



**airasia**  
*for everyone*

# **PUBLIC EXPOSE**

**PT AirAsia Indonesia Tbk**  
**Tangerang, 17 DECEMBER 2021**  
**Via Google Meet**



# EVENTS HIGHLIGHTED 9 MONTHS 21

## Q121

- Turbulent Start to Year due to Covid19.
- Focus is on domestic and maximizing LF, all channels and initiatives have been targeted at preserving P&L.
- LF 70% cap removed by government and replaced with capacity restriction policy (quarantine seats, max 95% LF).

## 2Q21

- Reduced operating costs by 34.7% (QoQ).
- Net loss improves positively by 43.7% to IDR 422.1 Billion (QoQ).
- COVID-19 still impacts regular operations.
- Charter and Cargo Revenue increases 43% (YoY).
- Successful promotional activity.

## 3Q21

### Q421 Outlook

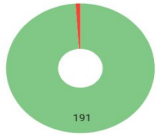
- After long hibernation July–October 2021, flight resumption starts in Mid October for one domestic & international routes.
- Focus in Dec–Mar'22 : Build key routes (selectively add), drive yield and maximize AC utilization.
- Load Factor (1–6 Dec) : 92%, with consistently growing sales.
- Continue monitoring (Government Restriction) and follow up to open more international routes, aligned with the Vaccinated Travel Lane (VTL) program



# Current Covid-19 Cases in IAA population

## TODAY'S STATUS CONDITION OF IAA ALLSTARS INFECTED BY COVID-19

Recovered Passed Away



SELF QRN

0

RECOVERED

191

PASSED AWAY

2

TOTAL ALLSTARS INFECTED (2021)

193

## IAA TASKFORCE COVID-19 DATABASE

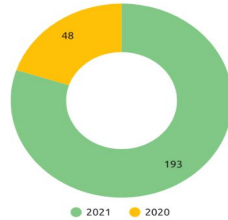


TOTAL IAA ALLSTARS CASES ( 2020 - 2021 )

241

STATUS CONDITION / YEAR

Status	2021	2020
Recovered	191	47
Passed Away	2	1
<b>Grand total</b>	<b>193</b>	<b>48</b>



### ACTIVE SELF-QUARANTINE (QRN)

Staff Name	Designation	Status
No data		

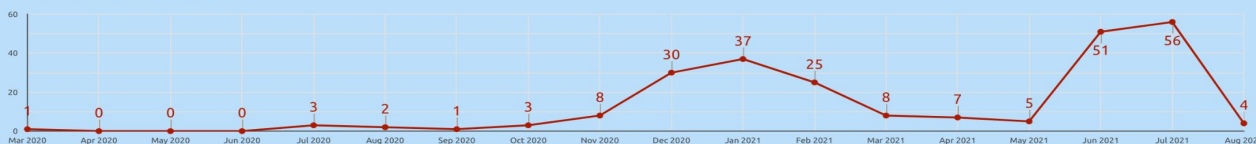
### PASSED AWAY

Staff Name	Designation	Status	Month
Pradana Sumunar Kartiko Putra	Engineering	Passed Away	Jul 2021
Andita Prasta	Ground Operations	Passed Away	Jul 2021
Arryindra Wahyu Kurniawan	Ground Operations	Passed Away	Oct 2020

### CONDITION STATUS UPDATE / WORKING LOCATION COUNT

WORKING LOCATION	Recovered	Passed Away
CGK	134	2
RH	40	-
SUB	20	1
DPS	17	-
KNO	14	-
YJA	5	-

### NUMBER OF INFECTION



## NOTES,

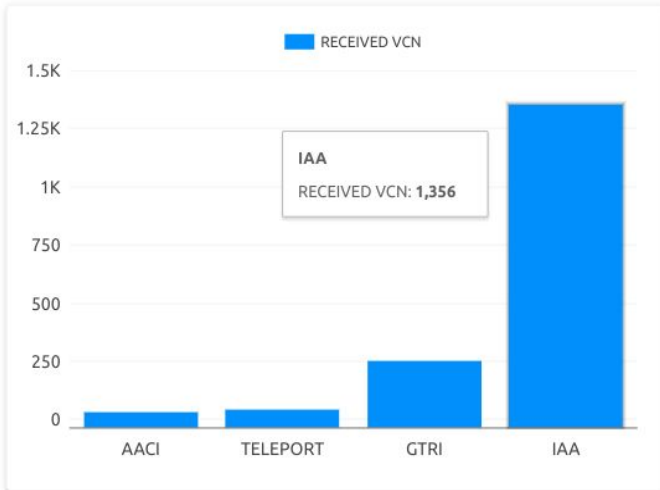
- There are NO cases in IAA population recorded since 22 Aug 2021
- IAA Task Force Team always coordinates to monitor and educate Allstars Population to always discipline with health protocols.



# Current Vaccination History in IAA population



## IAA ALLSTARS VACCINATION MAPPING



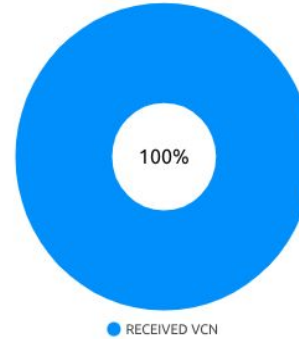
IAA  
100.00%

GTRI  
100.00%

TELEPORT  
100.00%

AAI  
100.00%

### INDONESIA AIRASIA VACCINATION CURRENT NUMBERS



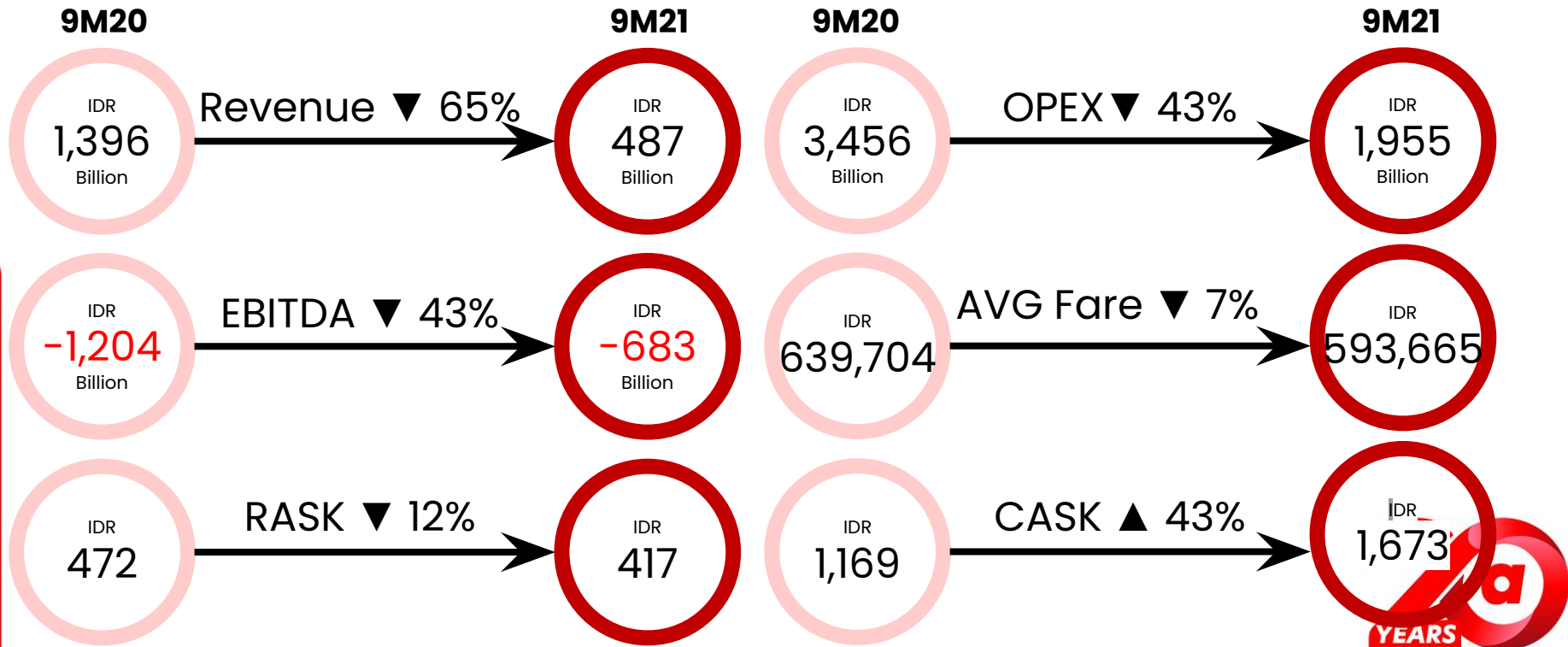
VACCINE VERIFICATION	NUMBER
RECEIVED VCN	1,689
Grand total	1,689

### NOTES,

- o 1689 IAA population recorded to have been vaccinated
- o 108 Staff from IAA (not-eligible population) are reported not received vaccine due to comorbidity and Pregnancy
- o Monitoring and vaccine tracking among the Allstars is still running by IAA Task Force Team.



# FINANCIAL HIGHLIGHTED



# 2021 is a challenging year for the industry

AAID Consolidation Profit & Loss (IDR Million)	Actual 9M21 (IDR m)	Actual 9M20 (IDR m)	YoY (%)
<b>Revenue</b>	<b>487,428</b>	<b>1,396,168</b>	<b>-65.1%</b>
Ticket Revenue	329,017	1,137,203	-71.1%
Cargo Revenue	50,424	43,063	17.1%
Ancillary & Other Income	60,869	205,406	-70.4%
Charter Revenue	47,117	10,496	348.9%
<b>Operating Expense</b>	<b>(1,955,264)</b>	<b>(3,455,830)</b>	<b>-43.4%</b>
Depreciation	(784,361)	(855,380)	-8.3%
Aircraft Fuel Expense	(265,420)	(968,577)	-72.6%
Staff Costs	(233,055)	(403,483)	-42.2%
Maintenance & Overhaul	(223,335)	(400,919)	-44.3%
Aircraft & Flight Services	(66,294)	(245,864)	-73.0%
Aircraft Lease	(59,600)	0	n/a
Other Operating Expense	(324,199)	(581,609)	-44.3%
<b>Operating Loss</b>	<b>(1,467,836)</b>	<b>(2,059,662)</b>	<b>-28.7%</b>
Finance Income	81	628	-87.1%
Finance costs	(183,746)	(199,824)	-8.1%
<b>Net Operating Loss</b>	<b>(1,651,501)</b>	<b>(2,258,858)</b>	<b>-26.9%</b>

- Despite lower Actual Revenue 9M21 compared to 9M20 by 65%, the Company continued to focus on Charter & Cargo services.
- Key events in 3Q21: redelivery of 2 aircrafts & scheduled flight hibernation.
- Sales of ASEAN generated IDR 30 Billion cash in 1H21.



Profit & Loss (IDR Million)	Forecast 4Q21 (IDR m)
<b>Revenue</b>	<b>44,075</b>
<b>Operating Expense</b>	<b>(530,480)</b>
Depreciation	(221,550)
Maintenance & Overhaul	(94,650)
Staff Costs	(72,817)
Aircraft Fuel Expense	(35,175)
User Charges	(5,106)
Other Operating Expense	(101,181)
<b>Operating Loss</b>	<b>(486,405)</b>
Finance Income	12
Finance costs	(52,546)
<b>Net Operating Loss</b>	<b>(538,940)</b>

Operating Statistics	Forecast 4Q21
<b>Capacity</b>	186,300
<b>No of Passengers</b>	135,783
<b>Load Factor (%)</b>	73%
<b>ASK (million)</b>	209
<b>RPK (million)</b>	153
<b>No of Flights</b>	1,035
<b>No of Fleet ending</b>	23
<b>Average Fare (IDR)</b>	587,947
<b>Ancillary Per Pax (Inc Cargo) (IDR)</b>	228,699

## Highlights

- Resume international flights (KNO-KUL, CGK-KUL, SUB-KUL) & reopen high performing international route (CGK-DMK)
- Reenter domestic trunk routes in mid of Dec 2021 (CGK-PDG, PLM, PKU & PNK) and explore other destinations (LLJ)
- Redelivery of 3 aircraft & extension of 5 aircraft lease

## Proposition

### NETWORK

- Focused on domestic market, regain passenger confidence with fewer routes but guaranteed flying and then sustainably expand
- Reconnect international network once country borders are open

### PRODUCT & SERVICE

- Implement rigorous safe and health measures across areas
- Drive ancillary, charter and cargo business

### PRICING

- Maintain competitive fares

## Grow airasia.com platform

### Winback churn users & grow traffic

- Trigger demand to travel with low fares & flexibility
- Digital user acquisition through always on tactical promotions and remarketing / cross-selling
- Launch always on promo codes that are distributed to the masses and also targeted to selected base in order to induce trials

### Offer products that are beyond QZ flights

- Best flights + hotels combo through SNAP that gives 3D2N package from as low as Rp1.5Mio
- 10% off all Hotels in airasia.com
- Up to 50% off Other Airlines

### Leveraging partnerships

- Actively promote airasia's brand and campaigns with partners such as tourism boards, banks, events & attractions, and media

## Optimizing Distribution Channel

- Grow and maximize all distribution channels to expand coverage and drive traffic (online + offline)
- Strengthen partnerships with travel agents, OTAs, corporate clients, group booking and local partners
- Drive and activate presence in tier cities to gain more consumer penetration



**THANK YOU**  
 *everyone*



**20**  
**YEARS**  
**NEVER STOP**