

Tangerang, 20 December 2018

# Public Exposure



PT AirAsia Indonesia, Tbk  
(AAID)



# AirAsia Values



*Safety always*

SAFETY IS EVERYONE'S RESPONSIBILITY.  
IT STARTS WITH YOU.

Allstar Values



*Dare to dream*

PROGRESS COMES FROM INNOVATION.  
BOTH REQUIRE CHANGE TO HAPPEN.

Allstar Values



*People first*

CARE FOR OUR PEOPLE.  
CARE FOR OUR GUESTS.

Allstar Values



*Be Guest-Obsessed!*

UNDERSTAND DEEPLY  
WHAT OUR CUSTOMERS WANT.  
THEN GIVE THEM MORE  
THAN THEY EXPECT.

Allstar Values

THIS IS PRINTED ON RECYCLED PAPER



*One AirAsia*

WE ARE ONE AIRLINE.  
WITH ONE VISION AND ONE PEOPLE.

Allstar Values



*Make it happen*

LEARN FAST AND  
DELIVER MORE WITH LESS.

Allstar Values



# Cost Efficiency Amid Losses in 9M/2018

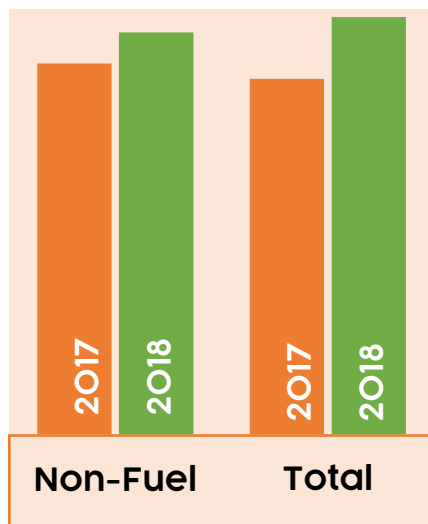
(Currency in IDR million, unless otherwise specified)

	Indicator	Q3 2017	Q1 2018	Q2 2018	Q3 2018		Q3 %YoY	9M/2017	9M/2018		9M %YoY
	<b>Revenue</b>	1,478,621	1,169,414	1,391,484	1,473,280	↓	(0.4%)	4,070,694	4,034,178	↓	(0.9%)
COST AND EXPENSES	Fuel and Oil	426,764	527,930	579,342	679,487	↑	59%	1,270,681	1,786,758	↑	41%
	Aircraft Rental	198,013	212,657	217,724	228,796	↑	16%	594,254	659,177	↑	11%
	Others	667,388	696,933	721,741	639,079	↓	(4%)	1,962,624	2,057,753	↑	5%
	<b>Total Cost and Expenses</b>	1,292,165	1,437,520	1,518,806	1,547,362	↑	20%	3,827,559	4,503,688	↑	18%
PROFIT	Operating profit	118,936	(281,368)	(149,662)	(123,791)	↓	(204%)	191,829	(554,821)	↓	(389%)
	EBITDAR	399,698	(27,653)	114,806	149,325	↓	(63%)	951,748	236,477	↓	(75%)
	EBIT	118,936	(281,368)	(149,662)	(123,791)	↓	(204%)	168,116	(554,821)	↓	(430%)
	Profit after tax	99,031	(220,131)	(206,090)	(212,379)	↓	(314%)	(434,999)	(638,600)	↓	(47%)
OPERATIONAL STATISTICS	RASK (IDR)	502	406	485	499	↓	(1%)	480	464	↓	(3%)
	CASK (IDR)	469	510	544	550	↑	17%	465	535	↑	15%
	CASK ex-fuel (IDR)	324	327	342	320	↓	(1%)	315	329	↑	5%
	Average Fare (IDR)	661,636	557,585	648,472	662,650	↑	0.2%	654,206	626,222	↓	(4%)
	Aircraft Fleet	22	23	23	24	↑	8%	22	24	↑	8%
	Capacity ('000)	2,098	2,085	2,148	2,188	↑	4%	5,998	6,421	↑	7%
	Load Factor (%)	86.7%	79.6%	81.0%	82.8%	↓	(4%)	84.3%	81.2%	↓	(4%)

Notes:

- Rupiah depreciation to USD by 5.8% in 9M/2018 (based on Average of Closing Rate)
- Fuel price hikes by 15.2% (including D Factor)

# Low Fare to Maintain Market Demands



## Total Cost & Expense

Total Cost is increased by 18% YoY in 9M/2018.

Fuel cost alone is increased by 41%, while Non-Fuel cost is

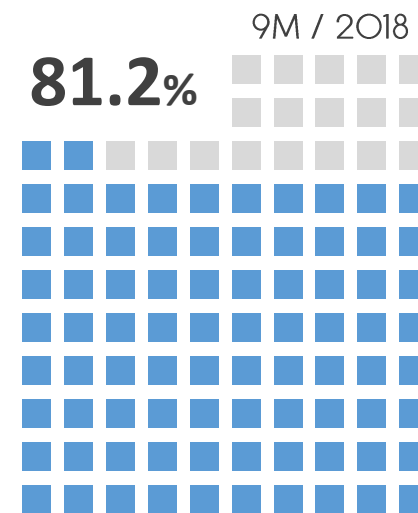
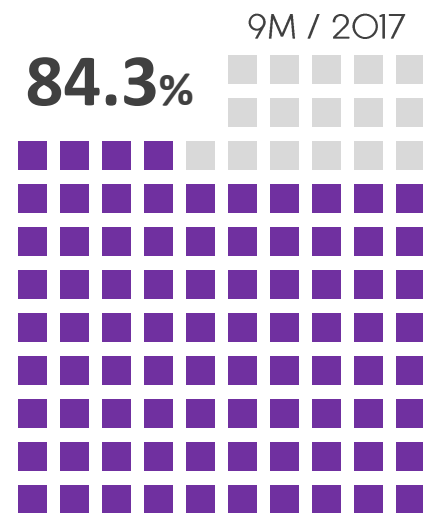
increased by only 6%



## Average Fare

Average Fare is lower by 4% despite cost hike.

Our mission is to make flying is affordable and fill up Load Factor



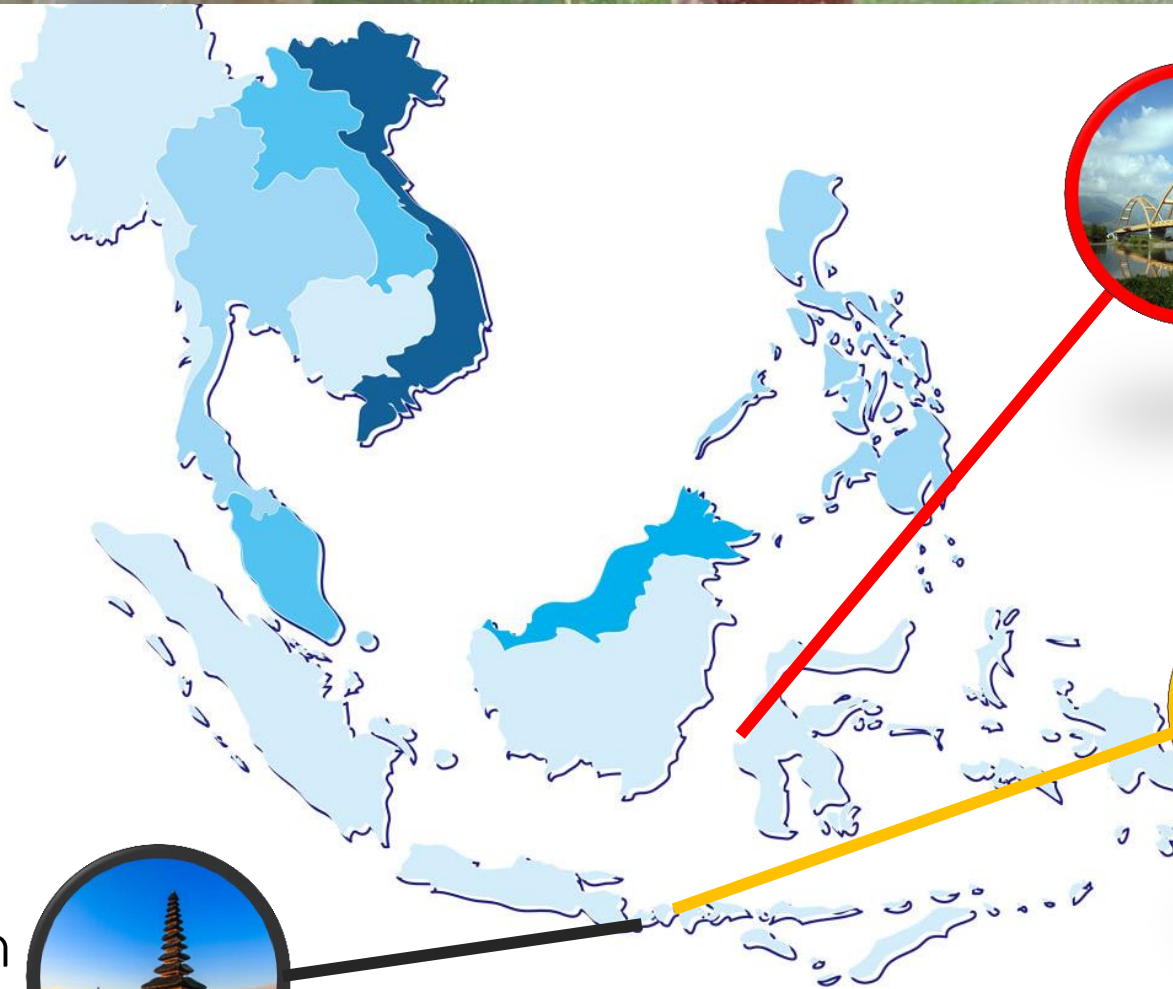
## Load Factor

Despite having lower Average Fare, the achieved Load Factor in 9M/2018 is decreased by 3.1 ppt



# Natural Disaster at Indonesia

Mt. Agung Eruption  
Nov – Dec 2017



Palu Tsunami  
Sep 2018



Lombok Earthquake  
Jul 2018

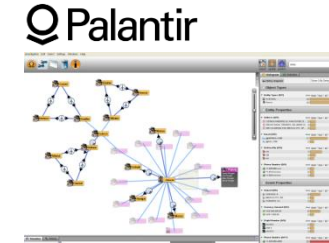
# Digitalization Initiatives in 2019

1

## BIGPAY



Asia's Money app that will enhance customer experience on travel benefits and as a centralized payment channel



2

## PALANTIR



A digital solution which will boost up our data to make decisions which will cut our cost, increase our revenue & improve customer experience



3

## FACES



A facial recognition boarding system with the purpose of creating a seamless and secure travel process for passengers



4

## ROBOTIC PROCESS AUTOMATION



RPA will increase airline productivity by replacing mundane/administrative tasks with virtual robot

5

## EKO



An internal social productivity platform to increase synergy and work coordination and to enhance airline performance



# GCG Code & Charter and Committee

No	Code & Charter	Status
1.	Pedoman Kode Etik	Complied
2.	Pedoman Tata Kelola Perusahaan Yang Baik	Complied
3.	Board Manual	Complied
4.	Pedoman Dewan Komisaris	Complied
5.	Pedoman Direksi	Complied
6.	Piagam Sekretaris Perusahaan	Complied
7.	Pedoman Komite Nominasi dan Remunerasi	Complied
8.	Piagam Audit Internal	Complied
9.	Piagam Komite Audit	Complied

No	Committee	Status
1.	Nomination and Remuneration	Established
2.	Company Secretariat	Established
3.	Audit Committee	In Progress
4.	Internal Audit Unit	Established





# AAID Website

Website Address: [aaid.listedcompany.com](http://aaid.listedcompany.com) or [ir.aaid.co.id](http://ir.aaid.co.id)

This website is also reachable through [ir.airasia.com](http://ir.airasia.com)

## LATEST NEWS

- Dec 12 2018** Annual Public Expose Announcement (CORRECTION)
- Dec 10 2018** Report On The Use Of Proceeds From Public Offering
- Dec 07 2018** Annual Public Expose Announcement
- Dec 04 2018** Monthly Report On Shareholder Register/Changes In Shareholder Structure
- Nov 28 2018** Proposed Sale/Purchase Of Cargo Capacity And Cargo Commercial Management Services
- Nov 08 2018** Report On The Use Of Proceeds From Public Offering

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## PT AirAsia Indonesia Tbk

PT AirAsia Indonesia Tbk (AAID) is officially a parent company of PT Indonesia AirAsia (IAA) starting 29 December 2017. PT AirAsia Indonesia Tbk, previously PT Rimau Multi Putra Pratama Tbk (RMPP) is a publicly listed company in the Indonesia Stock Exchange (IDX). Change of company name from RMPP to AAID has been approved by the Ministry of Law and Human Rights of the Republic of Indonesia.

PT AirAsia Indonesia Tbk, through subsidiary PT Indonesia AirAsia (IAA) engages in scheduled commercial air transport industry. An aviation enterprise, the Company has 1 (one) head office and operates 33 service and sales offices located throughout Indonesia's main cities. The Company is steadfastly committed to delivering satisfying services to all customers and business counterparts.

[For more detail](#)

## USEFUL LINKS



All Downloads



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## STOCK INFORMATION



## FULL YEAR 2017

Total Assets:	Total Revenue:
IDR <b>3,092</b> billion	IDR <b>3,817</b> billion
Operating Profit:	EBITDA:
IDR <b>378.5</b> billion	<b>+67.92%</b>

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AirAsia Group Berhad

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AirAsia X Berhad

**ASIA AVIATION**  
Public Company Limited  
Air-Asia  
Asia Aviation Public Company Limited ("Asia Aviation")

**Air-Asia**  
PT AirAsia Indonesia Tbk  
PT AirAsia Indonesia Tbk





# Thank You



**WORLD'S BEST LOW-COST AIRLINE  
YEARS RUNNING**

