported by international segment and Citilink. Garuda Main Brand increased the capacity in Middle East, Korea, China and Australia through additional frequencies and wide-body fleets utilization. The demand (RPK) was increased above the production's growth and supported the Seat Load Factor (SLF) reached the level 72.24% or improved by 0.53 pp. The Group also increased number of cargo by 16.58% YoY to be 45.98K ton and supported the Cargo Load Factor (CLF) reached the level 86.13% or improved 21.25 pp.

Further, the aircraft utilization declined by 19 minutes due to capacity reduction in Europe – London since October 28, 2018. The On Time Performance (OTP) also decreased by 3.90 pp mostly due to several under- construction projects and traffic in Soekarno Hatta International Airport, meanwhile Angkasa Pura II is on progress to accelerate the construction of East Cross Taxiway (ECT) to reduce the traffic up to 25% by increasing fleet movements on level 112 movements per hour.

From financial perspective, the Group's passenger yield is decreased by 1.97% YoY mostly due to price competition in interantional segment. In the other hand, the passenger yield in domestic (both Garuda Domestic and Citilink) are improved by 0.24% YoY and 9.76% YoY consecutively. In the cost section, unit cost of CASK increased by 6.25% YoY due to fuel price rebounds at level USD 0.63 /L, or increased by 28.57% YoY. The CASK ex-fuel was managed to declinel by 0.99% YoY as a result of new management's strategy to close leaks and cut inefficiency of other expenses.

NEWS

Garuda Indonesia targets Rp 448 billion in sales from upcoming Travel Fair

More than 40 travel agencies, including five pilgrimage agencies, are joining the second phase of the Garuda Indonesia Travel Fair (GATF) 2018. The event, held by the flag carrier in partnership with Bank Mandiri, is held at the Jakarta Convention Center (JCC) in Senayan, South Jakarta, from October 5th to 7th 2018. The GATF has been held in 30 cities since last September. It targets total transactions of Rp 448 billion, including Rp 218 billion in Jakarta.

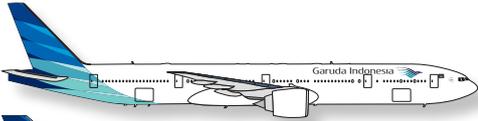
Garuda Indonesia Introduces New Flight Class For Short Haul Flights

Garuda Indonesia introduced a new flight class product called “Explore Business Class” on its Bombardier CRJ1000 aircraft on October 25th 2018. With a premium traveler trend that continues to show positive potential, the introduction of the “Explore Business Class” service in the Bombardier CRJ1000 fleet is expected to become a new market for premium market segmentation. “Explore Business Class” is also a company’s strategy to maximizing the potential of the domestic market through the concept of premium flight services with competitive prices.

Garuda Indonesia Served Direct Flight From Singapore to Belitung Island’s Tanjung Pandan

Garuda Indonesia has further strengthened its regional network by launching a new route Singapore-Tanjung Pandan which starts the service on October 29, 2018. Operating four times a week using Bombardier CRJ - 1000 aircraft which have a capacity of 96 economy seats, the flight opens connectivity to other business sectors and the improvement in exporting Belitung’s local products. This direct flight also is part of the company’s strategy to expand its international network, as well as an effort to strengthen connectivity in Southeast Asia.

FLEET STRUCTURE

	OCT 2017 ▼	DEC 2017 ▼	OCT 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	17
NARROW BODY	107	108	109
GARUDA INDONESIA	143	144	145
 Airbus A320-200	45	45	44
 Airbus A320-200 Neo	5	5	8
 Boeing 737-300	5	5	5
 Boeing 737-500	3	3	3
CITILINK	58	58	60
TOTAL FLEETS	201	202	205

APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	OCT 2017	OCT 2018	CHG.	YTD 2017	YTD 2018	CHG.
GARUDA INDONESIA GROUP						
Pax Carried*	3,055,475	3,040,880	-0.48%	29,883,786	31,988,473	7.04%
ASK (000)	5,075,403	5,409,987	6.59%	51,291,658	53,161,458	3.65%
RPK (000)	3,639,500	3,908,427	7.39%	38,279,534	40,001,700	4.50%
SLF (%)	71.71	72.24	0.53 pp	74.63	75.25	0.62 pp
Aircraft Utilization**	9:43	9:24	-0:19	9:34	9:40	0:06
Frequencies	24,515	24,495	-0.08%	233,378	242,359	3.85%
OTP**	92.60	88.70	-3.90 pp	87.80	89.60	1.80 pp
Fuel Burn (Liter)	175,815,163	182,987,954	4.08%	1,779,040,062	1,800,394,884	1.20%
Block Hours	51,597	51,972	0.73%	499,780	517,291	3.50%
Cargo Carried (Ton)	39,437	45,975	16.58%	363,525	375,694	3.35%
CLF (%)	64.88	86.13	21.25 pp	58.12	59.62	1.50 pp
Passanger Yield (Usc)	6.59	6.46	-1.97%	6.68	6.48	-2.99%
CASK (Usc)	5.76	6.12	6.25%	5.86	6.01	2.56%
CASK-excl Fuel (Usc)	4.05	4.01	-0.99%	4.12	4.03	-2.18%
Fuel Price (USD/Liter)	0.49	0.63	28.57%	0.50	0.59	18.00%

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	1,638,165	1,555,856	-5.02%	15,810,663	15,830,600	0.13%
ASK (000)	2,007,754	1,904,303	-5.15%	19,142,308	18,810,242	-1.73%
RPK (000)	1,444,567	1,386,819	-4.00%	13,760,180	13,954,799	1.41%
SLF (%)	71.95	72.83	0.88 pp	71.88	74.19	2.31 pp
Passanger Yield (USc)	8.19	8.21	0.24%	8.15	7.93	-2.70%
Cargo Carried (Ton)	22,610	23,751	5.05%	207,631	207,428	-0.10%
CASK (USc)	6.79	7.39	8.84%	6.97	7.17	2.87%
CASK-excl Fuel (USc)	4.84	5.07	4.75%	4.98	5.00	0.40%

GARUDA INDONESIA (INTERNATIONAL)

Passanger Carried	345,083	385,033	11.58%	4,019,433	3,844,543	-4.35%
ASK (000)	1,945,215	2,318,285	19.18%	22,088,962	22,458,910	1.67%
RPK (000)	1,318,683	1,632,209	23.78%	16,510,119	16,192,099	-1.93%
SLF (%)	67.79	70.41	2.62 pp	74.74	72.10	-2.64 pp
Passanger Yield (USc)	6.23	5.79	-7.06%	6.20	6.11	-1.45%
Cargo Carried (Ton)	9,934	15,621	57.26%	95,461	97,609	2.25%
CASK (USc)	5.49	5.62	2.37%	5.45	5.64	3.49%
CASK-excl Fuel (USc)	4.04	3.66	-9.41%	3.91	3.81	-2.56%

CITILINK

Passanger Carried	1,072,227	1,099,991	2.59%	10,053,690	12,313,330	22.48%
ASK (000)	1,122,435	1,187,399	5.79%	10,060,387	11,892,306	18.21%
RPK (000)	876,250	889,399	1.50%	8,009,235	9,854,803	23.04%
SLF (%)	78.07	74.90	-3.17 pp	79.61	82.87	3.26 pp
Passanger Yield (USc)	4.51	4.95	9.76%	5.14	5.04	-1.95%
Cargo Carried (Ton)	6,893	6,603	-4.21%	60,433	70,657	16.92%
CASK (USc)	4.37	5.07	16.02%	4.68	4.89	4.49%
CASK-excl Fuel (USc)	2.65	2.97	12.08%	2.97	2.88	-3.03%