

Earnings Presentation Q4 FY18

Jan – Mar 2018



May 2nd, 2018

Safe harbor

This document may contain some statements on the Company's business or financials which may be construed as forward looking. The actual results may be materially different from these forward looking statements.

This document forms part of the quarterly earnings release and should be viewed together with the Earnings Press Release and Earnings Conference Call

Overview

Key highlights

- Highest ever annual profit after tax of INR 22.4 billion with a profit margin of 9.7%
- Profit after tax of INR 1.2 billion with the profit margin of 2.0% for the quarter
 - Profits were lower compared to the same period last year primarily because of increase in fuel prices, decline in yields and foreign exchange impact
- Ranked No. 1 in on time performance for Fiscal Year 2018 with an average OTP of 83.1%
 - For the quarter, our OTP was 78.1%, Technical Dispatch Reliability was 99.87% and flight cancellation rate was 1.74%.
- Ended the quarter with a fleet of 159; added a net of 6 aircraft including 3 ATRs
- Added 4 new destinations in the quarter; total number of destinations increased to 50 including 8 international destinations.

Financial Overview

Financial highlights for the full year

Particulars (in INR million)	Full Year Ended		
	Mar'18	Mar'17	Change%
ASK (billion)	63.5	54.6	16.4%
Total income	239,677	193,696	23.7%
RASK (INR)	3.64	3.44	6.0%
Total expenses	208,411	172,252	21.0%
CASK (INR)	3.15	3.04	3.5%
CASK ex fuel (INR)	1.93	1.88	2.5%
EBITDAR	66,768	54,408	22.7%
EBITDAR Margin	29.0%	29.3%	-0.3 pts
PBT	31,267	21,443	45.8%
PBT Margin	13.6%	11.5%	2.0 pts
PAT	22,424	16,592	35.1%
PAT Margin	9.7%	8.9%	0.8 pts

Financial highlights for the quarter

Particulars (in INR million)	Quarter Ended		
	Mar'18	Mar'17	Change%
ASK (billion)	17.1	14.1	20.9%
Total income	60,568	51,420	17.8%
RASK (INR)	3.40	3.52	-3.2%
Total expenses	58,906	45,230	30.2%
CASK (INR)	3.30	3.08	7.4%
CASK ex fuel (INR)	1.94	1.84	5.3%
EBITDAR	11,321	14,491	-21.9%
EBITDAR Margin	19.5%	29.9%	-10.4 pts
PBT	1,662	6,190	-73.1%
PBT Margin	2.9%	12.8%	-9.9 pts
PAT	1,176	4,403	-73.3%
PAT Margin	2.0%	9.1%	-7.1 pts

Revenue breakup for the quarter

Particulars (in INR million)	Quarter Ended		
	Mar'18	Mar'17	Change%
Revenue from operations	57,991	48,482	19.6%
Other income	2,577	2,938	-12.3%
Total income	60,568	51,420	17.8%
ASK (billion)	17.1	14.1	20.9%
RPK (billion)	15.2	12.2	24.8%
Load factor (%)	88.9%	86.1%	2.8 pts
Yield (INR)	3.31	3.50	-5.6%
RASK (INR)	3.40	3.52	-3.2%

Cost breakup for the quarter

Particulars (in INR million)	Quarter Ended		
	Mar'18	Mar'17	Change%
Aircraft fuel expenses	23,377	17,505	33.5%
Aircraft and engine rentals	9,931	8,242	20.5%
Purchase of stock in trade	308	226	36.1%
Changes in inventories of stock in trade	(8)	3	-
Employee benefits	6,566	5,339	23.0%
Finance cost	927	777	19.4%
Depreciation and amortization	1,286	1,052	22.3%
Other expenses	16,519	12,087	36.7%
Total expenses	58,906	45,230	30.2%
CASK (INR)	3.30	3.08	7.4%
CASK ex fuel (INR)	1.94	1.84	5.3%
Exchange Rate (US\$/INR)*	65.16	64.85	0.5%
Fuel Price (INR / Litre)**	61.78	55.38	11.6%

* Closing Exchange Rate for the quarter

** Average fuel price announced by IOCL for domestic airlines for the 4 metros – Delhi, Mumbai, Kolkata and Chennai

Cash and Debt

Particulars (in INR million)	As of		
	Mar'18	Mar'17	Change%
Free Cash	70,587	44,326	59.2%
Restricted Cash	66,496	49,106	35.4%
Total Cash	137,083	93,432	46.7%
Debt	24,527	25,962	-5.5%

Capacity update

- For fiscal year 2019, year over year capacity increase in ASKs is expected to be 25%
- First quarter fiscal year 2019, year over year capacity increase in ASKs is expected to be 18%

Appendix

Fleet breakup

31st Mar, 2018

159

- 23 Owned/Finance Lease
- 136 Operating Lease

- 32 A320neo
- 121 A320ceo
- 6 ATR

31st Dec, 2017

153

- 20 Owned/Finance Lease
- 133 Operating Lease

- 32 A320neo
- 118 A320ceo
- 3 ATR

31st Mar, 2017

131

- 17 Owned/ Finance Lease
- 114 Operating Lease

- 19 A320neo
- 112 A320ceo

Definitions and Abbreviations

Term	Description
ASK	Available Seat Kilometer
CASK	Total Cost net of finance income per Available Seat Kilometer
CASK ex fuel	Total Cost excluding fuel cost net of finance income per Available Seat Kilometer
EBITDAR	Earnings before finance income and cost, tax, depreciation, amortization and aircraft and engine rentals
EBITDAR margin	EBITDAR / Revenue from Operations
Load Factor	Revenue Passenger Kilometer / Available Seat Kilometer
OTP	On Time Performance
RASK	Total Revenue net of finance income per Available Seat Kilometer
RPK	Revenue Passenger Kilometer
Yield	Passenger Ticket Revenue / Revenue Passenger Kilometer

Thank You