

PUBLIC EXPOSURE

PT. AirAsia Indonesia TBK (AAID/CMPP)
Tangerang, 24 September 2020

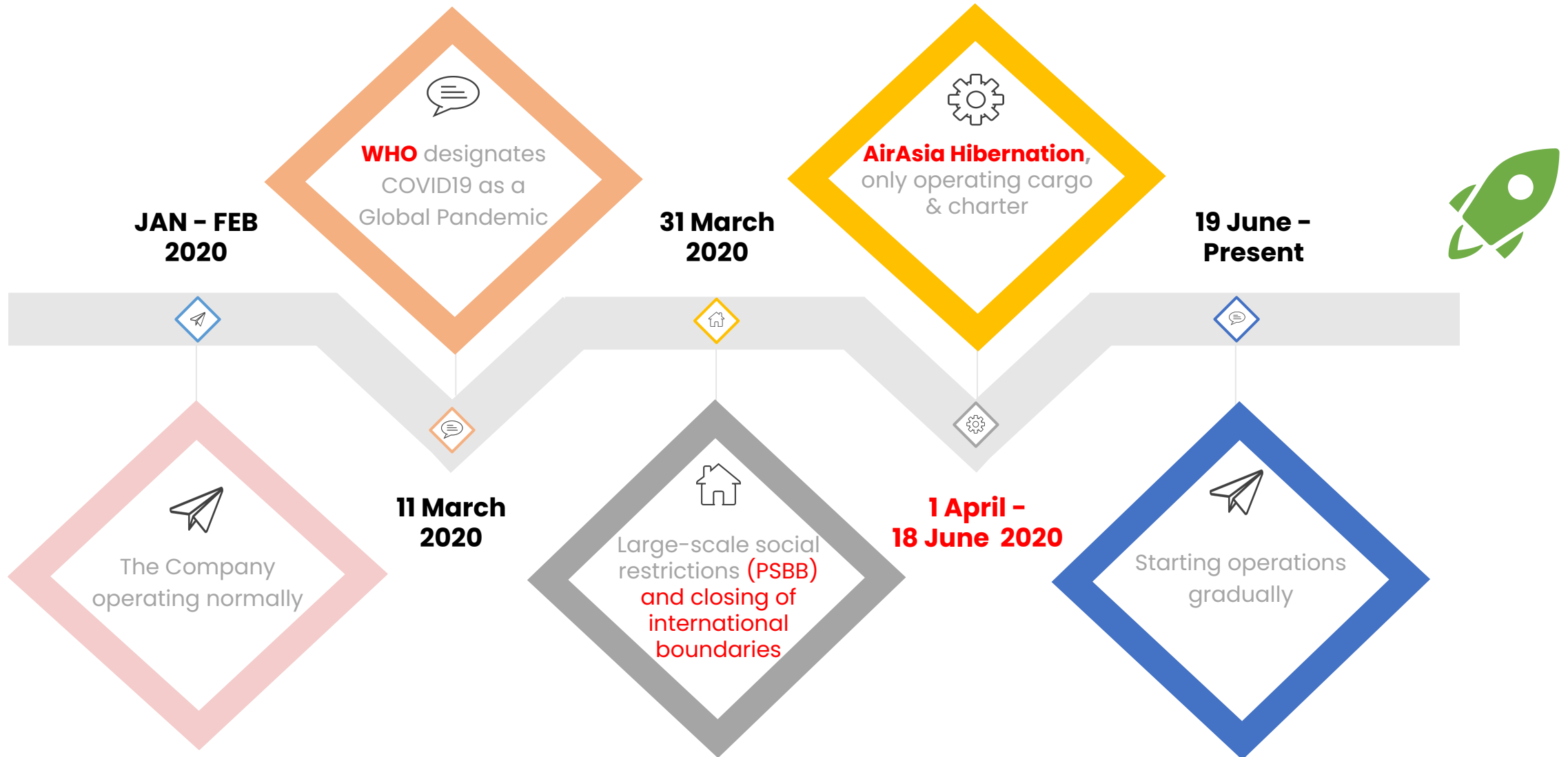


WORLD'S BEST
LOW-COST AIRLINE
11
YEARS RUNNING

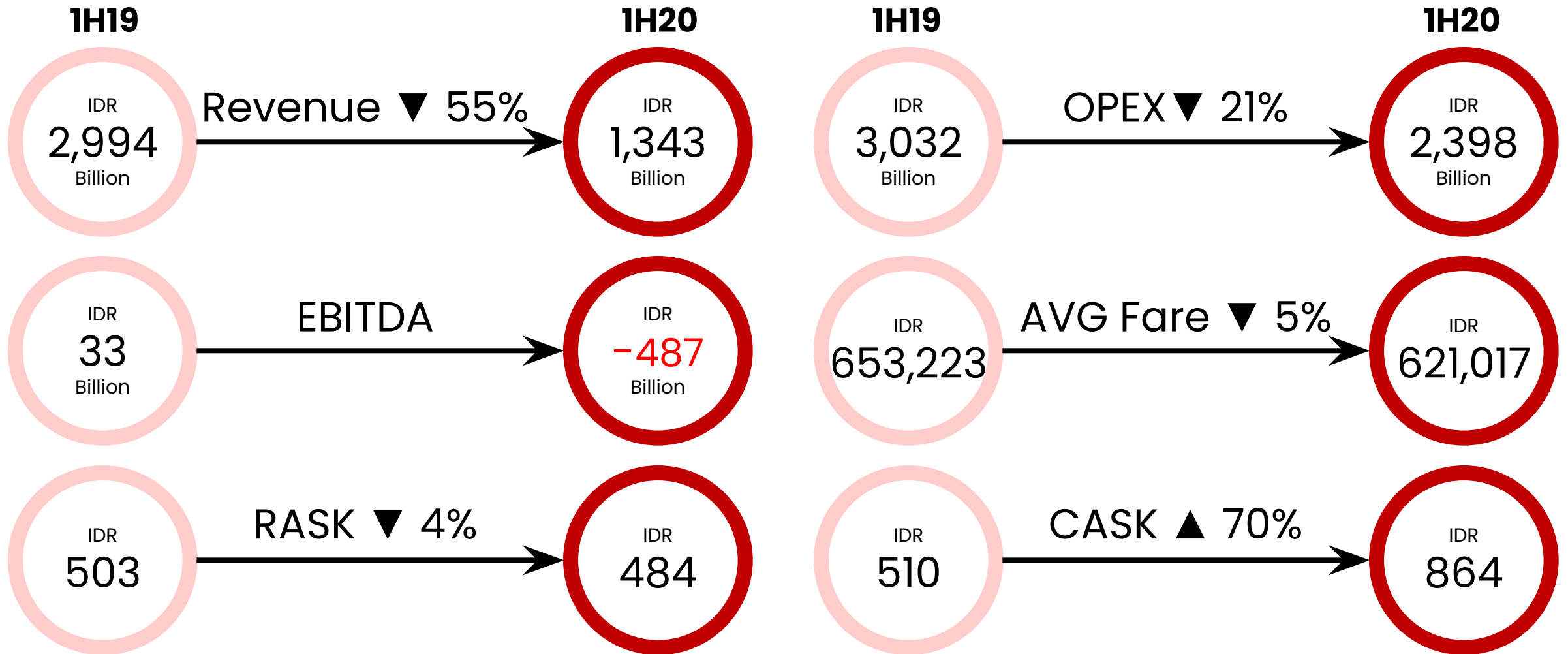


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EVENTS HIGHLIGHTED 1H2020



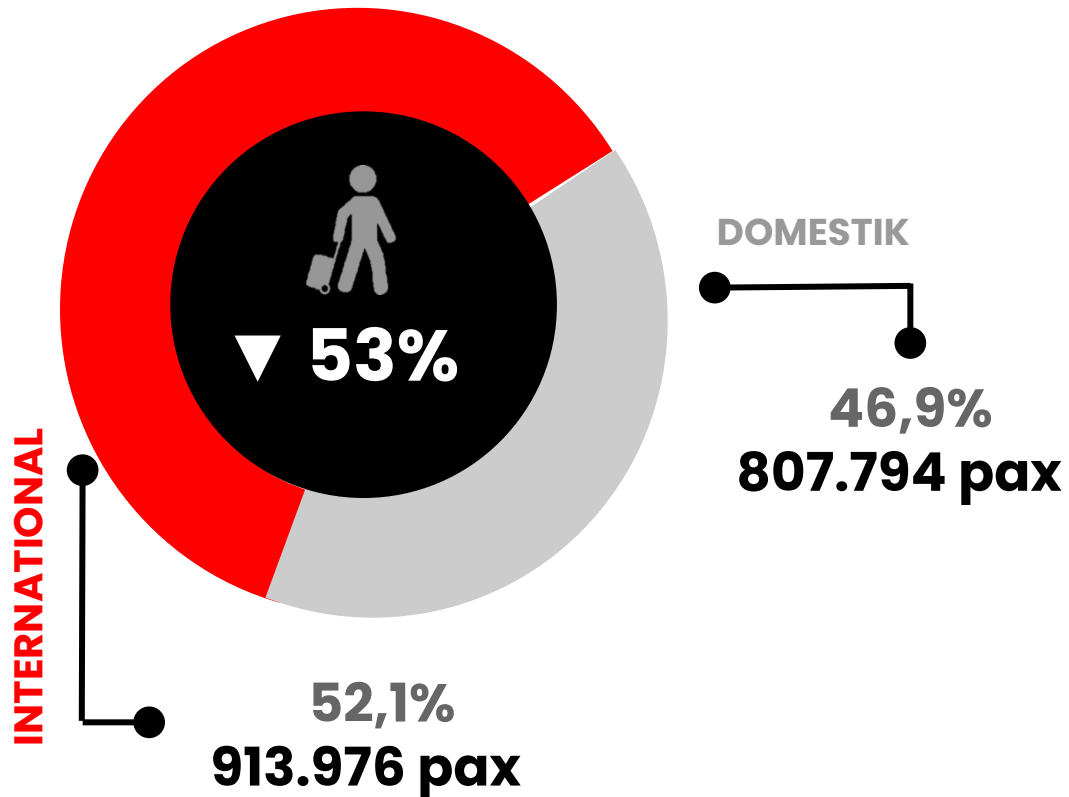
Financial Highlights



Operational Statistic

1H2020 Statistics – YoY Comparison

Passenger Carried



Load Factor



Utilization



On-Time Performance



KEY FINANCIAL METRICS

(Currency in IDR billion, unless otherwise specified)

	INDICATOR	1H2020	1H2019		Change	FY 2019	FY 2018		Change
	Revenue	1,343	2,994	▼	-55%	6,709	4,233	▲	58%
COST	Fuel	747	1,190	▼	-37%	2,530	1,868	▲	35%
	Aircraft Rental*		511			1,073	742	▲	45%
	Other Expenses	1,651	1,331	▲	24%	3,106	2,610	▲	19%
	Total Operating Expenses	2,398	3,032	▼	-21%	6,709	5,220		29%
PROFIT	EBIT	(1,055.6)	(37.9)	▼	2,687%	0.1	(987)	▲	
	EBITDA	(486.7)	32.7	▼		135	(809)	▲	
OPERATIONAL STATISTIC	RASK (IDR)	484	503	▼	-4%	531	477	▲	11%
	CASK (IDR)	864	510	▲	69%	531	588	▼	-10%
	CASK ex Fuel (IDR)	595	310	▲	92%	331	377	▼	-12%
	Average Fare (IDR)	621,017	653,223	▼	-4%	703,451	640,883	▲	10%
	Aircraft Fleet	28	25		3	28	24	▲	4
	ASK (mill)	2,776	5,949	▼	-53%	12,629	8,880	▲	42%
	Capacity ('000)	2,347	4,355	▼	-46%	9,530	6,413	▲	49%
	Load Factor (%)	73%	85%	▼	-12%	84%	82%	▲	2%

*) With the application of PSAK 73 of 2020, the recording of **Aircraft Rental** per 1H2020 is included in the depreciation expense

Expanding the Domestic Market by Adding New Routes

2019 New Routes operated by Indonesia AirAsia:

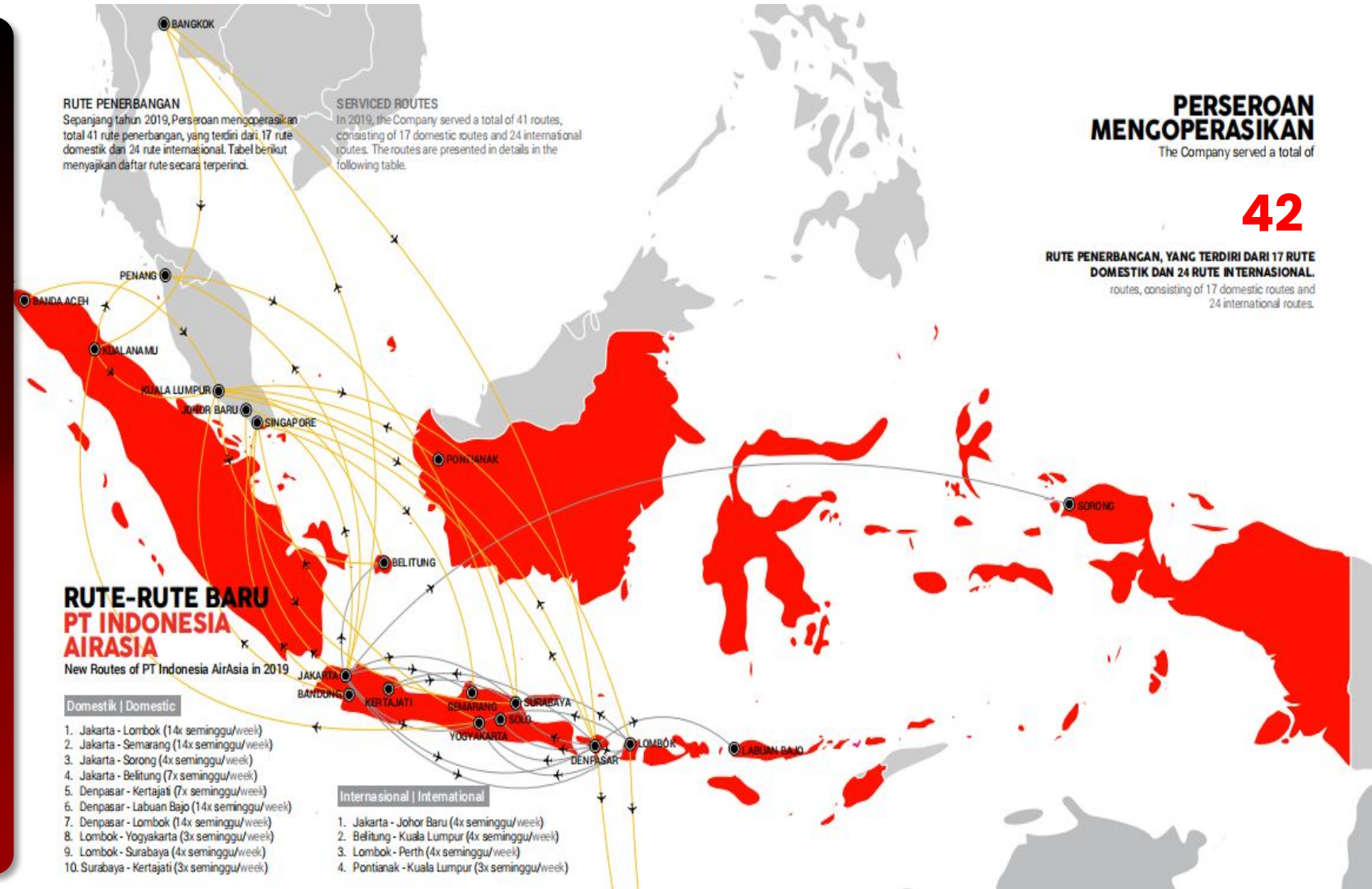
10 Domestic Routes
4 International Routes

1H2020 New Routes operated by Indonesia AirAsia:

1 Domestic Routes

Total Routes operated by Indonesia AirAsia

18 Domestic Routes
24 International Routes



Company Strategy in 2020

Route / Pricing

Route

- Focused top domestic routes by stages regaining confidence of flying

Pricing

- Domestic: Maintaining competitive fare.
- International: Repatriation traffic due to the border closure & travel restriction. High fare is charged to yield on the strong sectors

Grow Traffic to AirAsia.com

- Launch traffic driving products




- Invest in **paid digital** to drive traffic back to airasia.com post-Covid
- Entering OTA market to recruit new users
- Collaborate with Partners, Banks & Tourisms to incentivise travel

Optimizing Distribution Channel

- Grow overall distribution channels contributions to expand database
- Accelerate on AA.com ecosystem
- Optimise all channels + top OTA to regain the market share

Company Strategy in 2020



OTA
Conquer &
Attack



Travel Agent
Grow Market Share



ATSC
Optimize Resources



PAX & CARGO
Charter Flight

Strategy

- **To fight** competitors by leveraging on our OTA accounts customer **database** in their B2B/B2C platforms
- Increase recruitment of new and existing accounts to **work as a joint forces** to **strengthen** our presence in the market

- **Grow & transform B2B traffic** to airasia.com via New Agent Portal (B2B under e-commerce)
- Emphasize **benefit as an AirAsia agent** - Exclusive B2B campaign, commission entitlement and upcoming **e-wallet payment method**

- Convert ATSC to become **exclusive** airasia.com **travel agent**
- **Optimize ATSC resources** with additional function as sales office and service centre

- Started to actively offer the service in **the end of March**, Pax charter flights have captured **17 deals** up to **closing Aug**, and keep progressing.
- Pax & Cargo charter flights keep improving in **grabbing bigger market** from month to month, from both **DOM and INT**



Thank You

