



# Where are the Opportunities ?

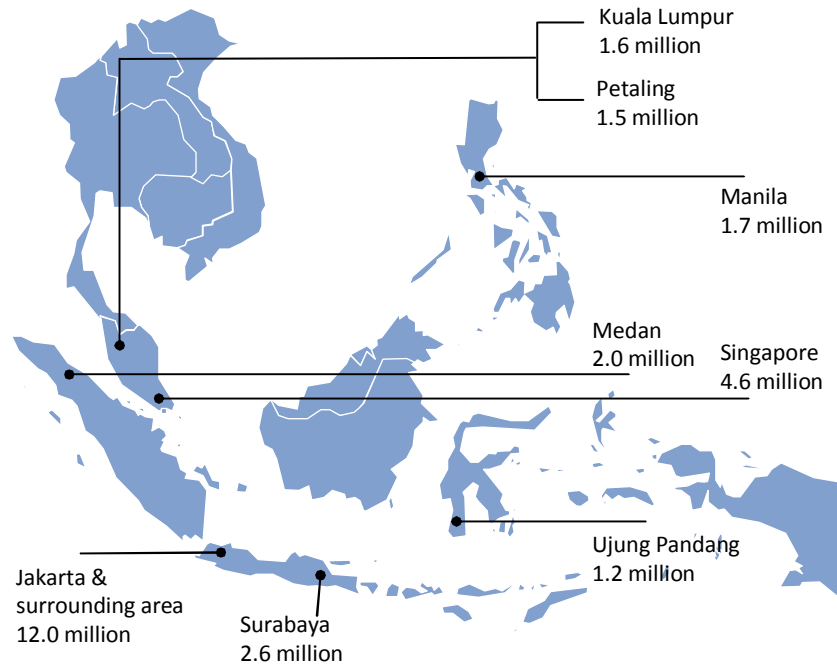
EMIRSYAH SATAR  
President & CEO

CEO Plenary Session  
European-Indonesia C Development  
Jakarta, 29 November 2010

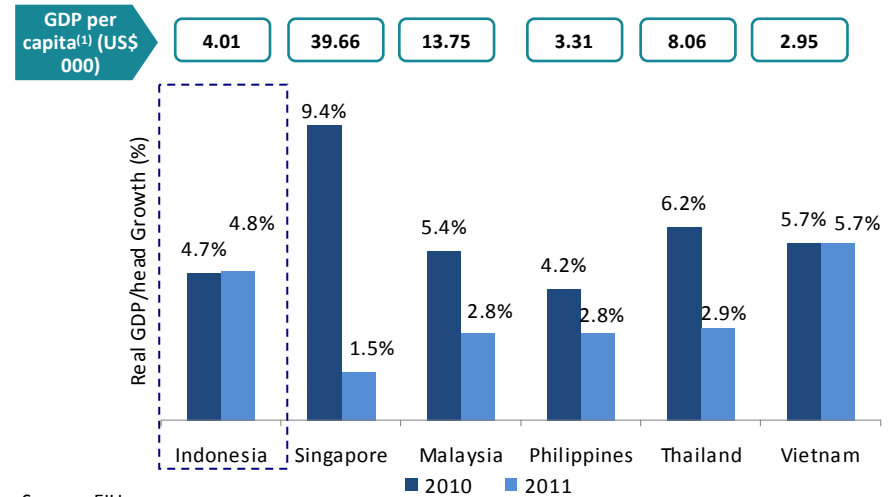
# Indonesia : Unique opportunity within Asia

- ✓ Most populous country in the South East Asia (4th largest in the world) with people distributed across a number of medium - large cities and high density provinces
- ✓ Largest archipelago in the world lending greater importance to air travel; potential for taking market-share from land / sea travel
- ✓ High growth economy with GDP per capita showing a growth of 12.5% in the period 2000 – 2009

## Most populated cities in the region

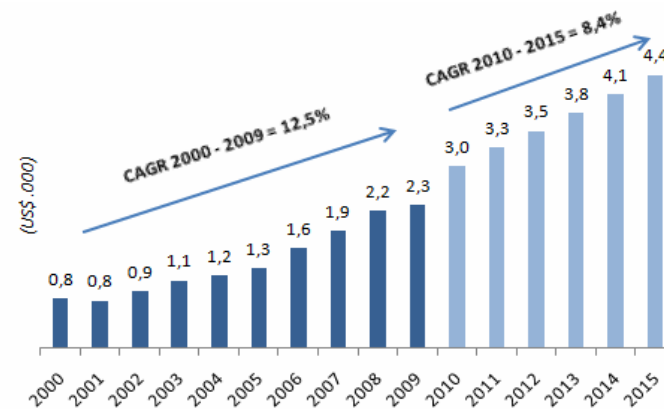


## South East Asia GDP Forecasts



Source: EIU

## Indonesia: GDP per capita



Source: IMF, World Economic Outlook (WEO), 2010

# Airline demand is driven by GDP growth

- ❖ Growth in passenger and freight markets in the past has largely been driven by broader trends in GDP growth and world trade flows. Passenger traffic has grown at around 1.5-2 times the rate of GDP growth.
- ❖ Freight has generally grown at a similar rate to world trade, although in recent years a shift in market share to surface transport has meant that air freight traffic growth has been slower than trade growth.



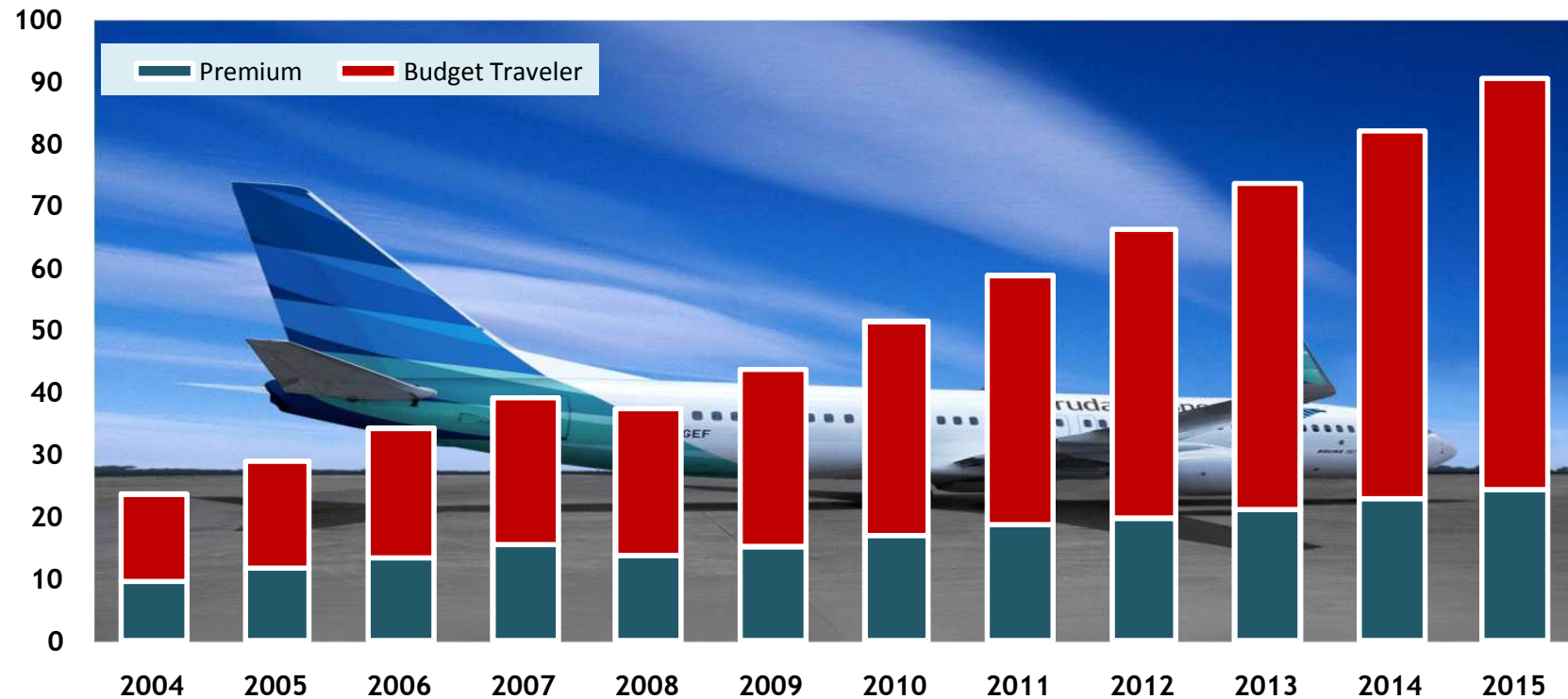
Source: ICAO, IATA, EIU

# Aviation Business Chain



# Indonesia Traffic Growth of Domestic Market

Market Size (mio)

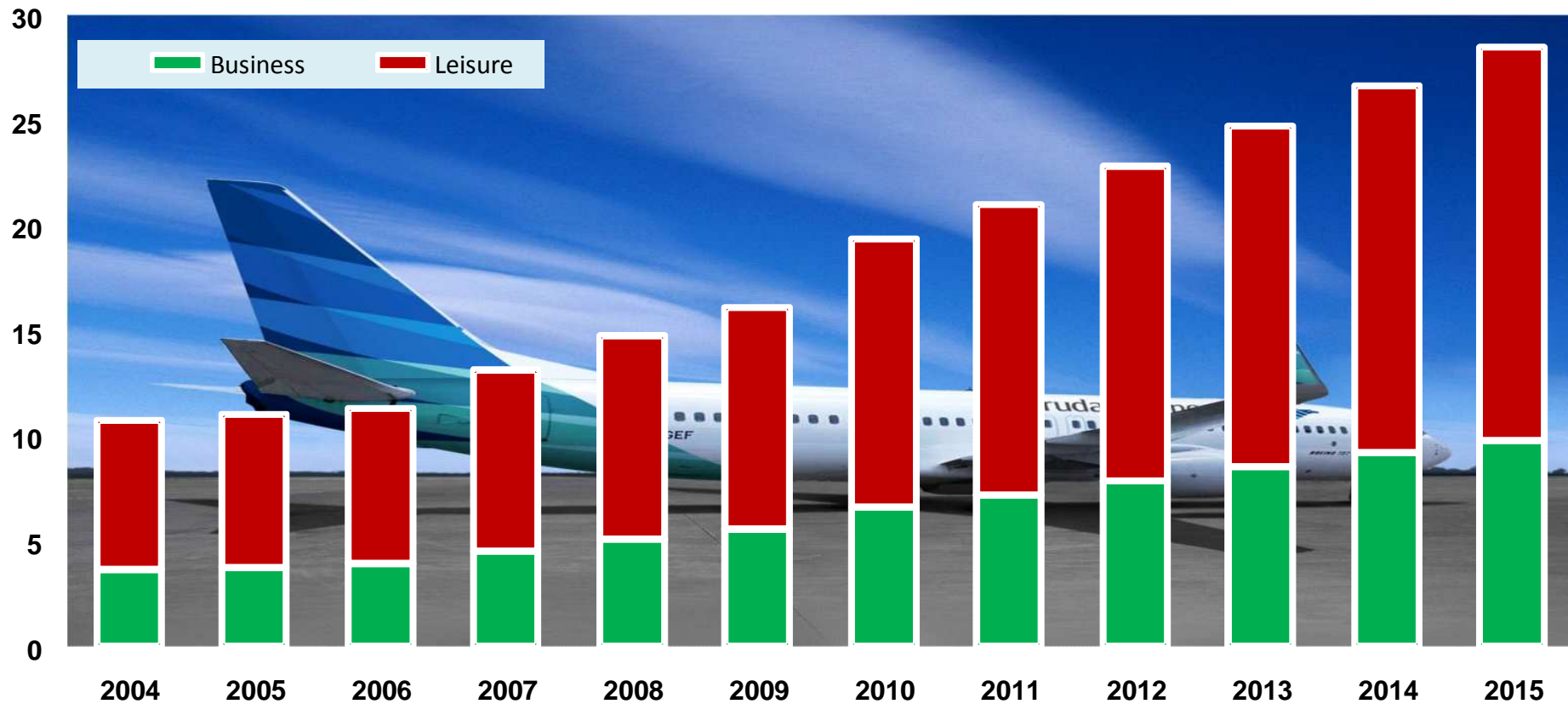


- Domestic market in 2010 increased by 17%. Garuda projects market growth of 12% CAGR (2010 – 2015), the upturn periods.

Note: GA Pax Include Citilink, S-100 seater & Alliance  
Sources : Dephub, PT. AP I & II, Garuda Forecast

# Indonesia Traffic Growth of International Market

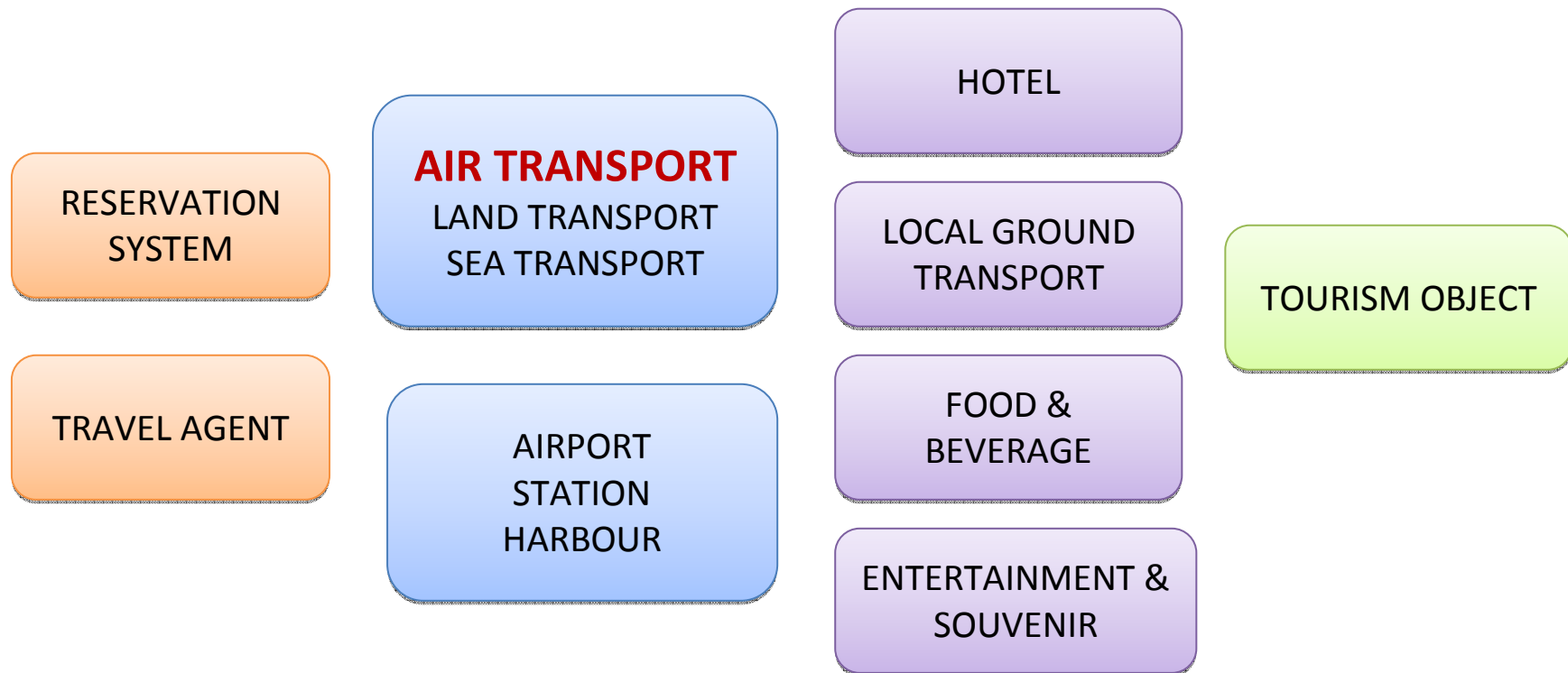
Market Size (mio)



- Traffic growth of International market increased by 20% in 2010. Projected CAGR traffic growth is 8% from 2010 - 2015

Note: GA Pax Include Citilink S-100 seater & Alliance  
Sources : IATA, PT. AP, PATA, Garuda Forecast

# Tourism Related Business Chain



# Figures of Indonesia Tourism

| <b>Tourism</b>  | 2005    | 2006    | 2007    | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Arrivals</b> | 5,002   | 5,094   | 5,459   | 6,231   | 6,278   | 6,574   | 6,931   | 7,352   | 7,809   | 8,307   |
| <b>Outbound</b> | 5,423   | 5,902   | 6,213   | 6,168   | 6,275   | 6,389   | 6,513   | 6,646   | 6,789   | 6,942   |
| <b>Domestic</b> | 198,359 | 204,553 | 222,389 | 225,042 | 229,950 | 241,160 | 249,527 | 257,894 | 266,261 | 274,628 |

| <b>Air Travel</b> | 2005   | 2006   | 2007   | 2008   | 2009   | 2010   | 2011   | 2012   | 2013   | 2014   |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>Arrivals</b>   | 2,889  | 3,058  | 3,300  | 3,759  | 3,804  | 4,001  | 4,239  | 4,517  | 4,822  | 5,155  |
| <b>Outbound</b>   | 3,415  | 3,813  | 4,036  | 4,158  | 4,226  | 4,296  | 4,371  | 4,452  | 4,538  | 4,629  |
| <b>Domestic</b>   | 28,992 | 34,016 | 39,162 | 37,465 | 43,808 | 51,431 | 60,585 | 70,279 | 80,821 | 92,136 |

Source: Euromonitor International, CAPA, Depbudpar



Thank you