



PUBLIC EXPOSE

PT. AirAsia Indonesia TBK (AAID)

(IDX Ticker: CMPP)

Tangerang, 21 Desember 2022

FROM	TO	CARRIER	FLIGHT	DATE	TIME	SEAT
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BOARDING PASS

FROM

TO

FLIGHT

DATE

TIME

ZONE

SEAT

2022 | Events Highlight



1Q-22



Opening of suspension of CMPP/AAID shares on the Indonesia Stock Exchange



Reopened the SUB LOP route and increased the frequency of the DPS SUB route

PUBLIC EXPOSE
PT AIRASIA INDONESIA TBK

2Q-22



AirAsia Indonesia reopens scheduled flight services to Labuan Bajo destinations.

Memorandum of Understanding (MoU) signing with Governor of Aceh. AirAsia is committed to support the promotion of tourism in Aceh to boost the level of tourist arrivals for both domestic and foreign tourists.



Memorandum of Understanding (MoU) signing with Governor of West Sumatra as a commitment to increase the number of domestic and foreign tourists

3Q-22



AGMS appointing Veranita Yosephine Sinaga as President Director the Company



Memorandum of Understanding (MoU) signing with Governor of Riau to increase the number of tourist visits and developing schedule flight in Riau.



MOU Signing with Badan Pemerintahan Otoritas Danau Toba (BPODT) and Toba Tenun. IAA committed to help open opportunities in developing tourism and the creative economy around Lake Toba and other promotional activities and programmes



Support for KNO as International Hubs by holding a National Seminar involving all stakeholders



2022 | Recaps of Successes



Travel Recovery

1

Widening and massive opening of international borders.

2

Relaxation on restrictions for International and Domestic travel

3

Both Domestic and International travel demand increase significantly

4

15 international airports have reopened for international operations (SE 88/2022)



Regaining International Shares

International demand is slowly increasing, IAA also increased International capacity and reopening International routes. Capacity split in Q4 2022 is; International **(62%)** and Domestic **(38%)**.



Improving on EBITDA

IAA recorded EBITDA improving since Covid-19 outbreak started in May-22 and the trend continue until the end of the year.



Launch New Domestic Route

Throughout 2022 IAA launched 5 New Domestic Routes such as: BDO-KNO, BPN-DPS, BTJ-KNO, CGK-DTB, and DPS-KNO.



2022 | Operational Statistics



Operations Statistics Indonesia AirAsia 2022



16 Serviceable fleets A320 (180 seats) from total available 23



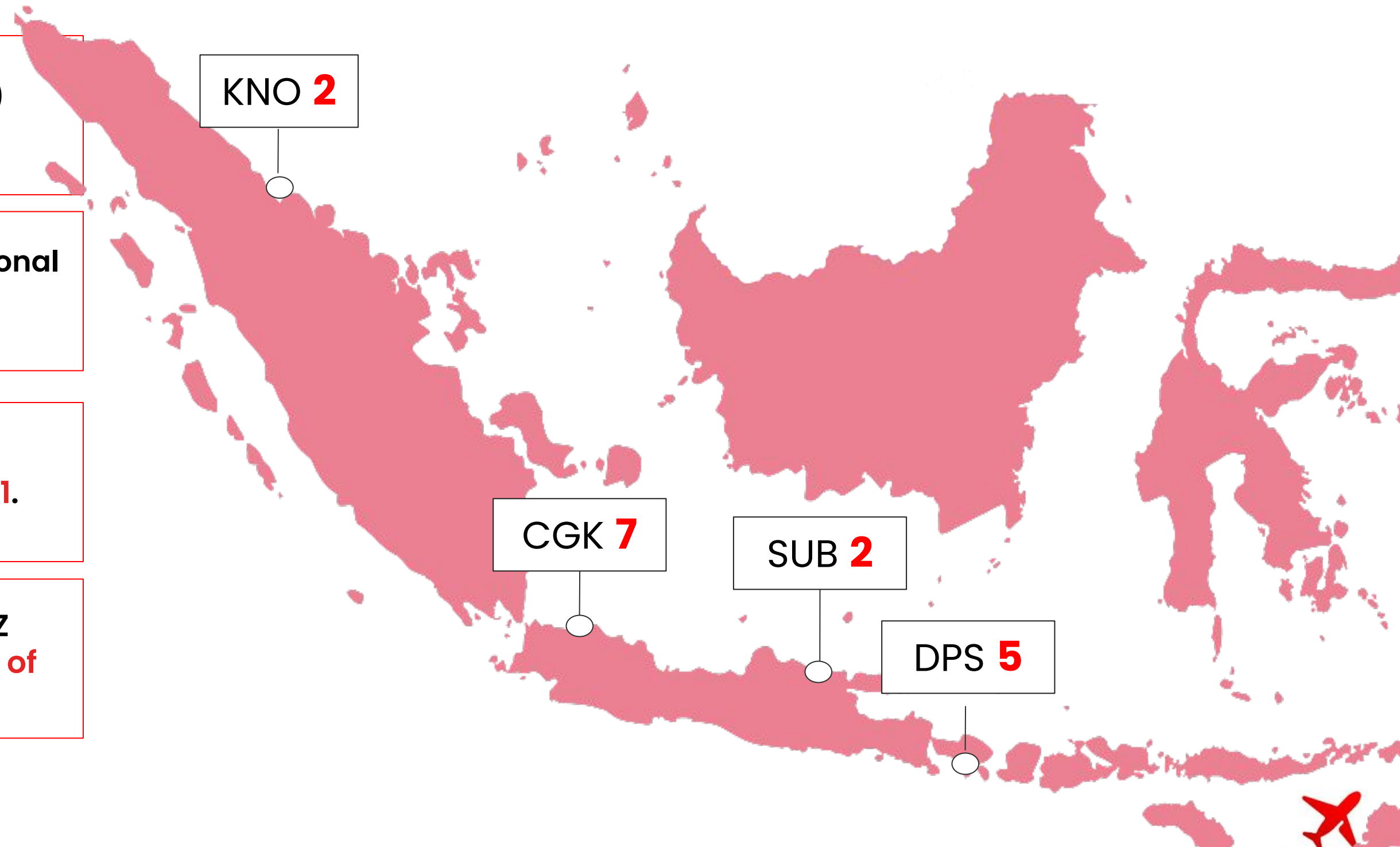
33 Routes: **17** Domestic and **16** International with total weekly freq **313x** as of November 22



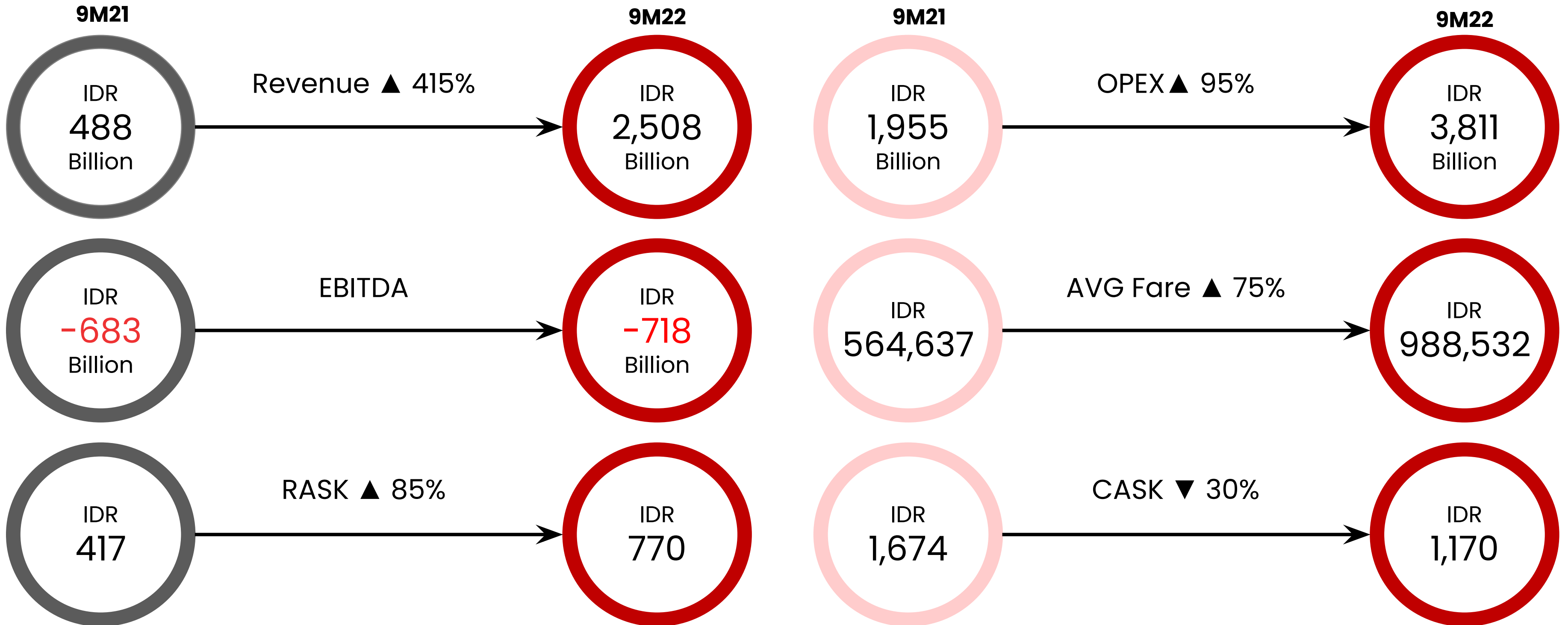
78,5% Load Factor increasing **18 pts** compare with **November 2021**.



2,9mil Total volume passengers of QZ international and domestic as of **November 2022**



2022 | Financial Highlights



2022 | Key Financial Metrics

(Currency in IDR billion, unless otherwise specified)



INDICATOR	9M2022	9M2021		Change
Revenue	2,508	488	▲	414%
Fuel	1,234	265	▲	365%
Repairs & Maintenance	463	223	▲	107%
Aircraft & Flight Services	217	66	▲	227%
Other Expenses	2,433	1,631	▲	24%
Total Operating Expenses	3,811	1,955	▲	95%
EBIT	(1,303,172)	(1,468,024)	▲	11%
EBITDA	(718,016)	(683,663)	▼	-5%
RASK (IDR)	770	417	▲	85%
CASK (IDR)	1,170	1,674	▼	-30%
CASK ex Fuel (IDR)	791	1,446	▲	-45%
Average Fare (IDR)	1,033,597	769,079	▲	34%
Aircraft Fleet	24	26	▼	2
ASK (mill)	3,257	1,168	▲	179%
Capacity ('000)	2,736,000	1,050,840	▲	242%
Load Factor (%)	79%	60%	▼	-12%



2022 | Indonesia AirAsia Flight Route Network



17 Domestic Routes

112 Weekly Frequency

40k Weekly Capacity

Route and Weekly Frequency

Bandung	-	Denpasar	7x
Bandung	-	Medan	3x
Jakarta	-	Denpasar	35x
Jakarta	-	Silangit	3x
Jakarta	-	Medan	7x
Jakarta	-	Lombok	5x
Jakarta	-	Padang	3x
Jakarta	-	Pekanbaru	3x
Jakarta	-	Pontianak	3x
Denpasar	-	Surabaya	4x
Denpasar	-	Yogyakarta	7x
Denpasar	-	Balikpapan	3x
Denpasar	-	Labuan Bajo	5x
Denpasar	-	Solo	3x
Surabaya	-	Lombok	7x
Medan	-	Yogyakarta	4x
Medan	-	Aceh	3x

*Unique Route

16 International Routes

201 Weekly Frequency

72k Weekly Capacity

Routes and Weekly Frequency

Jakarta	-	Bangkok	11x
Jakarta	-	Johor Bahru	3x
Jakarta	-	Kuala Lumpur	24x
Jakarta	-	Singapore	28x
Denpasar	-	Bangkok	3x
Denpasar	-	Kuala Lumpur	7x
Denpasar	-	Singapore	28x
Denpasar	-	Perth	14x
Medan	-	Kuala Lumpur	21x
Medan	-	Penang	18x
Medan	-	Bangkok	7x
Surabaya	-	Johor Bahru	4x
Surabaya	-	Penang	3x
Surabaya	-	Kuala Lumpur	21x
Yogyakarta	-	Singapore	4x
Lombok	-	Kuala Lumpur	6x

*Unique Route



Operational Goals

- Load factor targeted to achieve **>85%** by 2023.
- OTP **> 85%** by 2023.
- NPS **> 50** by 2023.
- Capacity growth by **+11%** compared to pre-covid in 2019 and increased in International route with split Dom **34%** and Inter **66%**.
- Pax carried increased **+14%** compared to pre-covid in 2019 and **+181%** compared to FY 2022.
- Network and route expansion, to entered new market across Asia by 2023.

Key focus

- IAA plans to ramp up to **32 aircraft** as of December 2023.
- Strengthening international leadership, reinforcing key hubs (Bali & Jakarta) & selective growth in the domestic market to boost market share.
- Jakarta **increasing to 14 aircrafts** with int'l new markets & domestic in less competitive markets.
- **Bali hub to grow from 7 to 10 aircrafts** adding more domestic and International routes.
- Expanding footprint in Indonesia with growth in Medan.

Strategic plan

- Selective expansion in domestic market and consider risk to develop niche market to avoid heated competition which will lead to over capacity & fare distress.
- Reinforce leadership position in international markets and take advantage of other airlines with new services to Asia countries and will contribute and support the domestic growth with flythru contribution.
- Ramp up of international routes will be aligned to fleet recovery in order to protect market leadership. IAA will prioritise Indonesia - Malaysia recovery, being IAA's largest int'l market with year-round strong demand followed by Singapore, Thailand and Australia.





THANK YOU





Q&A

