

Jakarta, 24 June 2019

# PUBLIC EXPOSURE



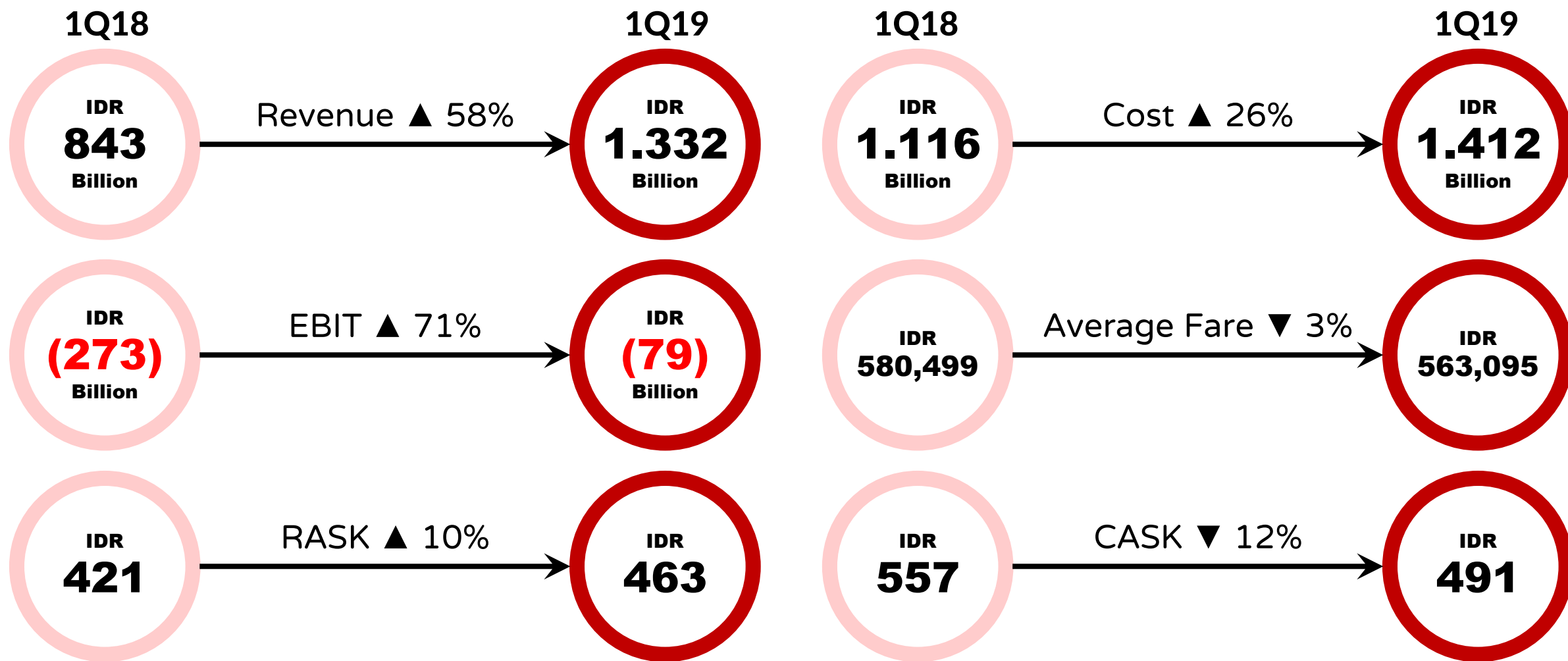
**WORLD'S BEST**  
LOW-COST AIRLINE

**11**  
YEARS  
RUNNING



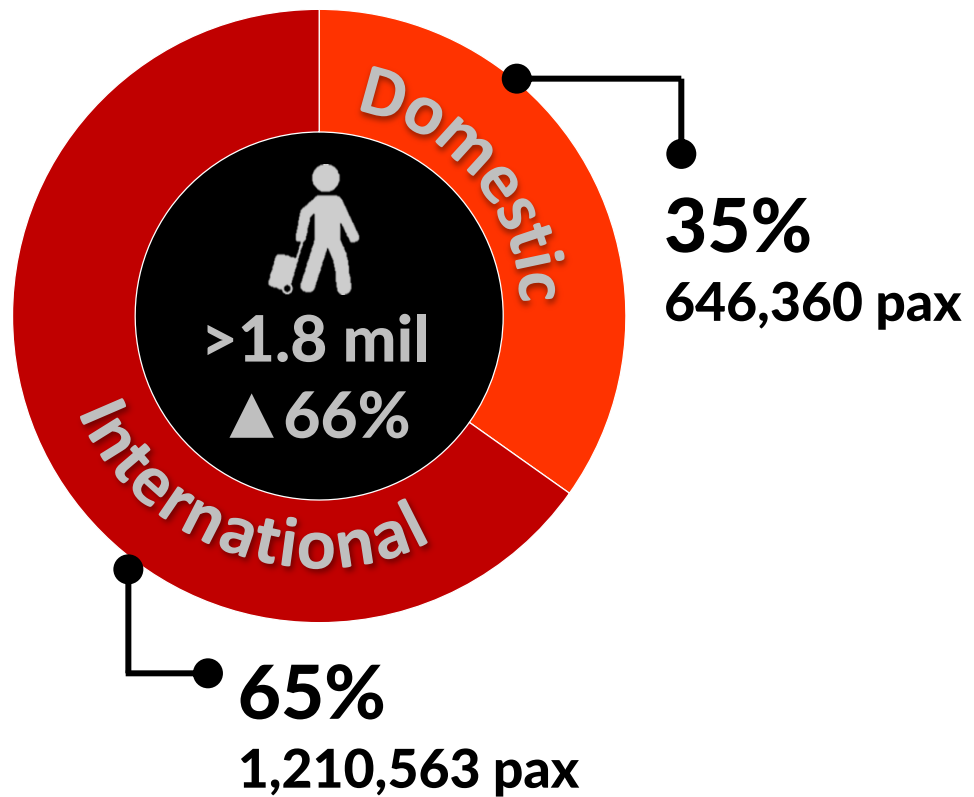
**PT AirAsia Indonesia Tbk  
(AAID/CMPP)**

# Strong Revenue Growth Amid Cost Efficiency



# Satisfying Performance which Attracted Passengers

## Passenger Carried



## Load Factor



## Utilization



## On-Time Performance



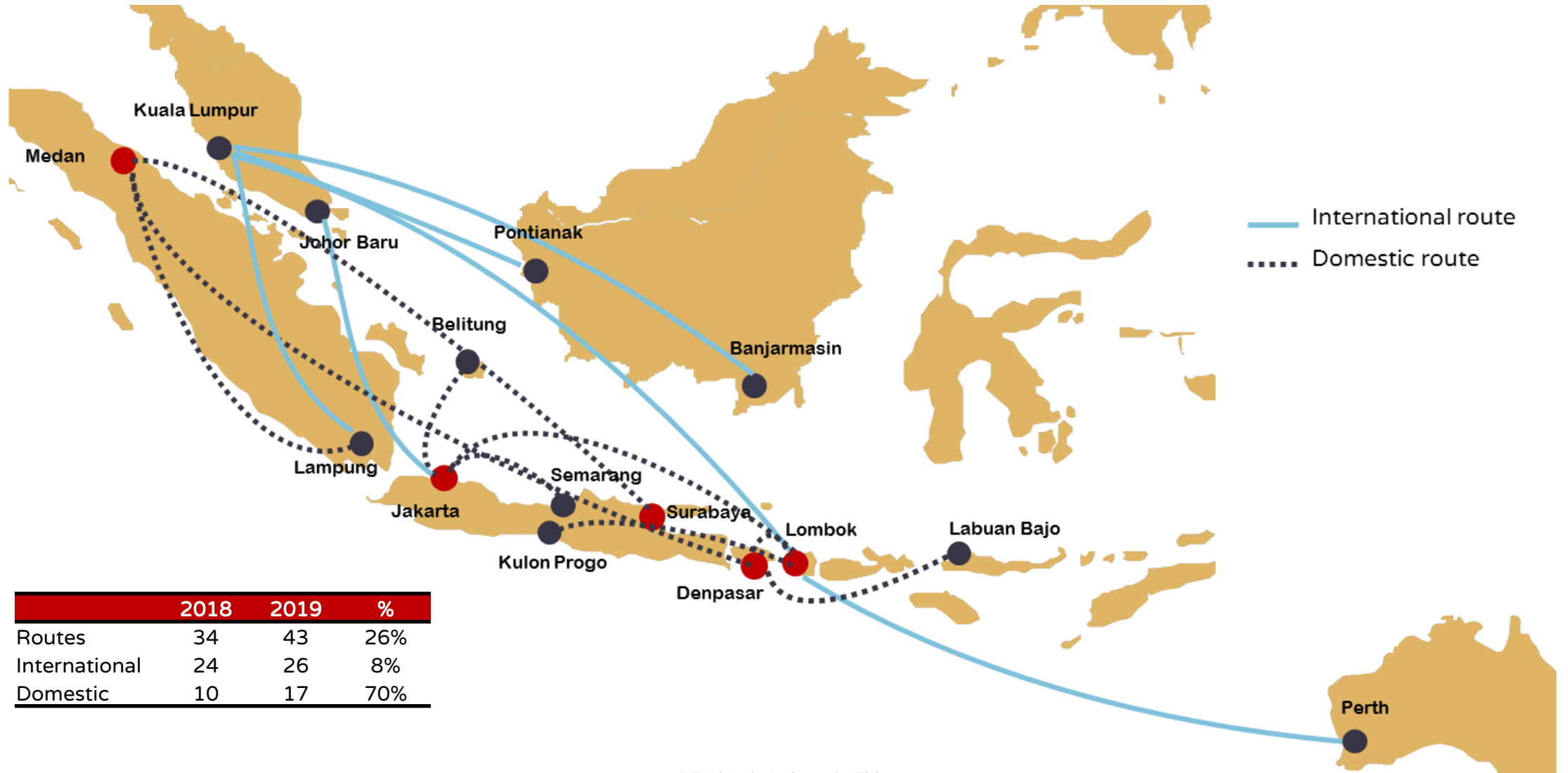


# Increased Load Factor with Affordable Price

(Currency in IDR million, unless otherwise specified)

	Indicator	1Q18	1Q19		Q1 %YoY	FY 2017	FY 2018		FY %YoY
	<b>Revenue</b>	843,836	1,332,644	▲	58%	3,817,861	4,244,691	▲	11%
COST AND EXPENSES	Fuel and Oil	361,342	576,510	▲	60%	1,219,859	1,868,451	▲	53%
	Aircraft Rental	157,753	255,035	▲	62%	580,358	741,703	▲	28%
	Others	597,883	580,491	▼	(3%)	1,639,141	2,621,591	▲	60%
	<b>Total Cost and Expenses</b>	1,116,979	1,412,037	▲	26%	3,439,358	5,231,744	▲	52%
PROFIT	EBITDAR	(74,331)	208,148	▲	380%	1,128,127	(67,292)	▼	(106%)
	EBITDA	(232,084)	(46,887)	▲	80%	547,769	(808,994)	▼	(248%)
	EBIT	(273,143)	(79,393)	▲	71%	378,503	(987,053)	▼	(361%)
OPERATIONAL STATISTICS	RASK (IDR)	421	463	▲	10%	474	478	▲	1%
	CASK (IDR)	557	491	▼	(12%)	427	589	▲	38%
	CASK ex-fuel (IDR)	377	290	▼	(23%)	276	379	▲	37%
	Average Fare (IDR)	580,499	563,095	▼	(3%)	639,850	615,932	▼	(4%)
	Aircraft Fleet	15	24	▲	60%	15	24	▲	60%
	ASK (million)	2,005	2,878	▲	44%	8,055	8,880	▲	10%
	Capacity ('000)	1,395	2,127	▲	53%	5,548	6,413	▲	16%
	Load Factor (%)	80%	87%	▲	7 ppts	84%	82%	▼	-2 ppts

# New Destinations Amid Expansion



# Wider Development Towards Digitalization



**airasia.com**

- Offers consumers travel and lifestyle products that are available for purchase using various payment methods, including loyalty points
- Expanding beyond AirAsia's airline network, AirAsia.com features global flights operated by other peer airlines and both proprietary and non-proprietary travel and lifestyle inventories for consumers to choose from



**BigPay**

- BigPay aim to democratize financial services in Asia by building a digital bank that offers consumers e-wallet service, remittance and lending
- Value proposition includes easy user experience, usability via Mastercard's extensive network, issuance of Big Points upon top up or use, zero foreign exchange rate charged during international travels, and zero booking fees when booking on AirAsia.com



**teleport**

- Today, a consolidator of belly capacity for the AirAsia group of airlines, enabling cargo carriage for businesses across 110+ cities
- Global network reach through partner airlines beyond Asia covering US, Europe, Middle East and Australia/New Zealand
- Our goal is to re-order the supply chain, with the airport as the distribution center of the future, and make same-day cross-border fulfillment a reality



**BigLife**

- BigLife is AirAsia's frequent flyer program aiming to power AirAsia's greater ecosystem with its loyalty points as a high utility digital currency
- Offers consumers earning opportunities when transacting with an ecosystem partner and also offers consumers the option to purchase travel and lifestyle products using the user's point balance





# Thank You

