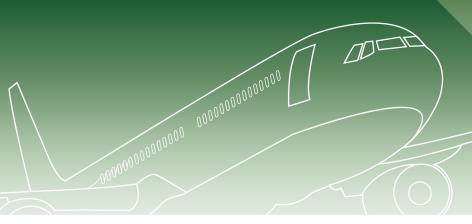


### **INNER FEATURES**

OPERATIONAL RESULT AUGUST 2017



#### **GROWTH INDICATOR**

MAIN INDICATOR	YTD AUGUST 2017	<b>A</b>
PASSENGER CARRIED	23,866,215	3,18%
SLF (%)	74.84	1.80
ASK (000)	41,533,594	5.48%
RPK (000)	31,081,918	8.08%
CARGO CARRIED (TON)	289,028	10.99%

# Main brand's Scheduled Services Was Facing Slowing Down Growth in Haj Season.

In August 2017, Garuda Indonesia Group set number passenger slightly increased by 0,30% YoY, most of it is contributed by Citilink services which is increased by 13.88% YoY. Meanwhile, the volume of passanger from Garuda Main Brand was facing declining trends. The domestic and international schedule flight consecutively decreased by 6.92% YoY and 1.42% YoY.

Getting in to the Haj Season, Garuda Main Brand did capacity adjustment of schedule domestic and international flight as the demand of charter flight – Haj Services comes out in this second half period. The production (ASK) of international market declined by 5.57% YoY while the demand (RPK) has lower decreases 3.46% YoY. On the other hand, the ASK of domestic market declined by 0.19% YoY and the RPK decreased bigger at level 6.56% YoY. Through this condition, the Garuda Indonesia Group's Seat Load Factor (SLF) slightly decreased by 1.22 bps from 78.68% to 77.46%.

Further, the On Time Performance (OTP) was maintained to increased by 2.80 to 91.10%. As impact of lowering demand from scheduled services, passenger yiled also declined 3.21% YoY. The unit cost, CASK and CASK Ex Fuel are managed to decline consecutively 3.61% YoY and 7.54% YoY. The number of cargo increased by 2.17% YoY and support the Cargo Load Factor (CLF) reached the level 61.19% or increased by 4.43bps compared to performance last year was 56.76%.

**NEWS** 

#### **Garuda Indonesia wins ASEANTA Awards for Excellence 2017**

The 30th ASEANTA Awards for Excellence 2017 has been held at the Borobudur Hotel in Central Jakarta on Tuesday. Initiated by tourism practitioners in ASEAN countries, the annual award consisted of six categories. Among the winners, Garuda Indonesia win as Best ASEAN airlines program and as Best ASEAN cultural preservation effort. After the awarding night, 84 people from travel agents, tour operators, travel journalists and awardees from ASEAN countries, China, Hong Kong, Malaysia, Japan, Kuwait, United Arab Emirates, Bangladesh and India were invited by six airlines (Garuda Indonesia, Thai Airways, Singapore Airlines, Philippine Airlines, Royal Brunei and AirAsia) to participate in a familiarization trip (famtrip) on Aug 9 -11 to Jakarta, Belitung, Bandung, Solo, Yogyakarta, Bali and Malang.

## Garuda & BNI Launch "Star Chef" and "BNI Mastercard World" to Increase Service for Premium Customer.

To improve our service especially for our premium customer, on Thursday, August 10, 2017, Garuda Indonesia with BNI held "Unveiling BNI Mastercard World Credit Card and Garuda Indonesia's Star Chefs Signature Dishes" event. Through Star Chef service, we bring the sensation of "5-star dining" above the altitude of more than 30K feet, by presenting signature dishes from Star Chefs. Through the synergy between Garuda and BNI, Garuda Indonesia passengers who are also loyal customers of BNI have the opportunity to experience Star Chef service with attractive offer using BNI Mastercard World credit card. The exciting offers and exclusive services include cashback promo, 0% installment, BNI reward point facility, and special rates for purchasing Business Class tickets on several "Star Chef" route.

#### Garuda & HIMBARA, Targets 180 Billion Revenue in GOTF 2017.

Garuda Indonesia and several Bank named "Himpunan Bank Milik Negara (HIMBARA)" consisting of Bank Mandiri, Bank Negara Indonesia (BNI), Bank Rakyat Indonesia (BRI) and Bank Tabungan Negara (BTN) held "GOTF 2017" phase 2 which is held on August 3 to 9, 2017. This event is In line with one of the priority programs of the Ministry of Tourism which is digital tourism. GOTF 2017 is also a Garuda Indonesia program to facilitate people to get cheap ticket through online transactions. In "GOTF 2017" Phase 2, we target revenue of Rp. 180 billion, with 2 million website visitors and 40,000 new Garuda Indonesia mobile app downloaders.

#### **FLEET STRUCTURE**

WIDE BOD	PΥ		G <i>A</i>	ARUDA I	NDONESIA			NARROW	BODY
	BOEING 777-300ER	AUG'16	DEC'16	AUG'17		BOEING 737-800NG	AUG'16	DEC'16	AUG'17
[]····	Garuta Indepressa	10	10	10			76	75	73
	BOEING 747-400	AUG'16	DEC'16	AUG'17		CRJ1000 NEXTGEN	AUG'16	DEC'16	AUG'17
B	Garuda Indonesa	2	2	2	10		18	18	18
	AIRBUS A330-300	AUG'16	DEC'16	AUG'17		ATR 72-600	AUG'16	DEC'16	AUG'17
	garuda indonesa	17	17	17		•	15	15	16
	AIRBUS A330-200	AUG'16	DEC'16	AUG'17		TOTAL NARROW BODY		DEC'16	AUG'17
	Gruds Inforessa	8	7	7			109	108	107
	TOTAL WIDE BODY	AUG'16	DEC'16	AUG'17		TOTAL GARUDA INDONESIA	AUG'16	DEC'16	AUG'17
		37	36	36			146	144	143
				CIT	LINK				
	AIRBUS A320-200	AUG'16	DEC'16	AUG'17		BOEING 737-500	AUG'16	DEC'16	AUG'17
	CHUHAN TO	39	44	49	Power School	link [inc.]	3	3	3
	BOEING 737-300	AUG'16	DEC'16	AUG'17		TOTAL CITILINK	AUG'16	DEC'16	AUG'17
	g-Eistlink (P	5	5	5			47	52	57
						TOTAL FLEETS		DEC'16	
							193	196	200

#### APPENDIX 1. MONTHLY OPERATING STATISTIC

INDICATOR	AUG 2016	AUG 2017	Δ	YTD 2016	YTD 2017	Δ
GARUDA INDONESIA GROUP						
Pax Carried	3,083,905	3,093,126	0.30%	23,131,077	23,866,215	3.18%
ASK (000)	4,717,014	4,777,326	1.28%	39,374,609	41,533,594	5.48%
RPK (000)	3,711,537	3,700,597	-0.29%	28,758,489	31,081,918	8.08%
SLF (%)	78.68	77.46	-1.22 pp	73.04	74.84	1.80 pp
Aircraft Utilization*	9:32	9:39	0:07	8:54	9:29	0:35
Frequencies	23,263	23,828	2.43%	181,142	185,709	2.52%
OTP*	88.30	91.10	2.80	90.21	86.60	-3.61
Fuel Burn (Liter)	170,124,891	165,932,269	-2.46%	1,371,678,058	1,440,254,232	5.00%
Block Hours	48,251	50,201	4.04%	376,068	399,343	6.19%
Cargo Carried (Ton)	34,350	35,097	2.17%	260,412	289,028	10.99%
CLF (%)	56.76	61.19	4.43	49.44	56.59	7.2
Passanger Yield (Usc)	7.16	6.93	-3.21%	6.96	6.68	-4.02%
CASK (Usc)	6.09	5.87	-3.61%	5.78	5.87	1.56%
CASK-excl Fuel (Usc)	4.51	4.17	-7.54%	4.32	4.12	-4.63%
Fuel Price (USD/Liter)	0.44	0.49	11.36%	0.42	0.50	19.05%

#### Notes:

#### **GARUDA INDONESIA (DOMESTIC)**

Pax Carried	1,738,199	1,617,913	-6.92%	12,958,049	12,631,566	-2.52%
ASK (000)	1,917,393	1,913,686	-0.19%	15,042,623	15,286,740	1.62%
RPK (000)	1,509,108	1,410,058	-6.56%	11,152,247	10,973,615	-1.60%
SLF (%)	78.71	73.68	-5.0 pp	74.14	71.79	-2.3 pp
Passanger Yield (Usc)	8.72	8.46	-2.98%	8.40	8.12	-3.33%
Cargo Carried (Ton)	20,749	20,538	-1.02%	156,551	165,222	5.54%
CASK (Usc)	7.00	6.76	-3.43%	6.91	7.00	1.30%
CASK-excl Fuel (Usc)	5.31	4.84	-8.85%	5.24	4.99	-4.77%

#### **GARUDA INDONESIA (INTERNATIONAL)**

Pax Carried	374,673	369,363	-1.42%	2,905,292	3,326,951	14.51%
ASK (000)	1,887,712	1,782,585	-5.57%	17,040,654	18,388,840	7.91%
RPK (000)	1,451,969	1,401,665	-3.46%	11,986,201	13,844,998	15.51%
SLF (%)	76.92	78.63	1.71 pp	70.34	75.29	4.95 pp
Passanger Yield (Usc)	6.46	6.64	2.79%	6.45	6.18	-4.19%
Cargo Carried (Ton)	7,472	7,973	6.71%	58,379	76,629	31.26%
CASK (Usc)	5.80	5.78	-0.34%	5.35	5.41	1.12%
CASK-excl Fuel (Usc)	4.30	4.31	0.23%	4.09	3.87	-5.38%

#### CITILINK

CITILINK						
Pax Carried	971,033	1,105,850	13.88%	7,267,736	7,907,698	8.81%
ASK (000)	911,909	1,081,054	18.55%	7,291,331	7,858,014	7.77%
RPK (000)	750,460	888,874	18.44%	5,620,041	6,263,306	11.45%
SLF (%)	82.30	82.22	-0.08 pp	77.08	79.71	2.63 pp
Passanger Yield (Usc)	5.38	4.95	-7.99%	5.19	5.25	1.16%
Cargo Carried (Ton)	6,129	6,585	7.44%	45,483	47,177	3.72%
CASK (Usc)	4.76	4.43	-6.93%	4.47	4.72	5.59%
CASK-excl Fuel (Usc)	3.27	2.75	-15.90%	2.98	3.02	1.34%

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#### PT GARUDA INDONESIA (Persero) Tbk

Phone. +62 2560 1201 Email: investor@garuda-indonesia.com Website: www.garuda-indonesia.com

INVESTOR RELATIONS DESK

<sup>\*</sup> Number of passenger carried is calculated on the basis of origin/destination, regardless of the number of stage lengths undertaken.

<sup>\*\*</sup> All figures are for Garuda Indonesia and Citilink, except for aircraft utilization and on time performance are for mainbrand only.