



PUBLIC EXPOSURE

PT. AirAsia Indonesia TBK (AAID)

(IDX Ticker: CMPP)

Tangerang, 21 Desember 2022

| FROM | TO | CARRIER | FLIGHT | DATE | TIME | SEAT |
|------|----|---------|--------|------|------|------|
|------|----|---------|--------|------|------|------|

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

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



Positive Progress

1

Relaxation on restrictions for International and Domestic travel

2

Both Domestic and International travel demand increase significantly

3

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



International Bounce back

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.

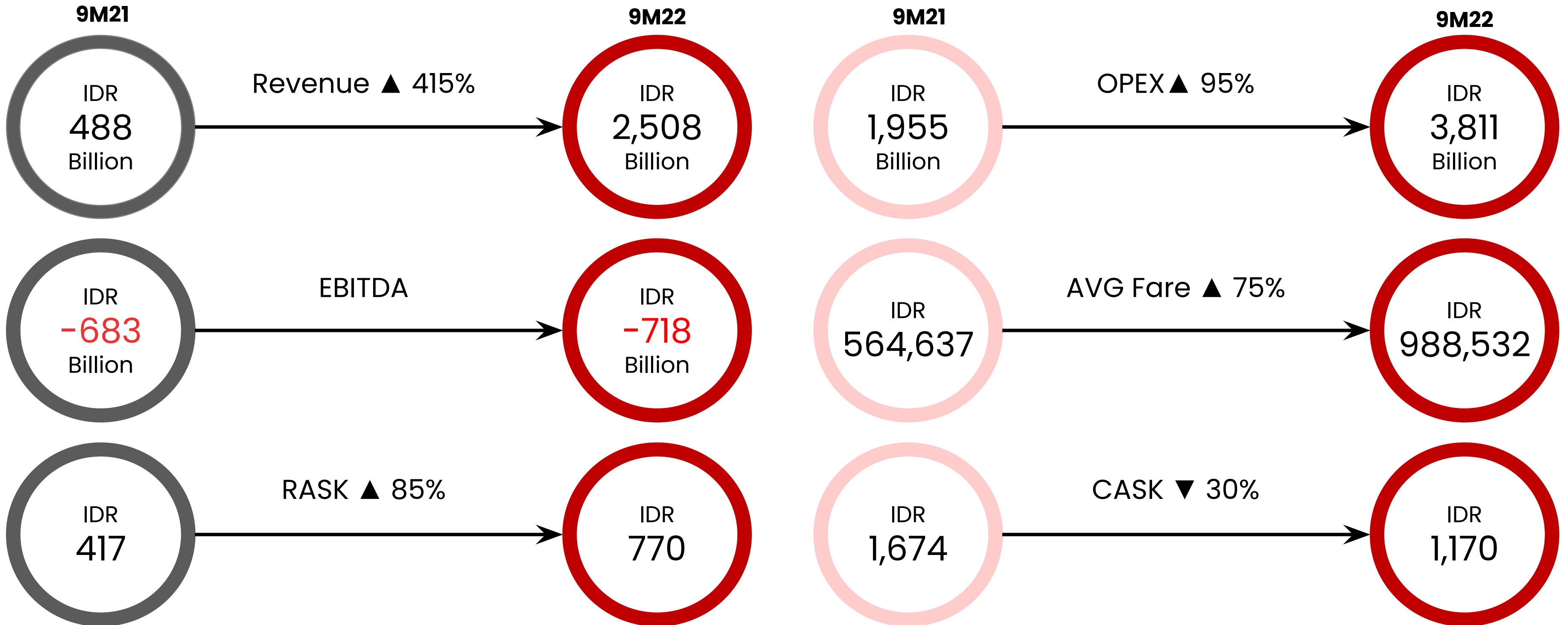


Launch New Domestic Route

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



2022 | 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% |



Operational Goals

| 3 key goals | 1Q23 | 2Q23 | 3Q23 | 4Q23 | FY23 | % vs FY22E |
|-------------|-------|-------|-------|-------|-------|------------|
| Load factor | 84.8% | 88.7% | 84.5% | 84.9% | 85.7% | +6.7pts |
| RASK (USc) | 4.63 | 5.09 | 4.75 | 5.25 | 4.96 | -4.2% |
| CASK (USc) | 5.48 | 4.91 | 4.82 | 4.50 | 4.86 | -25.3% |

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 7 domestic routes & Cambodia service.
- Expanding footprint in Indonesia with growth in Medan & new hub in Yogyakarta

Risks & mitigation action plan

- Risk of losing historical slots due to IAA's slow fleet recovery. New regulations from the Indonesia authority requires all airlines to operate at least 80% as per holding slots in order to be eligible for same slots in the future. IAA might risks of losing the slots and operating lesser in the future as IAA didn't manage to recover and operate fully in the Indonesia market.
- The maintenance cost and engine shops visit will be key major events that require cash/payments for the aircrafts maintenance in 2023.
- High amount and long outstanding liabilities to all the lessors needs to be fulfilled by IAA in order to keep the aircrafts for operation (No grounding notice from Lessors). Aircrafts availability and stability is key to keep the momentum for recovery and increase the capacity for IAA in 2023, and cash inflow and sales is critical for IAA to continue sustainable operation in 2023.





THANK YOU





Q&A

