



SpiceJet  
Investor Presentation  
Q3 FY21



# Disclaimer



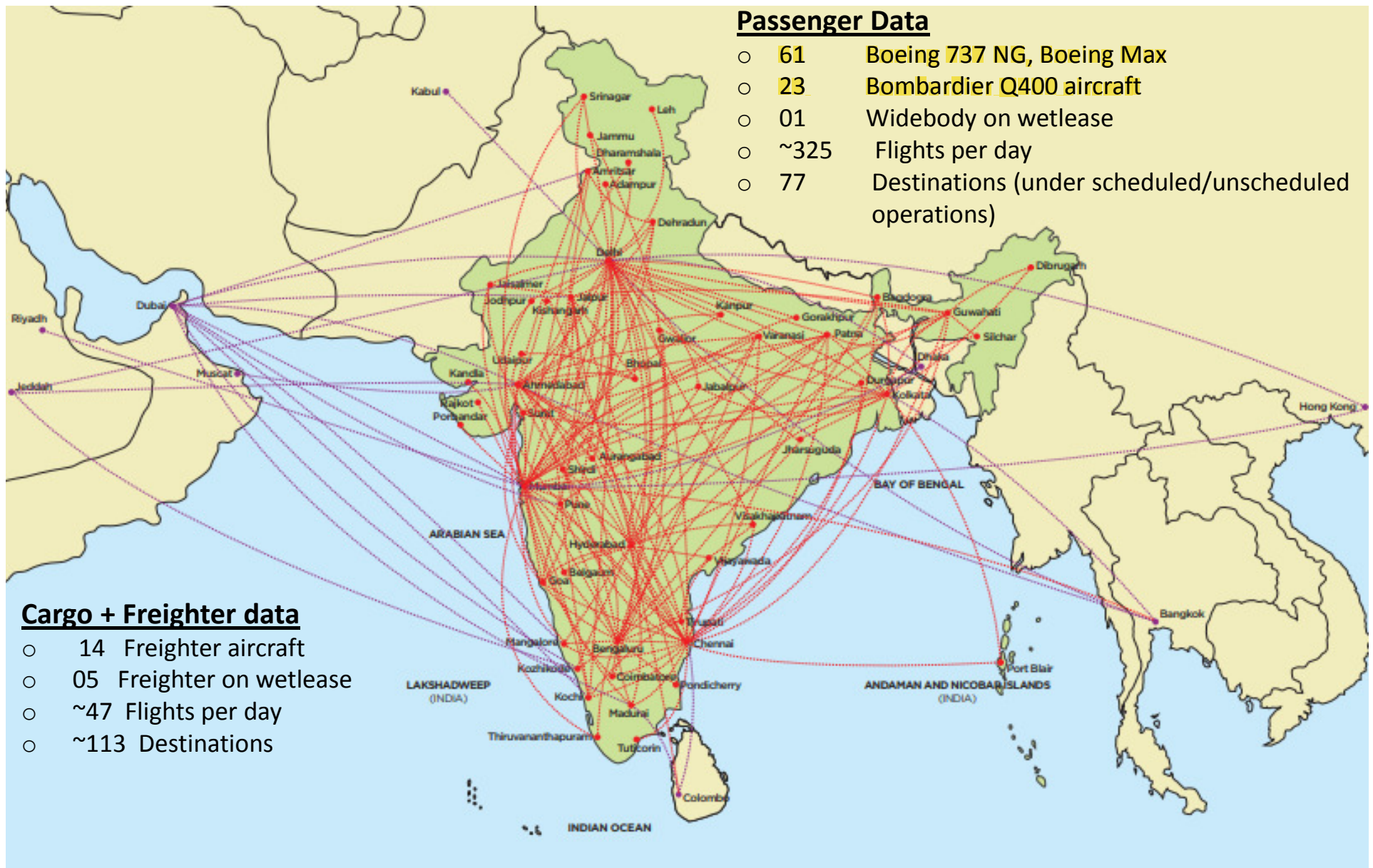
Information contained in our presentation is intended solely for your personal reference and is strictly confidential. Such information is subject to change without prior notice, its accuracy is not guaranteed and it may not contain all material information concerning the Company. Neither we nor our advisors make any representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

In addition, certain statements contains our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, fluctuations in foreign exchange rates, our ability to manage growth, intense competition in aviation sector including those factors which may affect our cost advantage, wage fluctuations, our ability to attract and retain highly skilled professionals, time and cost overruns on various parameters, our ability to manage international operations, reduced demand for air travel, liability for damages, withdrawal or expiration of governmental fiscal incentives, political instability, legal restrictions on raising capital or general economic conditions affecting our industry.

The words "anticipate", "believe", "estimate", "expect", "intend" and similar expressions, as they relate to us, are intended to identify certain of such forward-looking statements. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company unless it is required by law.



# Operation snapshot



A decorative graphic consisting of a cluster of approximately 15 ovals in shades of orange and yellow, arranged in a roughly triangular shape pointing towards the top-left. The ovals vary in size and are arranged in a way that suggests a sense of movement or a trail.

# **QUARTER HIGHLIGHTS**

Q3 FY21



# Management Comments



**SpiceJet halves net loss to INR 57 crore in Q3 FY2021 from INR 112.6 crore in Q2 FY2021**

**Reports EBIDTA profit of INR 451.4 Cr**

**Revenue from cargo increased by 447% Year on Year**

**Transports 13.2 million doses of Covid vaccine**

## ***For the Quarter ending December 2020***

- EBIDTAR profit of INR 518.4 crore
- Registers industry's highest domestic load factor of 76.8%
- Registered industry's highest overall load factor of 77.9% (including domestic & international operations)
- Passenger revenue grows by 73% Quarter on Quarter
- Sustained market leadership in passenger RASK amongst listed Indian peers
- Significant revenue generated through charter business
- Revenue from cargo increased by 36% Quarter on Quarter
- Inducts Airbus A321 in its fleet
- Aircraft fleet at 100 as on December 31, 2020

## ***Key highlights for the quarter***

- Remains largest air cargo operator in India. Carried 41,257 tonnes of cargo in Q3
- Emerges as the most preferred airline for transportation of Covid-19 vaccine; transported 13.2 million Covid-19 vaccine doses till date
- First and only airline to launch dedicated cargo flights to Leh ensuring timely and seamless supply of essentials during winters
- Operated multiple repatriation flights to and from Italy on the newly inducted Airbus A321
- Introduced 92 new domestic and 16 international flights (under air bubble agreement)
- Added Ras Al-Khaimah as its latest international destination
- Added Darbhanga & Nashik under UDAN
- Maintained consistent market leadership in load factor among Indian carriers
- Despite intense competition and drop in yield, passenger revenue improved by 73% quarter on quarter through charters, aggressive network and sales strategies



# Management Comments, contd..



- Despite muted demand, loads sequentially increased from 75% to 78% as compared to Q2 FY21 thereby once again establishing SpiceJet's undisputed supremacy in the passenger business

## **Current Highlights**

- Operating 72% of pre-Covid schedule; 329 flights per day
- Operating a fleet of 19 cargo planes including five wide-body aircraft
- Operated more than 14,000 cargo flights and carried 1,15,500 tonnes of cargo since the lockdown began
- Tied-up with Brussels Airport, Adani Ahmedabad International Airport, GMR Hyderabad Air Cargo for transporting Covid-19 vaccines

**Gurugram, February 10, 2020:** SpiceJet, the country's favourite airline, reported a net loss of INR 57 crore for the quarter ending December 31<sup>st</sup>, 2020 as against a loss of INR 112.6 crore in Q2 FY21.

Total income was INR 1,907 crore for the reported quarter as against INR 1,305 crore in Q2 FY21. For the same comparative period, expenses were INR 1,964 crore as against INR 1,418 crore. On an EBITDA basis, SpiceJet achieved a profit of INR 451.4 crore for the reported quarter as against INR 442 crore. On an EBITDAR basis, the profit was INR 518.4 crore for the reported quarter as against a profit of INR 475 crore in Q2 FY21.

**Ajay Singh, Chairman and Managing Director, SpiceJet,** said, "As we report our Q3 numbers today, I am glad that 2020 is finally behind us. The pandemic has, undoubtedly, been the biggest crisis to hit the aviation industry and we are confident that things will only get better for us from now on."

"We have successfully managed to trim down our losses considerably with each passing quarter despite limited operations and muted demand. SpiceJet yet again recorded the industry's highest domestic load factor and has also demonstrated market leadership in passenger RASK amongst listed Indian peers."

"With our cargo business proving its true potential, the passenger business getting back on track significantly and a tight control on costs, we have managed to reduce our losses significantly in this quarter. There has been a remarkable recovery from where we were a few months back and with the world's biggest vaccination drive underway I see a strong revival across sectors. Our results are reflective of the massive exercise being undertaken by the Company to align our cost base and we continue to explore and implement best practices to further bring operational efficiency and accomplish best cost base in the industry."

"We proudly carried India's first consignment of Covid-19 vaccine on January 12 and have transported 13.2 million doses till date and will continue to actively participate in the transport of vaccines both within and outside the country in the weeks and months to come."



# Management Comments, contd..



SpiceJet continues to engage with Boeing to recover damages incurred by the Company due to the grounding of the MAX and the re-induction of these aircraft in the fleet.

In terms of operational parameters, SpiceJet had the best domestic passenger load factor of 76.8 % amongst all airlines in the country during the quarter.

SpiceJet introduced 92 new domestic & 16 international flights during the quarter and added Ras Al-Khaimah as its 12<sup>th</sup> international destination. In line with its commitment to enhance regional connectivity, the airline added Darbhanga and Nashik as its latest UDAN destinations. Providing a major boost to tourism, SpiceJet launched its seaplane service between Ahmedabad (Sabarmati riverfront) and the Statue of Unity in Kevadia, Gujarat.

To ensure seamless delivery of the Covid-19 vaccine both within and outside the country, SpiceJet has tied up with multiple partners including Brussels Airport, GMR Hyderabad Air Cargo (GHAC), Adani Ahmedabad International Airport among others. The airline has also tied-up with global leaders in cold chain solutions offering active and passive packaging and has the capability to transport extremely sensitive drugs and vaccines in controlled temperatures ranging from -40 °c to +25 °c.

SpiceJet operates a fleet of 19 cargo planes which includes five wide-body aircraft. Till date, since March 25, 2020 (when the lockdown began), the airline has operated more than 14,000 cargo flights transporting 1,15,500 tonnes of cargo. SpiceJet is the first and only Indian carrier to introduce dedicated cargo flights to Leh ensuring timely and seamless supply of essentials during winters.

## **About SpiceJet Ltd**

SpiceJet is India's favourite airline that has made flying affordable for more Indians than ever before. The airline operates a fleet of Boeing 737s, Bombardier Q-400s & freighters and is the country's largest regional player operating 63 daily flights under UDAN or the Regional Connectivity Scheme. The majority of the airline's fleet offers SpiceMax, the most spacious economy class seating in India.

The airline also operates a dedicated air cargo service under the brand name SpiceXpress offering safe, on-time, efficient and seamless cargo connectivity across India and on international routes.

## **SpiceJet Media contact:**

Tushar Srivastava  
Head, Corporate Affairs & CSR  
[tushar.srivastava@spicejet.com](mailto:tushar.srivastava@spicejet.com)

Anand Deora  
Sr. Manager –Corporate Communications  
+91 -98103 44335 [anand.deora@spicejet.com](mailto:anand.deora@spicejet.com)



# Results



## Statement of Unaudited Standalone Financial Results for the quarter and year to date period from April 1, 2020 to December 31, 2020

(Rupees in millions, except EPS information and unless otherwise stated)

| S.No.    | Particulars   | Quarter ended          |                        |                        | Year to date period ended |                        | Year ended           |
|----------|---|------------------------|------------------------|------------------------|---------------------------|------------------------|----------------------|
|          |   | 31-Dec-20<br>Unaudited | 30-Sep-20<br>Unaudited | 31-Dec-19<br>Unaudited | 31-Dec-20<br>Unaudited    | 31-Dec-19<br>Unaudited | 31-Mar-20<br>Audited |
| <b>1</b> | <b>Revenue from contracts with customers</b>                    |                        |                        |                        |                           |                        |                      |
|          | a) Revenue from operations                                      | 16,307.58              | 10,160.82              | 35,334.64              | 31,300.80                 | 92,140.18              | 119,896.13           |
|          | b) Other operating revenues                                     | 558.58                 | 389.03                 | 1,136.67               | 1,262.10                  | 2,807.69               | 3,690.28             |
|          | <b>Total revenue from operations</b>                            | <b>16,866.16</b>       | <b>10,549.85</b>       | <b>36,471.31</b>       | <b>32,562.90</b>          | <b>94,947.87</b>       | <b>123,586.41</b>    |
|          | Other income (refer notes 5 and 8)                              | 2,201.00               | 2,502.87               | 2,796.09               | 6,698.01                  | 6,542.96               | 8,477.81             |
|          | <b>Total income</b>   | <b>19,067.16</b>       | <b>13,052.72</b>       | <b>39,267.40</b>       | <b>39,260.91</b>          | <b>101,490.83</b>      | <b>132,064.22</b>    |
| <b>2</b> | <b>Expenses</b>   |                        |                        |                        |                           |                        |                      |
|          | a) Operating expenses   |                        |                        |                        |                           |                        |                      |
|          | - Aircraft fuel   | 4,538.72               | 2,784.52               | 13,407.21              | 8,215.29                  | 35,312.48              | 46,162.03            |
|          | - Aircraft lease rentals  | 670.41                 | 336.06                 | 1,024.55               | 1,251.13                  | 2,302.90               | 3,629.71             |
|          | - Airport charges   | 1,955.13               | 1,452.60               | 3,263.64               | 4,139.50                  | 8,612.14               | 11,445.82            |
|          | - Aircraft maintenance costs                                    | 3,256.55               | 2,455.06               | 6,276.44               | 7,403.66                  | 16,015.78              | 21,717.45            |
|          | - Other operating costs   | 1,223.78               | 969.59                 | 1,315.80               | 2,921.46                  | 3,498.94               | 4,844.53             |
|          | b) Employee benefits expense                                    | 1,871.04               | 1,063.80               | 3,908.60               | 4,629.62                  | 11,070.84              | 14,635.17            |
|          | c) Depreciation and amortisation expenses                       | 3,803.00               | 4,155.82               | 4,646.62               | 12,441.12                 | 12,782.10              | 17,339.34            |
|          | d) Other expenses   | 1,504.11               | 1,129.43               | 2,501.24               | 3,464.33                  | 6,688.67               | 8,891.65             |
|          | e) Finance costs  | 1,416.27               | 1,514.43               | 1,387.46               | 4,423.24                  | 4,030.12               | 5,450.08             |
|          | f) Foreign exchange loss/(gain), (net) (refer note 10)          | (602.29)               | (1,682.65)             | 803.61                 | (1,998.85)                | 2,453.81               | 7,296.05             |
|          | <b>Total expenses</b>   | <b>19,636.72</b>       | <b>14,178.66</b>       | <b>38,535.17</b>       | <b>46,890.50</b>          | <b>102,767.80</b>      | <b>141,411.83</b>    |
| <b>3</b> | <b>Profit / (loss) before exceptional items and taxes (1-2)</b> | <b>(569.56)</b>        | <b>(1,125.94)</b>      | <b>732.23</b>          | <b>(7,629.59)</b>         | <b>(1,276.97)</b>      | <b>(9,347.61)</b>    |
| 4        | Exceptional items   | -                      | -                      | -                      | -                         | -                      | -                    |
| <b>5</b> | <b>Profit / (loss) before tax (3+4)</b>                         | <b>(569.56)</b>        | <b>(1,125.94)</b>      | <b>732.23</b>          | <b>(7,629.59)</b>         | <b>(1,276.97)</b>      | <b>(9,347.61)</b>    |





# Results, contd..



| Statement of Unaudited Standalone Financial Results for the quarter and year to date period from April 1, 2020 to December 31, 2020 |   |  |                        |                        |                           |                        |                      |
|---|---|--|------------------------|------------------------|---------------------------|------------------------|----------------------|
| (Rupees in millions, except EPS information and unless otherwise stated)  |   |  |                        |                        |                           |                        |                      |
| S.No.   | Particulars   | Quarter ended  |                        |                        | Year to date period ended |                        | Year ended           |
|   |   | 31-Dec-20<br>Unaudited                               | 30-Sep-20<br>Unaudited | 31-Dec-19<br>Unaudited | 31-Dec-20<br>Unaudited    | 31-Dec-19<br>Unaudited | 31-Mar-20<br>Audited |
| 6   | Tax expense   | -  | -                      | -                      | -                         | -                      | -                    |
| 7   | <b>Net Profit / (loss) for the period / year (5-6)</b>                            | <b>(569.56)</b>                                      | <b>(1,125.94)</b>      | <b>732.23</b>          | <b>(7,629.59)</b>         | <b>(1,276.97)</b>      | <b>(9,347.61)</b>    |
| 8   | <b>Other comprehensive income (net of tax)</b>                                    |  |                        |                        |                           |                        |                      |
|   | Items that will not be reclassified to profit or loss in subsequent periods       |  |                        |                        |                           |                        |                      |
|   | Remeasurement gains and (losses) on defined benefit obligations (net)             | (10.76)  | (29.25)                | 1.98                   | (32.27)                   | (30.68)                | (32.49)              |
|   | Income tax impact   | -  | -                      | -                      | -                         | -                      | -                    |
| 9   | <b>Total comprehensive income (7+8)</b>   | <b>(580.32)</b>                                      | <b>(1,155.19)</b>      | <b>734.21</b>          | <b>(7,661.86)</b>         | <b>(1,307.65)</b>      | <b>(9,380.10)</b>    |
| 10  | Paid-up Equity Share Capital<br>(Face Value Rs.10/- per Equity Share)             | 6,004.50   | 6,002.75               | 5,997.18               | 6,004.50                  | 5,997.18               | 6,000.76             |
| 11  | <b>Other equity</b>   |  |                        |                        |                           |                        | <b>(21,793.41)</b>   |
| 12  | <b>Earnings per share</b>   |  |                        |                        |                           |                        |                      |
|   | a) Basic (Rs)   | (0.95)   | (1.88)                 | 1.22                   | (12.71)                   | (2.13)                 | (15.57)              |
|   | b) Diluted (Rs) (Refer note 5)  | (0.95)   | (1.88)                 | 1.22                   | (12.71)                   | (2.13)                 | (15.57)              |
|   |   | <b>Earnings per Share information not annualised</b> |                        |                        |                           |                        |                      |
|   | See accompanying notes to the Statement of Unaudited Standalone Financial Results |  |                        |                        |                           |                        |                      |



# Notes to results



1. The standalone financial results for the quarter ended 31 December 2020 and year to date period from 01 April 2020 to 31 December 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 10 February 2021 and subject to a limited review by the statutory auditors.

2. Earlier, the Company had considered "Air Transport Services" as the only segment of the Company. During the previous year, based on the relative significance of, and focus on, freighter-related and associated operations, and the consequent changes to the nature of internal reporting provided to the chief operating decision maker, management has reassessed the Company's segments. Accordingly, operating segments of the Company are Air Transport Services, and Freightier and Logistics Services. Air Transport Services includes, inter alia, passenger transport and ancillary cargo operations arising from passenger aircraft operations. Accordingly, segment information provided in these results, including in respect of comparative periods, is based on such operating segments described above.

(Rs in millions)

| Particulars                          | Quarter ended                      |                                     |                                    | Period ended                       |                                    | Year ended                    |
|--------------------------------------|------------------------------------|-------------------------------------|------------------------------------|------------------------------------|------------------------------------|-------------------------------|
|                                      | (Unaudited)<br>31 December<br>2020 | (Unaudited)<br>30 September<br>2020 | (Unaudited)<br>31 December<br>2019 | (Unaudited)<br>31 December<br>2020 | (Unaudited)<br>31 December<br>2019 | (Audited)<br>31 March<br>2020 |
| <b>Segment revenue</b>               |                                    |                                     |                                    |                                    |                                    |                               |
| a. Air transport services            | 13,784.56                          | 8,280.08                            | 35,908.03                          | 25,552.85                          | 93,819.70                          | 1,21,780.16                   |
| b. Freightier and logistics services | 3,081.60                           | 2,269.77                            | 563.28                             | 7,010.05                           | 1,128.17                           | 1,806.25                      |
| <b>Total</b>                         | <b>16,866.16</b>                   | <b>10,549.85</b>                    | <b>36,471.31</b>                   | <b>32,562.90</b>                   | <b>94,947.87</b>                   | <b>1,23,586.41</b>            |
| <b>Segment results</b>               |                                    |                                     |                                    |                                    |                                    |                               |
| a. Air transport services            | (785.04)                           | (1,335.11)                          | 1,150.58                           | (8,536.29)                         | (530.71)                           | (8,005.64)                    |
| b. Freightier and logistics services | 215.48                             | 209.17                              | (418.35)                           | 906.07                             | (746.15)                           | (1,341.97)                    |
| <b>Total</b>                         | <b>(569.56)</b>                    | <b>(1,125.94)</b>                   | <b>732.23</b>                      | <b>(7,629.68)</b>                  | <b>(1,276.86)</b>                  | <b>(9,347.61)</b>             |
| <b>Segment assets</b>                |                                    |                                     |                                    |                                    |                                    |                               |
| a. Air transport services            | 1,08,247.39                        | 1,11,394.61                         | 1,22,303.83                        | 1,08,247.39                        | 1,22,303.83                        | 1,24,125.56                   |
| b. Freightier and logistics services | 11,260.25                          | 9,546.00                            | 5,698.83                           | 11,260.25                          | 5,698.83                           | 5,542.65                      |
| <b>Total</b>                         | <b>1,19,507.64</b>                 | <b>1,20,940.61</b>                  | <b>1,28,002.66</b>                 | <b>1,19,507.64</b>                 | <b>1,28,002.66</b>                 | <b>1,29,668.21</b>            |
| <b>Segment liabilities</b>           |                                    |                                     |                                    |                                    |                                    |                               |
| a. Air transport services            | 1,33,718.10                        | 1,35,484.61                         | 1,30,453.92                        | 1,33,718.10                        | 1,30,453.92                        | 1,39,912.11                   |
| b. Freightier and logistics services | 9,220.69                           | 8,309.76                            | 5,282.77                           | 9,220.69                           | 5,282.77                           | 5,548.75                      |
| <b>Total</b>                         | <b>1,42,938.79</b>                 | <b>1,43,794.37</b>                  | <b>1,35,736.69</b>                 | <b>1,42,938.79</b>                 | <b>1,35,736.69</b>                 | <b>1,45,460.86</b>            |



# Notes to results, contd..



Segment revenue and expenses, and segment assets and liabilities, represent relevant amounts that are either directly attributable to individual segments, or are attributable to individual segments on a reasonable basis of allocation.

3. The Company had, in earlier financial years, received amounts aggregating Rs. 5,790.9 Million from Mr. Kalanithi Maran and M/s KAL Airways Private Limited together, (“Erstwhile Promoters”) as advance money towards proposed allotment of certain securities (189,091,378 share warrants and 3,750,000 non-convertible cumulative redeemable preference shares, issuable based on approvals to be obtained), to be adjusted at the time those securities were to be issued. Pursuant to the legal proceedings in this regard before the Hon’ble High Court of Delhi (“Court”) between the Erstwhile Promoters, the present promoter and the Company, the Company was required to secure an amount of Rs. 3,290.89 Million through a bank guarantee in favour of the Registrar General of the Court (“Registrar”) and to deposit the balance amount of Rs. 2,500 Million with the Registrar. The Company has complied with these requirements.

The parties to the aforementioned litigation concurrently initiated arbitration proceedings before a three-member arbitral tribunal (the “Tribunal”), which pronounced its award on 20 July 2018 (the “Award”). In terms of the Award, the Company was required to (a) refund an amount of approximately Rs. 3,082.19 million to the counterparty, (b) explore the possibility of allotting non-convertible cumulative redeemable preference shares in respect of approximately Rs. 2,708.70 million, failing which, refund such amount to the counterparty, and (c) pay interest calculated to be Rs. 924.66 million (being interest on the amount stated under (a) above, in terms of the Award). The amounts referred to under (a) and (b) above, aggregating Rs. 5,790.89 million, continue to be carried as current liabilities without prejudice to the rights of the Company under law. Further, the Company was entitled to receive from the counterparty, under the said Award, an amount of Rs. 290.00 million of past interest/servicing charges. Consequent to the Award, and without prejudice to the rights and remedies it may have in the matter, the Company accounted for Rs. 634.66 million as an exceptional item (net) during the year ended 31 March 2019, being the net effect of amount referred to under (c) and interest/servicing charges receivable of Rs. 290.00 million, above. During the quarter ended 31 March 2019, the Court had ordered release of Rs. 2,500 million, out of the amount deposited by the Company, to the counterparty, subject to certain conditions as enumerated by the Court in its order. Further, pursuant to an order of the Court dated 20 September 2019, the Company has remitted an additional Rs. 582.19 million out of the guarantee placed with the Court, to the counterparty, in October 2019. All such payments made have been included under Other Non-Current Assets.

The Company, its present promoter and the counterparties have challenged various aspects of the Award, including the above-mentioned interest obligations and rights, petitions for which have been admitted by the Court, as a result of which the matter is currently sub-judice.

Further, the Court vide its order dated 2 September 2020 in the said matter, directed the Company to deposit an amount of Rs. 2,429.37 million of interest component under the Award (including the amount of Rs. 924.66 million provided for as indicated earlier, without prejudice to the rights of the Company under law). The Company preferred a Special Leave Petition before the Hon’ble Supreme Court of India against the aforesaid Order and the Hon’ble Supreme Court of India pursuant to its order dated 6 November 2020, has stayed the deposit of Rs. 2,429.37 million. Accordingly, based on the foregoing and also legal advice obtained by management, no additional amounts have been accounted for in this regard.



# Notes to results, contd..



In view of the foregoing, and pending outcome of the aforesaid challenges at the Court, the management is of the view that it is not possible to determine the effects of any such obligations and rights (including any additional/consequential obligations and rights). Accordingly, no further adjustments have been made in this regard, to these results. The auditors have included an 'emphasis of matter' paragraph in their review report, in respect of this matter and the matter stated in Note 4 below.

4. The effects of the matter stated in Note 3 above may attract the consequent provisions (including penal provisions) of applicable provisions of law, including deeming provisions, relating to acceptance of deposits. Based on their assessment and legal advice obtained, management is of the view that any possible consequential effects (including penal consequences and any compounding thereof), of past events and actions in relation to the foregoing, are not likely to have a material impact on the standalone financial results of the Company. Accordingly, no adjustments have been made for any such consequential penal effects in this regard.

5. Following the worldwide grounding during March 2019 of Boeing 737 MAX aircraft due to technical reasons, the Company's fleet of thirteen Boeing 737 MAX aircraft continues to be grounded. Despite its inability to undertake revenue operations, the Company continues to incur various costs with respect to these aircraft. As a result of the above, and the uncertainty in timing of return operations of these aircraft, the Company has initiated the process of claims on the aircraft manufacturer towards cost and losses, which are currently under discussion. Consequently, and without in any manner limiting or prejudicing the legal and the commercial rights of the Company towards its claim in this regard, certain costs (including, *inter alia*, aircraft and supplemental lease rentals and certain other identified expenses relating to the Boeing 737 MAX aircraft) aggregating Rs. 1,403.56 million and Rs. 4,192.74 million for the quarter and nine months period ended 31 December 2020 (Rs. 1,388.70 million for quarter ended 30 September 2020, Rs. 2,464.18 million and Rs. 5,372.70 million for the quarter and nine months period ended 31 December 2019 respectively, and Rs. 6,718.04 million for the year ended 31 March 2020), have been recognised as other income. Further, Company has recognised the related foreign exchange loss on restatement of these balances of Rs. 106.14 million and Rs. 277.80 million for the quarter and nine months period ended 31 December 2020 respectively (foreign exchange loss of Rs. 184.38 million for quarter ended 30 September 2020, foreign exchange gain of Rs. 21.49 million and Rs. 46.20 million for the quarter and nine months period ended 31 December 2019 respectively, and foreign exchange gain of Rs. 367.05 million for the year ended 31 March 2020). Based on current advanced stage of discussions with Boeing and considering the interim offer of compensation received from the Boeing, its own assessment and legal advice obtained by the Company, the management is confident of the ultimate collection of the income recognized by the Company upon conclusion of discussions with the Boeing. The auditors have qualified their review report in this regard.



# Notes to results, contd..



6. The Covid-19 pandemic (declared as such by the World Health Organisation on 11 March 2020), has contributed to a significant decline and volatility, and a significant decrease in economic activity, in global and Indian markets. The Indian Government had announced a strict lockdown to contain the spread of the virus till 31 May 2020, which was extended by certain states, with varying levels of relaxations. The impact of Covid-19 has led to significant disruptions and dislocations for individuals and businesses and has had consequential impact of grounding the passenger airline operations. The Company is required to adhere to various regulatory restrictions, which impact its operations and have their own additional financial implications. As per Government guidelines, the Company had stopped all passenger travel from 25 March 2020 to 24 May 2020. The Government allowed operations of the domestic flights effective 25 May 2020 in a calibrated manner. However, the scheduled international/commercial passenger service is continued to be suspended till 28 February 2021. The impact of Covid-19 is not specific to the Company but is applicable across the entire aviation industry within and outside India. It is also to be noted that while generally the passenger business was suspended during the lockdown, the Company enhanced its cargo operations which were fulfilled by dedicated fleet of freighter aircraft and passenger converted aircraft.

The Company is ramping up its operation in a phase manner, in accordance with Government directions post release of strict lockdown. During the quarter, the Government has gradually eased the capacity restrictions in domestic market though the international operation remains significantly curtailed. With these restrictions in place, the Company operated at lower capacity as compare to the same period last year.

The Company has also renegotiated/is renegotiating various operating contracts (including, in particular, contracts with aircraft lessors, as referred in Note 7 below), and has reassessed their maintenance provisions (having regard to contractual obligations and current maintenance conditions), based on the anticipated scale of operations in the immediate future and the Company's expectations of the timing of re-introduction of Boeing 737 Max aircraft into its operations. Further, the Company has assessed its liquidity position for the next one year, is in negotiations with lenders regarding deferment of dues and other waivers, and also assessed the recoverability and carrying values of its assets while preparing the Company financial result as of and for the quarter ended 31 December 2020. The management is confident that they have considered all known potential impacts arising from the Covid-19 pandemic on the Company's business, and where relevant, have accounted for the same in these results. However, the full extent of impact of the Covid-19 pandemic on the Company's operations, and financial metrics will depend on future developments across the geographies that the Company operates in, and the governmental, regulatory and the Company's responses thereto, which are highly uncertain and incapable of estimation at this time. The impact of the Covid-19 pandemic on the financial position and its financial performance might be different from that estimated as at the date of approval of these results. The auditors have drawn an emphasis of matter in their report in this regard.

7. Pursuant to the renegotiations with lessors, the Company has recognised other income of Rs. 307.77 million and Rs. 512.29 million for the quarter and nine months period ended 31 December 2020, arising from rental concessions concluded in the current period, in line with the guidance prescribed in Ind AS 116, read with the amendment thereto vide Ministry of Corporate Affairs notification dated 24 July 2020, relating to Covid-19-Related Rent Concessions.



# Notes to results, contd..



8. The Company had a negative net worth of Rs. 14,852 million as at 31 March 2015, after which it had been consistently profitable for three financial years up to 2017-18. However, due to net losses of Rs. 7,629.59 million in the current period and aggregate net losses of Rs. 12,508.44 during the years ended 31 March 2019 and 31 March 2020, (after considering the adjustments on account of implementation of Ind-AS 116 (Leases) and the related foreign exchange impact referred to in note 9 below), the Company's negative net worth stands at Rs. 23,431.16 million as at 31 December 2020.

The losses for the year ended 31 March 2019 and 31 March 2020 have been primarily driven by adverse foreign exchange rates; fuel prices; and pricing pressures; and the early impact of Covid-19 in the period February-March 2020, as explained further in Note 6 above, whose effects have continued impact on the results of the current quarter and nine months ended 31 December 2020. On account of its operational and financial position, and the impact of the ongoing Covid-19 pandemic (refer Note 6 above), the Company has deferred payments to various parties, including lessors and other vendors and its dues to statutory authorities. Where determinable, the Company has accrued for additional liabilities, if any, on such delays in accordance with contractual terms/applicable laws and regulations and based on necessary estimates and assumptions. However, it is not practically possible to determine the amount of all such costs or any penalties or other similar consequences resulting from contractual or regulatory non-compliances. The management is confident that they will be able to negotiate settlements in order to minimize/avoid any or further penalties. In view of the foregoing, no amounts of such penalties have been recorded in these standalone financial results.

The Company continues to implement various measures such as enhancing customer experience, improving selling and distribution, revenue management, fleet rationalization, optimizing aircraft utilization, redeployment of capacity in key focus markets, management and employee compensation revision, renegotiation of contracts and other costs control measures, to help the Company establish consistent profitable operations and cash flows in the future. Further, improvements in certain macroeconomics factors relevant to the Company's business and operations, , as well as the renegotiation with vendors discussed in Note 6 above, and the Company's expectations of the timing of re-introduction of Boeing 737 MAX aircraft into its operations are expected to increase operational efficiency and support cash-profitable operations.

With increased Cargo operations as compared to previous year, the Company has earned revenue of Rs. 4,207.05 million during the current quarter, compared to Rs. 3,285.40 million in the quarter ended 30 September 2020 and Rs. 1,620.46 million in the quarter ended 31 December 2019. Also, with ease of restrictions of lockdown, the Company has earned revenue from passenger business of Rs. 12,100.53 million during the current quarter, compared to Rs. 6,875.42 million in the quarter ended 30 September 2020. The Company also continues to remain confident of compensation in respect of the matter discussed in Note 5 above. The Company is currently in discussion with banks/financial institution to raise additional funds. Based on the foregoing and their effect on business plans and cash flow projections, the management is of the view that the Company will be able to achieve profitable operations and raise funds as necessary, in order to meet its liabilities as they fall due. These conditions indicate the existence of uncertainty that may create doubt about the Company's ability to continue as a going concern. However, based on the factors mentioned in this note including renegotiation of payment terms to various parties, the management is of the view that the going concern basis of accounting is appropriate. The auditors have included 'Material Uncertainty Related to Going Concern' paragraph in our review report.



# Notes to results, contd..



9. Foreign exchange loss/(gain), (net) includes gain for the quarter ended 31 December 2020 of Rs. 543.21 million and nine months period ended 31 December 2020 of Rs. 2,001.56 million (gain of Rs. 1,709.05 million for the quarter ended 30 September 2020 and losses of Rs. 759.39 million, Rs. 2,236.65 million, and Rs. 6,970.19 million for the quarter ended 31 December 2019, nine months period ended 31 December 2019 and year ended 31 March 2020), respectively, arising from restatement of lease liabilities.

10. During the quarter, 75,000 stock options were granted to employees and 175,000 stock options were exercised by eligible employees. The total outstanding number of stock options as at 31 December 2020 is 1,574,366.

11. Other non-current assets as at 31 December 2020 include Rs. 2,521.84 million paid under protest (including Rs 51.98 million paid during the current quarter) representing Integrated Goods and Services Tax and Basic Customs duty, on re-import of various aircraft equipment repaired abroad, which in the opinion of the management and based on expert advice obtained, is not subject to such levy. Accordingly, these amounts have been considered as recoverable. Further, in January 2021, the Company has received favourable order from the Customs Excise and Service Tax Appellate Tribunal (“CESTAT”), New Delhi in respect of this matter.

12. The members of the Company in its Annual General Meeting dated 24 December 2020 authorised the Board to transfer by way of sale or otherwise the cargo business of the Company to its wholly owned subsidiary namely SpiceXpress and Logistics Private Limited.

13. During the quarter, the Company has incorporated two new subsidiaries namely SpiceTech System Private Limited and Spice Ground Handling Services Private Limited.

14. Previous periods'/year's figures have been regrouped/reclassified wherever considered necessary to conform to current periods' presentation.

**Place:** Gurugram  
**Date:** 10 February 2021

**For SpiceJet Limited**  
**Ajay Singh**  
**Chairman and Managing Director**



# Executive Summary



Amt in INR million (Qtrly)

|   | CY     | LY     | FAV/-ADV |
|---|--------|--------|----------|
| Capacity(ASKM)                                  | 4,126  | 9,135  | -55%     |
| <b>Profit &amp; Loss summary</b>                |        |        |          |
| Total Income from operations                    | 16,866 | 36,471 | -54%     |
| Other Income                                    | 2,201  | 2,796  | -21%     |
| Expenses  | 19,637 | 38,535 | 49%      |
| EBITDAR   | 5,184  | 7,616  | -32%     |
| EBITDA  | 4,514  | 6,592  | -32%     |
| EAT ( <i>without exceptional items</i> )        | (570)  | 732    | -178%    |
| Exceptional items                               | -      | -      | -        |
| EAT ( <i>with exceptional items</i> )           | (570)  | 732    | -178%    |
| <b>Key Performance Indices *</b>                |        |        |          |
| Revenue / ASKM                                  | 3.87   | 4.24   | -9%      |
| Expenses / ASKM                                 | 4.07   | 4.11   | 1%       |
| EBITDAR margin                                  | 27%    | 19%    | 7.8 bps  |
| EBITDA margin                                   | 24%    | 17%    | 6.9 bps  |
| EAT margin ( <i>without exceptional items</i> ) | -3%    | 2%     | -4.9 bps |

\* RASK & CASK are excluding Cargo services segment

CY: Current year ; LY: Last year ; ASKM: Available seat kilometers ; RPKM: Revenue passenger kilometers ;  
RASK: Revenue per ASKM ; CASK: Cost per ASKM





# Revenue Breakup



*Amt in INR million (Qtrly)*

|                                | CY            | LY            | FAV/-ADV    |
|--------------------------------|---------------|---------------|-------------|
| Capacity(ASKM)                 | 4,126         | 9,135         | -55%        |
| <b>Revenue details</b>         |               |               |             |
| PAX Revenue                    | 11,331        | 31,940        | -65%        |
| Ancillary Revenue              | 2,118         | 3,393         | -38%        |
| Other Operating Revenue        | 3,417         | 1,138         | 200%        |
| Other Income                   | 2,201         | 2,796         | -21%        |
| <b>Total</b>                   | <b>19,067</b> | <b>39,267</b> | <b>-51%</b> |
| <b>Key Performance Indices</b> |               |               |             |
| Load Factor (RPKM/ASKM)        | 77%           | 90%           | -13.0 bps   |
| Fare (Pax rev/Pax)             | 4,140         | 4,530         | -9%         |
| <b>Total RASK</b>              | <b>3.87</b>   | 4.24          | -9%         |
| PAX RASK                       | 2.75          | 3.50          | -21%        |
| Other RASK                     | 1.12          | 0.74          | 52%         |

\* RASK & CASK are excluding Cargo services segment



# Expense Breakup

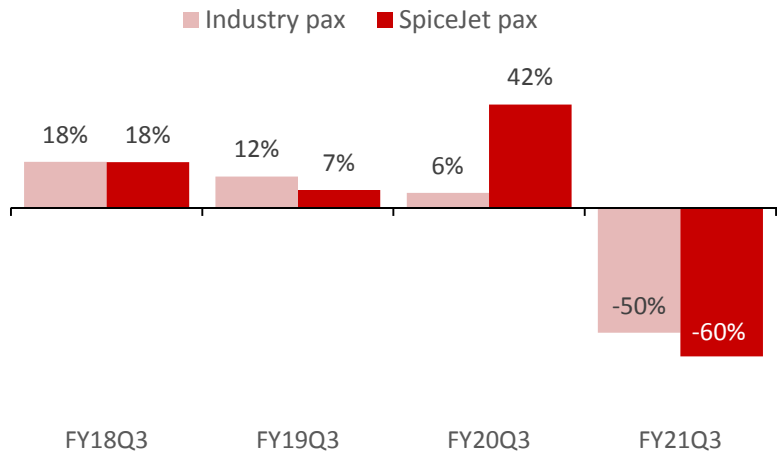


|                                       | <i>Amt in INR million (Qtrly)</i> |               |                 |
|---------------------------------------|-----------------------------------|---------------|-----------------|
|                                       | <b>CY</b>                         | <b>LY</b>     | <b>FAV/-ADV</b> |
| Capacity(ASKM)                        | 4,126                             | 9,135         | -55%            |
| <b>Expense details</b>                |                                   |               |                 |
| Aircraft Fuel                         | 4,539                             | 13,407        | 66%             |
| Aircraft Lease Rentals                | 670                               | 1,025         | 35%             |
| Airport Charges                       | 1,955                             | 3,264         | 40%             |
| Aircraft Maintenance                  | 3,257                             | 6,276         | 48%             |
| Other Operating Costs                 | 1,224                             | 1,316         | 7%              |
| Employee Benefits Expense             | 1,871                             | 3,909         | 52%             |
| Depreciation and Amortisation Expense | 3,803                             | 4,647         | 18%             |
| Other Expenses                        | 1,504                             | 2,501         | 40%             |
| Finance Costs                         | 1,416                             | 1,387         | -2%             |
| Foreign exchange (gain)/loss          | (602)                             | 804           | 175%            |
| <b>Total Expenses</b>                 | <b>19,637</b>                     | <b>38,535</b> | <b>49%</b>      |
| <b>Key Performance Indices</b>        |                                   |               |                 |
| <b>Total CASK</b>                     | <b>4.07</b>                       | 4.11          | 1%              |
| Fuel CASK                             | 0.91                              | 1.43          | 36%             |
| Foreign Exchange CASK                 | (0.15)                            | 0.09          | 266%            |
| Other CASK                            | 3.31                              | 2.59          | -27%            |

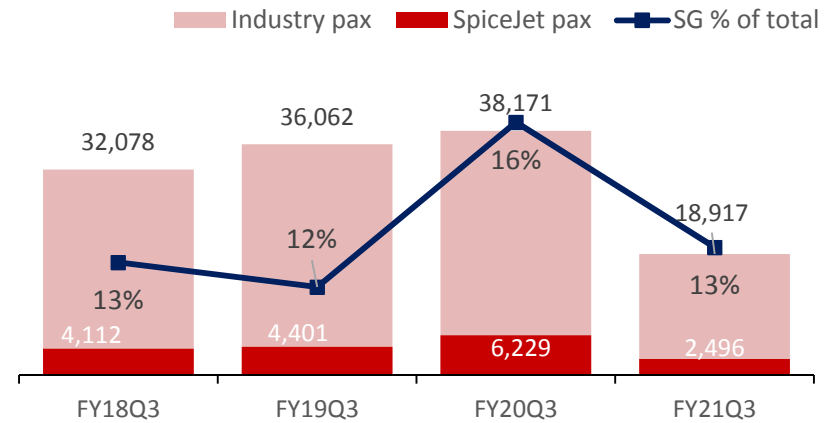
\*RASK & CASK are excluding Cargo services segment



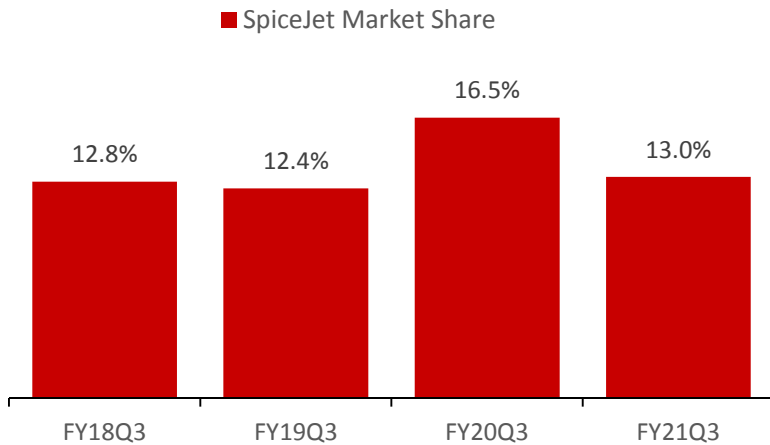
# Aviation Market (Domestic)



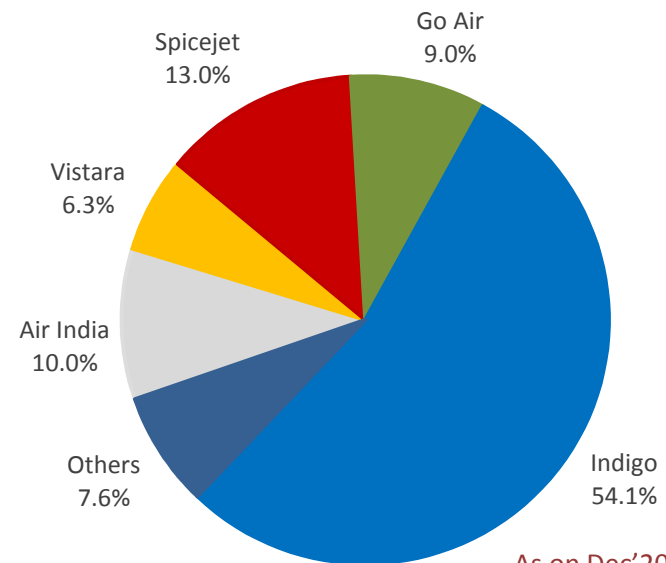
% Passenger growth (YoY)



Passenger in thousands



% Domestic market – quarter ending



As on Dec'20

Source: DGCA Statistics on scheduled operations



# Aviation Market (International)

---



**Due to Covid 19, all scheduled international operations were ceased by DGCA since 24 Mar'20**

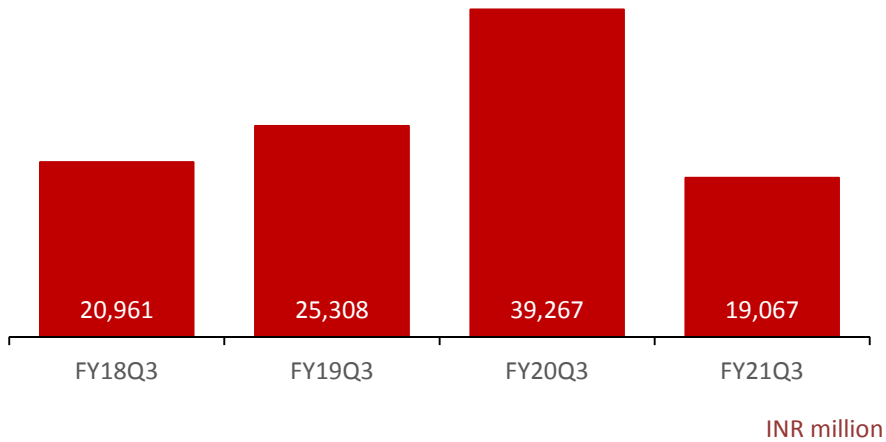


# Financial Highlights

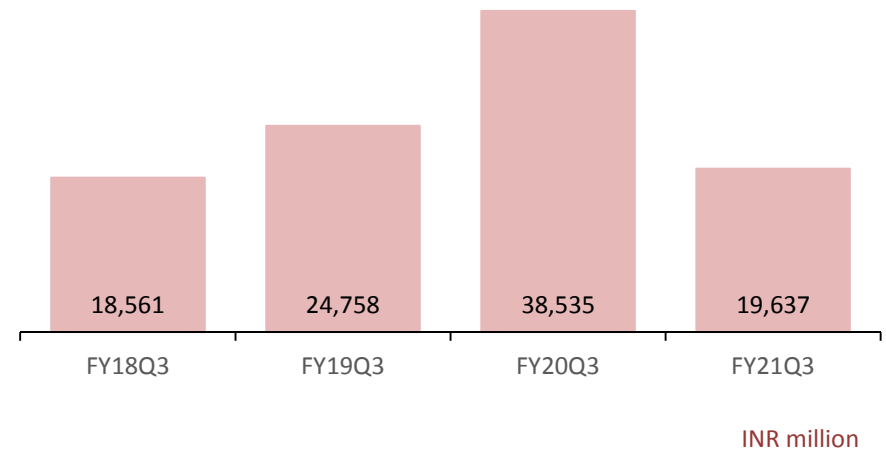
*(Excludes exceptional items)*



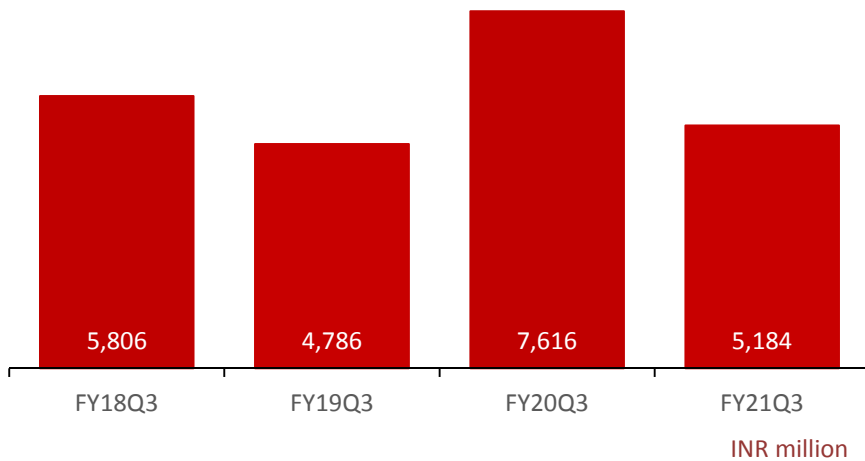
Total Revenue



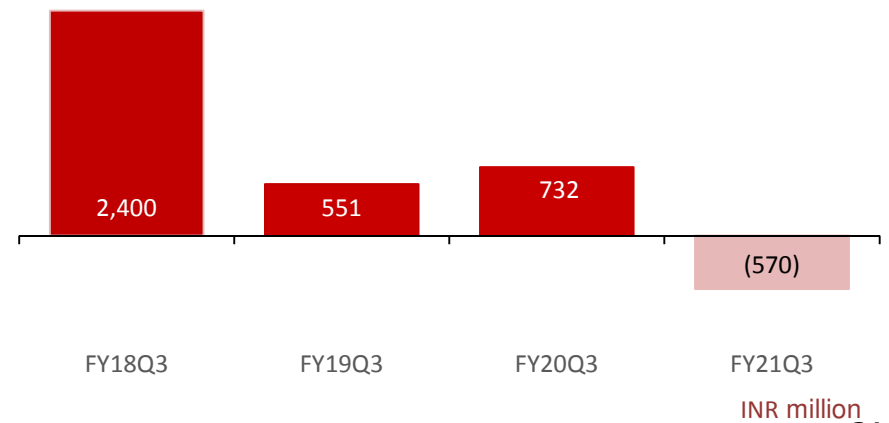
Total Expenses



EBITDAR



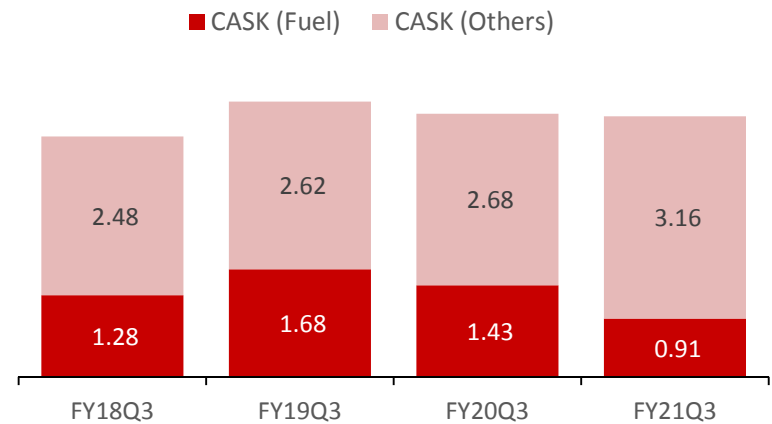
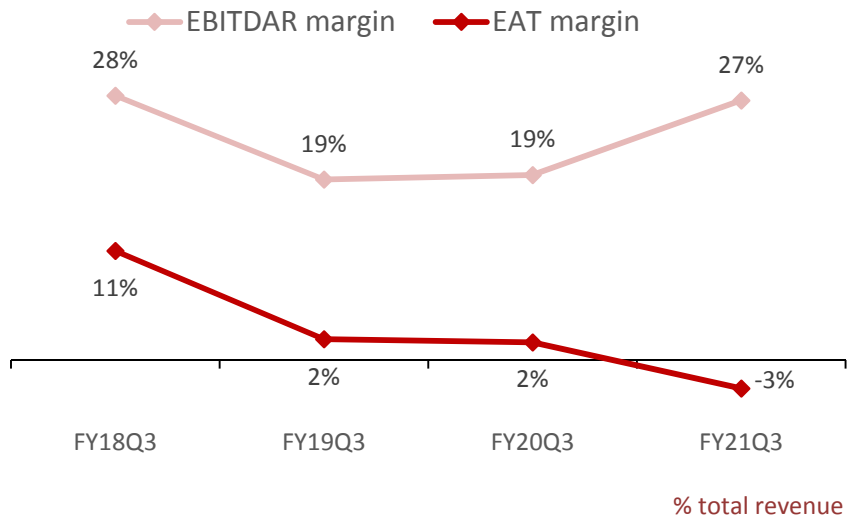
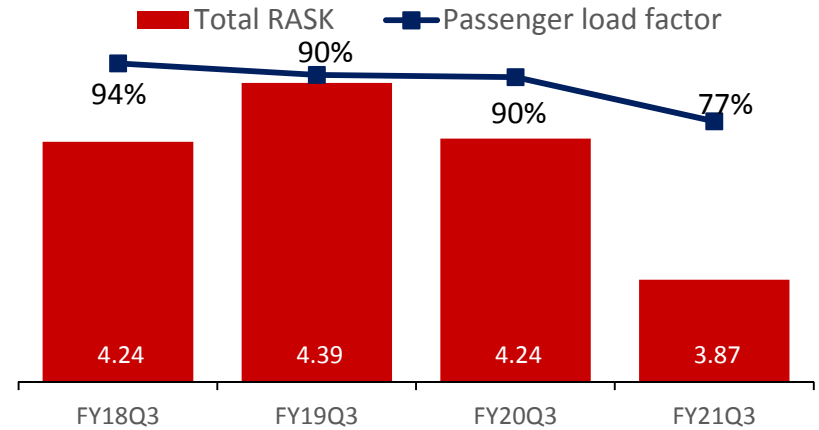
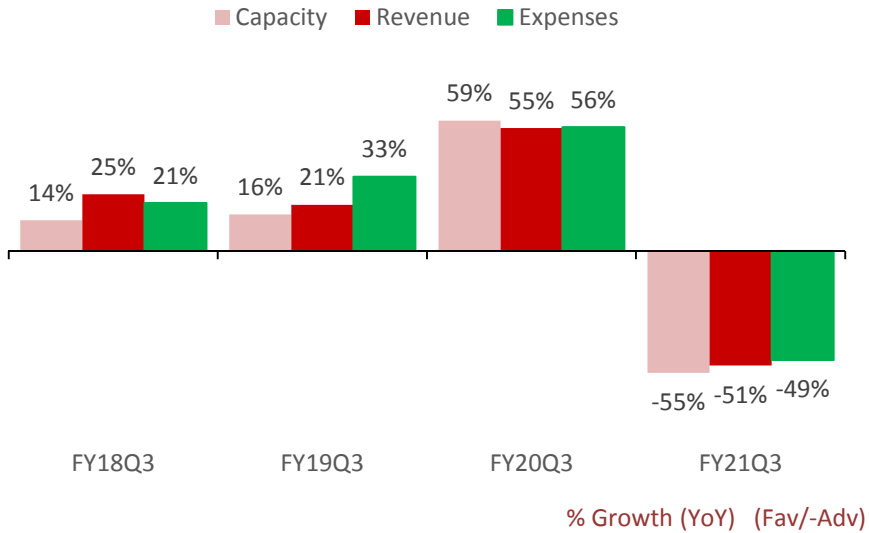
EAT





# Key Indicators

(Excludes exceptional items)



CY & LY RASK & CASK are excluding Cargo service segment

INR



# **YEARLY HIGHLIGHTS**

YTD21



# Executive Summary



Amt in INR million (year to date)

|   | CY      | LY      | FAV/-ADV  |
|---|---------|---------|-----------|
| Capacity(ASKM)                                  | 7,073   | 23,684  | -70%      |
| <b>Profit &amp; Loss summary</b>                |         |         |           |
| Total Income from operations                    | 32,563  | 94,948  | -66%      |
| Other Income                                    | 6,698   | 6,543   | 2%        |
| Expenses  | 46,891  | 102,768 | 54%       |
| EBITDAR   | 10,072  | 17,278  | -42%      |
| EBITDA  | 8,820   | 14,975  | 41%       |
| EAT ( <i>without exceptional items</i> )        | (7,630) | (1,277) | -497%     |
| Exceptional items                               | -       | -       |           |
| EAT ( <i>with exceptional items</i> )           | (7,630) | (1,277) | -497%     |
| <b>Key Performance Indices *</b>                |         |         |           |
| Revenue / ASKM                                  | 4.56    | 4.24    | 8%        |
| Expenses / ASKM                                 | 5.76    | 4.26    | -35.2%    |
| EBITDAR margin                                  | 26%     | 17%     | 8.6 bps   |
| EBITDA margin                                   | 22%     | 15%     | 7.7 bps   |
| EAT margin ( <i>without exceptional items</i> ) | -19%    | -1%     | -18.2 bps |

\* RASK & CASK are excluding Cargo services segment

CY: Current year ; LY: Last year ; ASKM: Available seat kilometers ; RPKM: Revenue passenger kilometers ;  
RASK: Revenue per ASKM ; CASK: Cost per ASKM





# Revenue Breakup



*Amt in INR million (year to date)*

|                                | <b>CY</b>     | <b>LY</b>      | <b>FAV/-ADV</b> |
|--------------------------------|---------------|----------------|-----------------|
| Capacity(ASKM)                 | 7,073         | 23,684         | -70%            |
| <b>Revenue details</b>         |               |                |                 |
| PAX Revenue                    | 20,118        | 83,499         | -76%            |
| Ancillary Revenue              | 4,553         | 8,934          | -49%            |
| Other Operating Revenue        | 7,892         | 2,515          | 214%            |
| Other Income                   | 6,698         | 6,543          | 2%              |
| <b>Total</b>                   | <b>39,261</b> | <b>101,491</b> | <b>-61%</b>     |
| <b>Key Performance Indices</b> |               |                |                 |
| Load Factor (RPKM/ASKM)        | 75%           | 90%            | -15.7 bps       |
| Fare (Pax rev/Pax)             | 4,444         | 4,417          | 1%              |
| Total RASK                     | 4.56          | 4.24           | 8%              |
| PAX RASK                       | 2.84          | 3.53           | -19%            |
| Other RASK                     | 1.72          | 0.71           | 142%            |

\* RASK & CASK are excluding Cargo services segment



# Expense Breakup



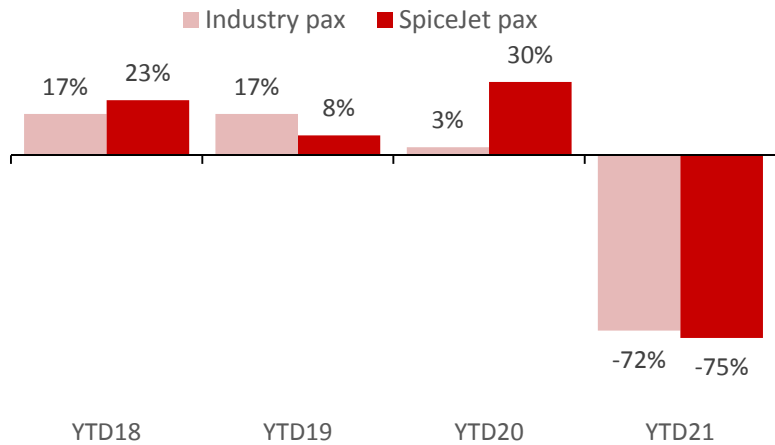
*Amt in INR million (year to date)*

|                                       | CY            | LY             | FAV/-ADV   |
|---------------------------------------|---------------|----------------|------------|
| Capacity(ASKM)                        | 7,073         | 23,684         | -70%       |
| <b>Expense details</b>                |               |                |            |
| Aircraft Fuel                         | 8,215         | 35,312         | 77%        |
| Aircraft Lease Rentals                | 1,251         | 2,303          | 46%        |
| Airport Charges                       | 4,140         | 8,612          | 52%        |
| Aircraft Maintenance                  | 7,404         | 16,016         | 54%        |
| Other Operating Costs                 | 2,921         | 3,499          | 17%        |
| Employee Benefits Expense             | 4,630         | 11,071         | 58%        |
| Depreciation and Amortisation Expense | 12,441        | 12,782         | 3%         |
| Other Expenses                        | 3,464         | 6,689          | 48%        |
| Finance Costs                         | 4,423         | 4,030          | -10%       |
| Foreign exchange (gain)/loss          | (1,999)       | 2,454          | 181%       |
| <b>Total Expenses</b>                 | <b>46,891</b> | <b>102,768</b> | <b>54%</b> |
| <b>Key Performance Indices *</b>      |               |                |            |
| Total CASK                            | 5.76          | 4.26           | -35.2%     |
| Fuel CASK                             | 0.93          | 1.46           | 36%        |
| Foreign Exchange CASK                 | (0.28)        | 0.10           | 373%       |
| Other CASK                            | 5.11          | 2.69           | -90%       |

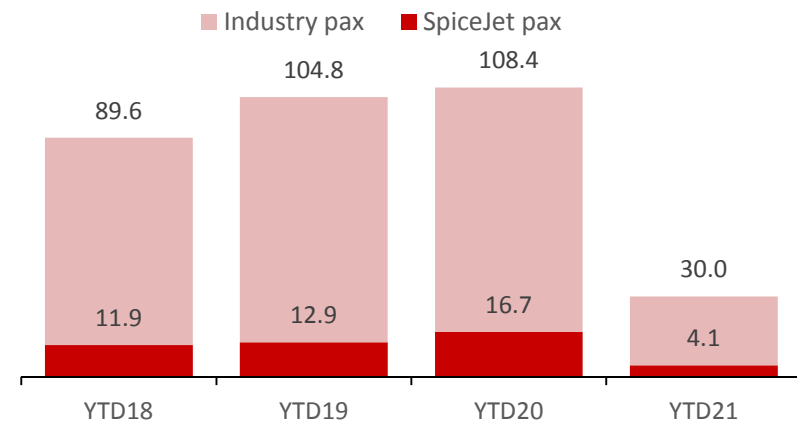
\* RASK & CASK are excluding Cargo services segment



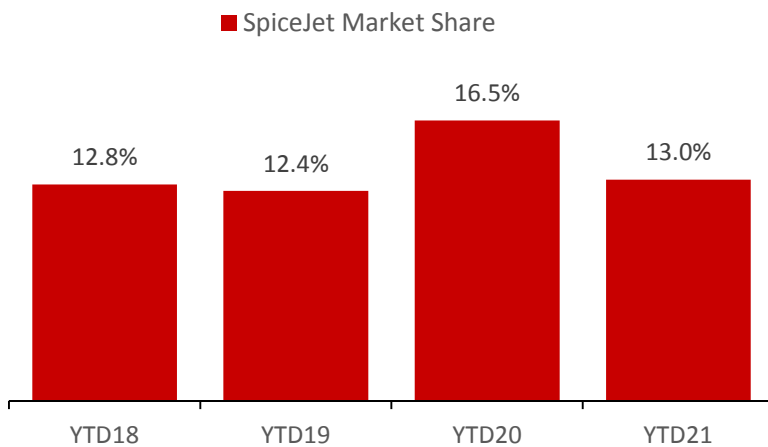
# Aviation Market (Domestic)



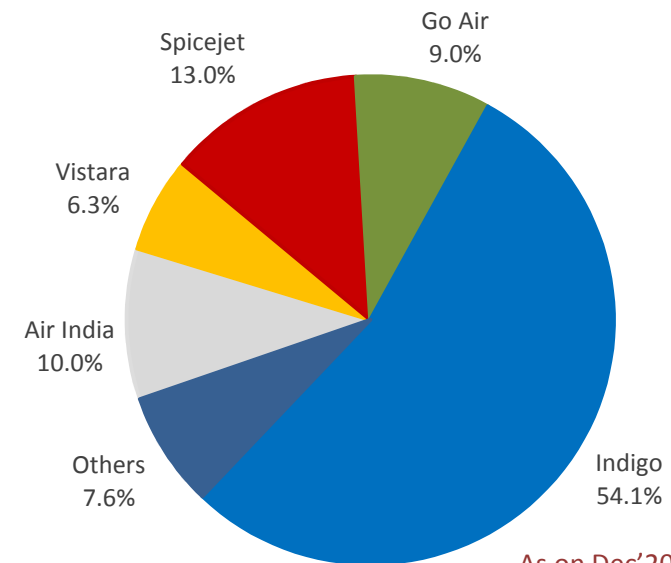
% Passenger growth (YoY)



Passenger in millions



% Domestic market – year ending



As on Dec'20

Source: DGCA Statistics on scheduled operations



# Aviation Market (International)

---



**Due to Covid 19, all scheduled international operations were ceased by DGCA since 24 Mar'20**

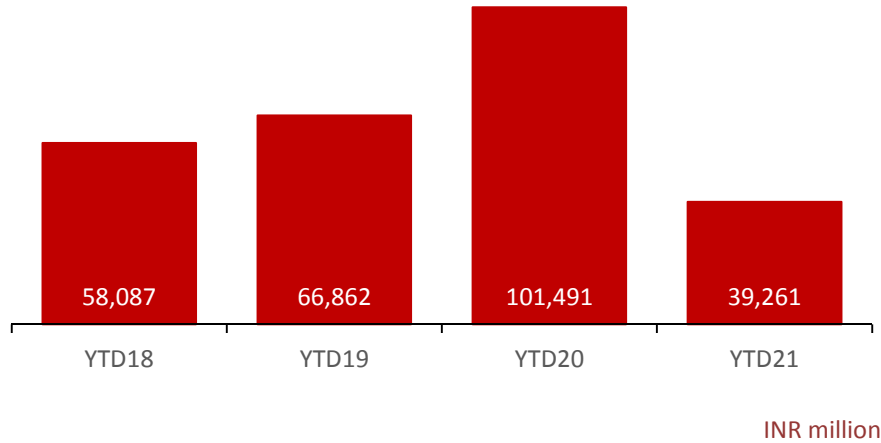


# Financial Highlights

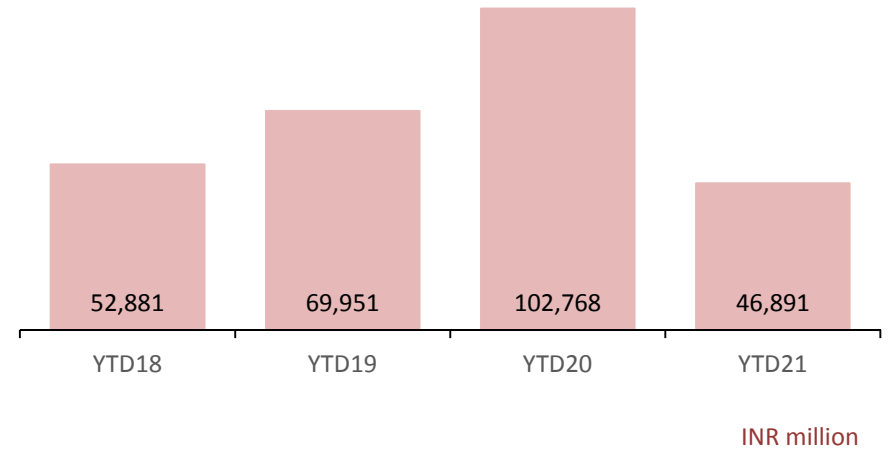
*(Excludes exceptional items)*



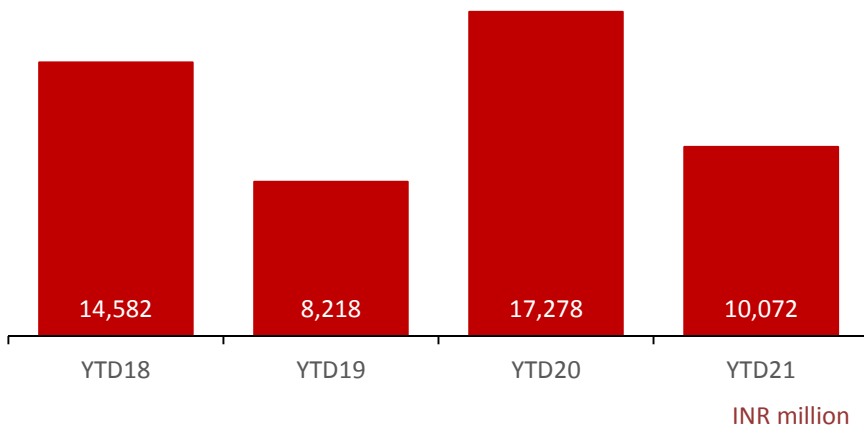
Total Revenue



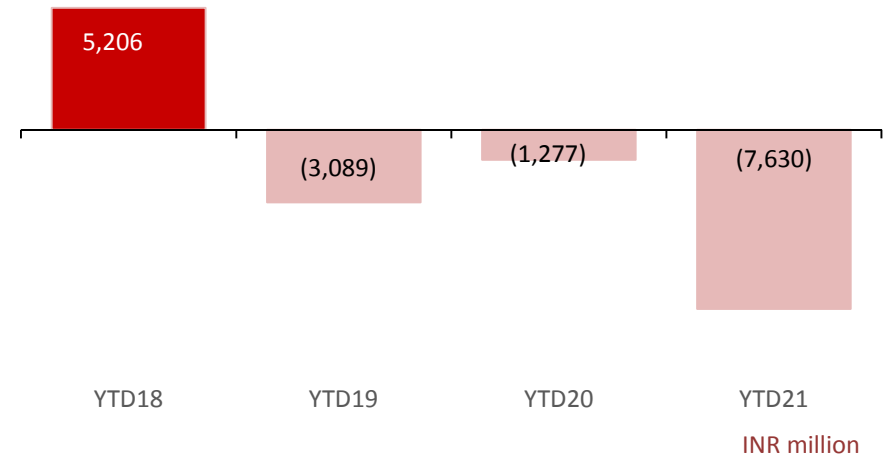
Total Expenses



EBITDAR



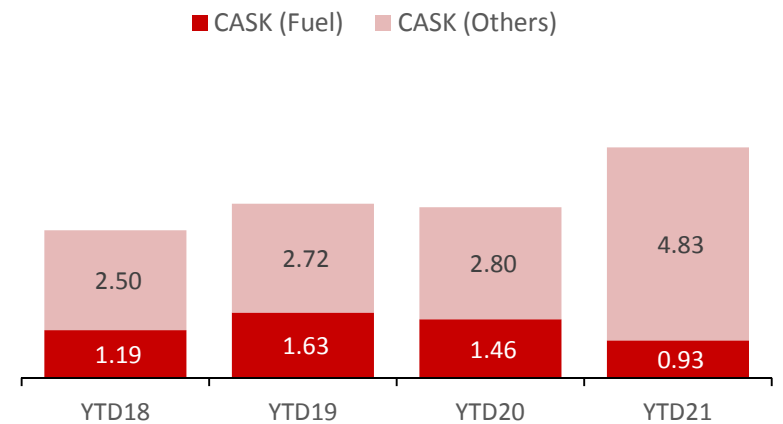
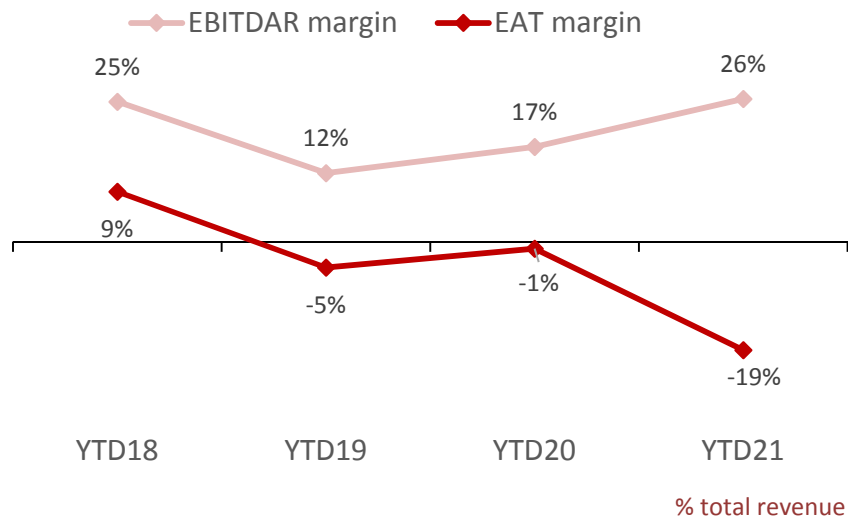
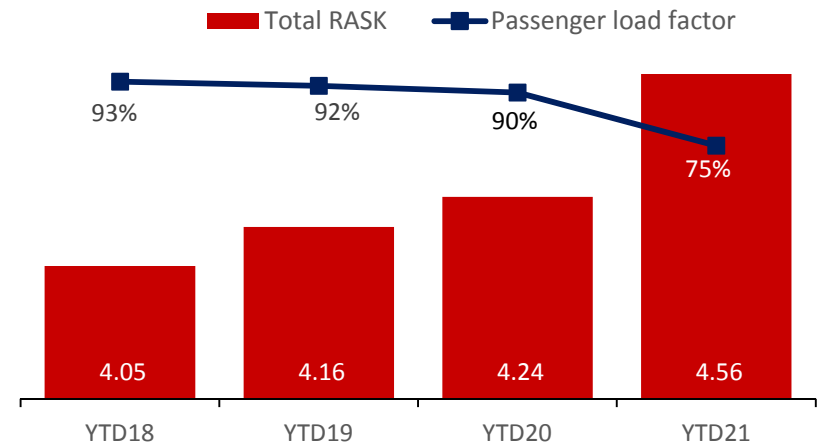
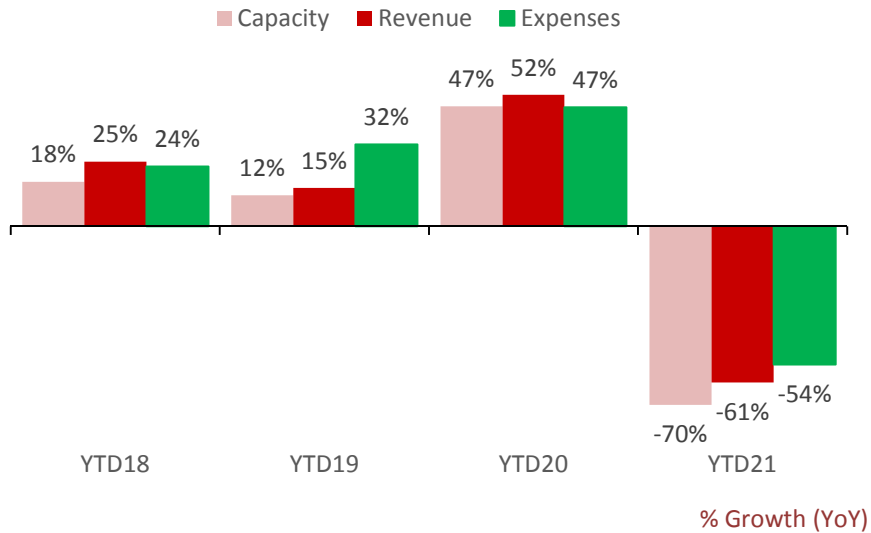
EAT





# Key Indicators

(Excludes exceptional items)



INR

CY & LY RASK & CASK are excluding Cargo service segment