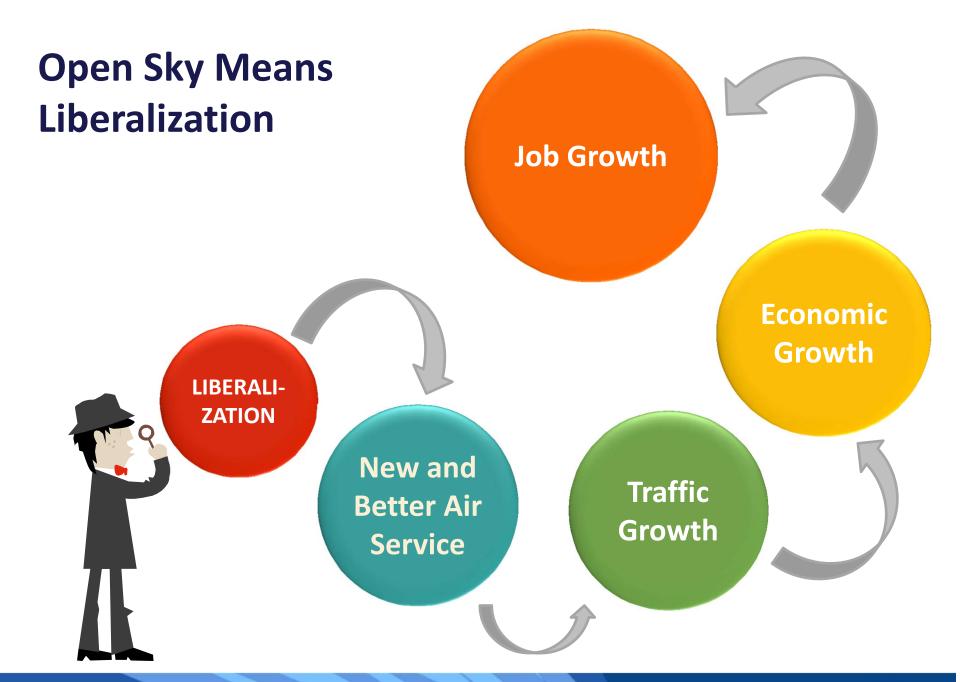


Opportunities And Challenges Of Liberalization Of Air Transport

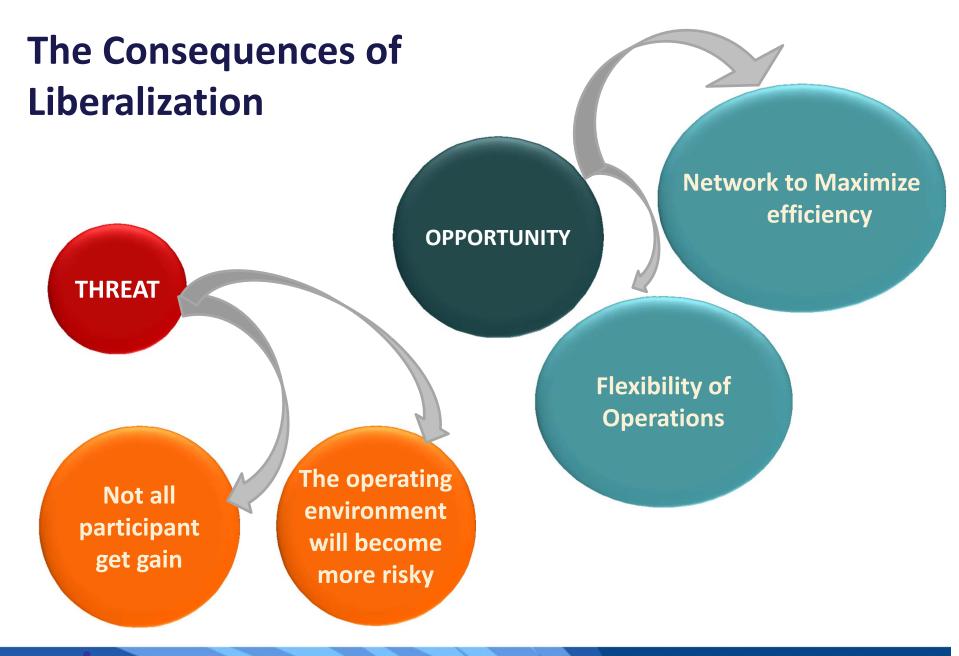
(Garuda Indonesia's Perspective)

Garuda Indonesia Group











Indonesia's Position on ASEAN Open Sky

Indonesia will applying ASEAN Open Sky Policy in stages, covering 5 main cities with no backtrack route.





Open Sky from GA's Perspective

Opportunities	 Increase air traffic Potential partnership Potential for aviation-related business (MRO, Catering, Ground Handling, etc)
Threats	Increase number of competitorsFree flow of skilled labour
Challenges	 Fighting operational cost Congested airports Limited slot Ownership and control Uncompetitive jet fuel price

Open Sky from GA's Perspective

Expectations

- Equal level playing field
- Supporting regulations
- Infrastructure development
- Close partnership with tourism sector
- Increase inbound foreign pax
- Increase domestic traffic

What We've Been Doing Towards 2015....(1)



1. OPERATIONAL

- Preparedness of Fleet (New Fleet)
- Expansion on the new domestic routes

2. SALES AND MARKETING

- E-commerce
- Corporate Account
- Membership of Alliance (Sky Team)

3. SERVICE

- Garuda Experience
- New Services Concept



What We've Been Doing Towards 2015.....(2)



- IPO
- Issued Bond
- Commercial Loan
- Cost Efficiency

5.HUMAN RESOURCES

- New Hire Management Trainee
- Cockpit And Cabin Crew

6. INFORMATION AND COMMUNICATION TECHNOLOGY

- PSS Altea And CRM
- Integrated
 Operation
 Control System
 (IOCS)

7. SAFETY SECURITY AND COMPLIANCE

- IOSA
- SMS/ Safety Management System





Thank You