

Financial Results Q1 FY17

12 Aug 2016

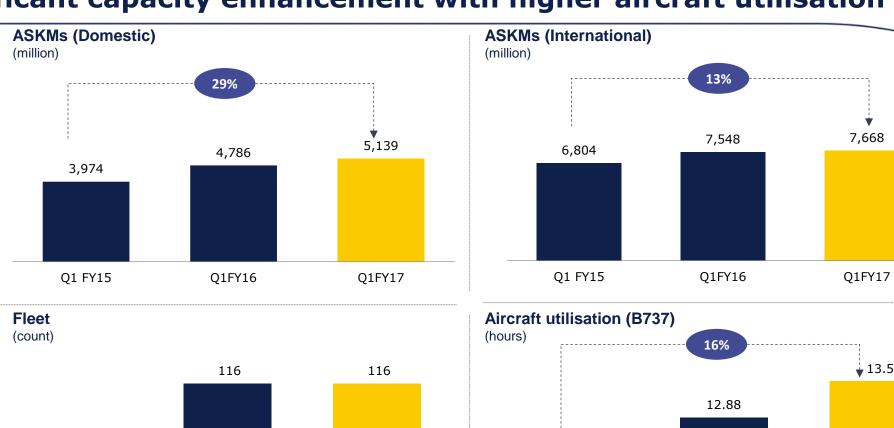
Agenda

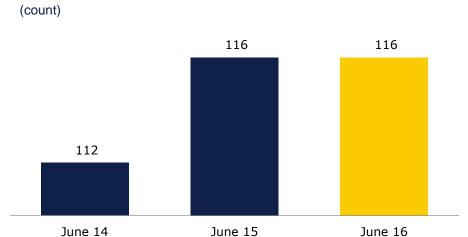
- Key performance highlights
- Jet Airways performance highlights

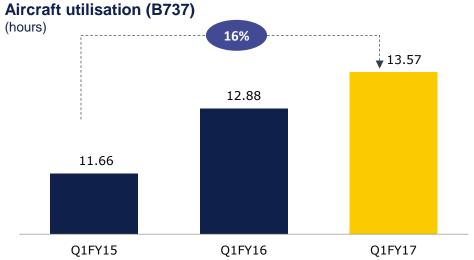
Key highlights

- Operating Profit up by 124% vs Q1FY16
- Aircraft utilisation for Boeing 737 fleet continues to increase and recorded 13.6 hours in Q1FY17, one of the highest in the industry.
- CASK excluding fuel reduced by 1.2% from INR 3.24 in Q1FY16 to INR 3.20 in Q1FY17
- Launched additional daily services to Dammam from Mumbai and Delhi in June 2016, further boosting operations to the key Saudi
 Arabian port city
- New daily services from Hyderabad to Dammam and Mangaluru to Sharjah from 7 August 2016
- Upgraded both frequencies on Mumbai Singapore route and one frequency of Mumbai Dubai on Boeing 777-300 ER effective
 August, in response to the growing demand from business and corporate travellers and also enhancing the cargo capacity
- Launched New marketing campaign "Get More", to generate awareness along with the competitive fares, Jet Airways also provides significant value adds; meals, loyalty benefits, seamless and wide network connectivity
- JetPrivilege named winner of the '210 Award' for the Middle East and Asia region at the 2016 Freddie Awards
- Jet Airways received the 'International Cargo Airline of the Year' at the fourth GMR IGI Airport Awards 2016 held in New Delhi to recognize airline's excellence in cargo sales
- New flexible fare structure allowing guests more choice and freedom when booking flights being introduced with effect from 17
 August 2016

Significant capacity enhancement with higher aircraft utilisation

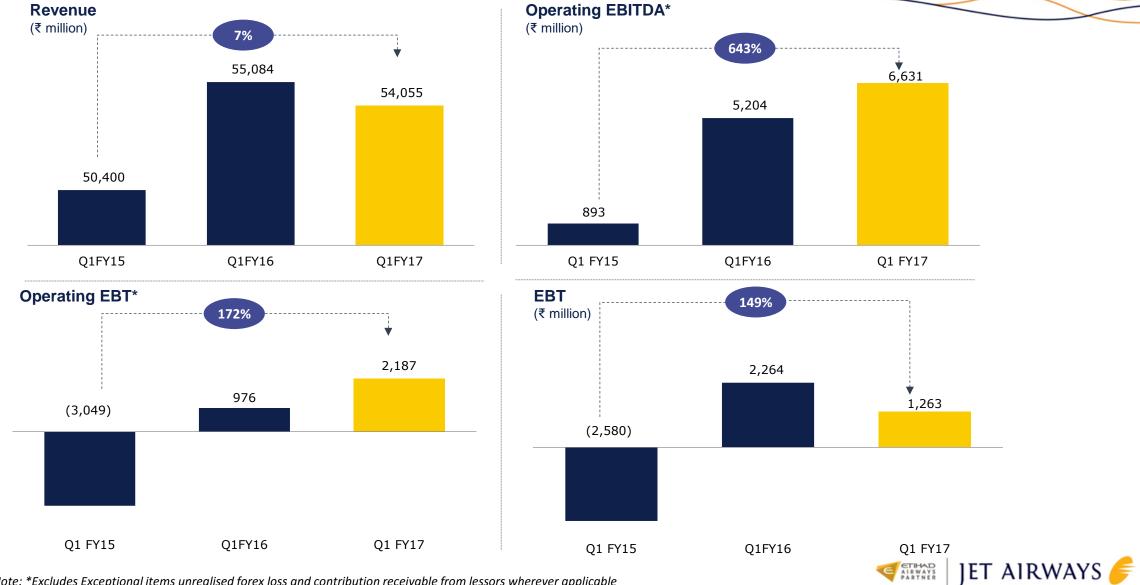




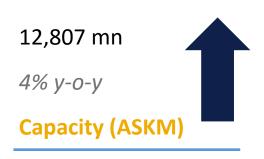


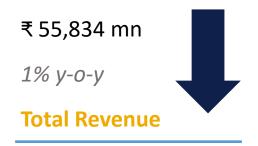
7,668

Jet Group: quarterly profits

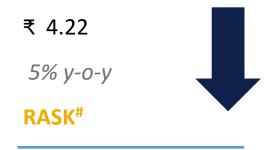


Quarterly Performance – Key highlights Q1 FY17













*Excludes exceptional items

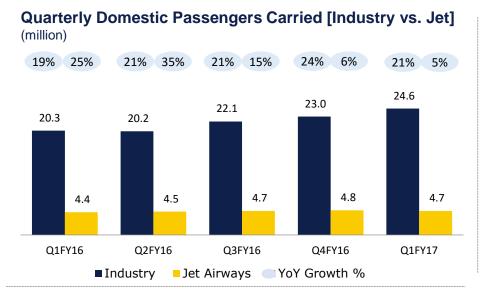
** Represents net debt reduction

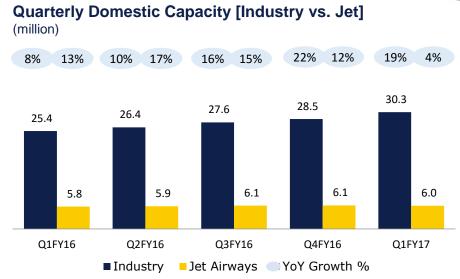
Excludes Non operating revenue



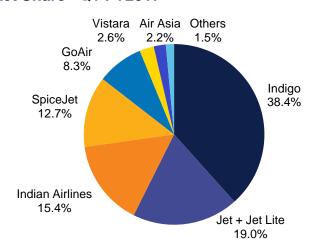


Domestic Aviation Industry

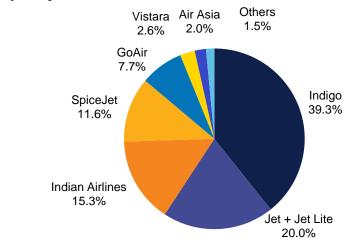




Market Share- Q1 FY2017

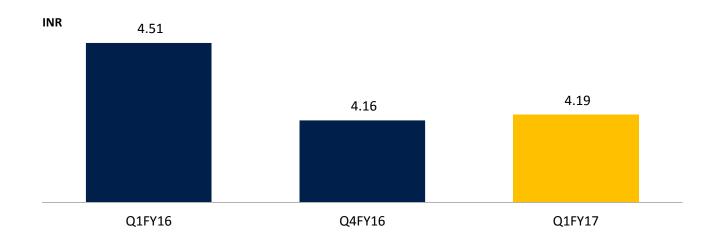


Capacity Share – Q1 FY2017

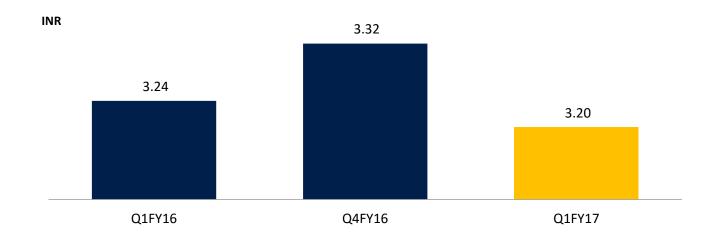


Continue to achieve reduction in CASK excluding Fuel

CASK*



CASK (Excluding Fuel)*



JET AIRWAYS

Jet Group - Performance Highlights

Operating parameters

Traffic Parameters*	Q1FY17	Q1FY16
Departures	56,384	55,613
ASKMs (mn)	12,807	12,334
RPKMs (mn)	10,377	10,159
Passenger Load Factor	81.0%	82.4%
Block Hours	124,504	121,501
Revenue Passengers (mn)	6.57	6.29
Average fare per passenger (INR)	6,996	7,481
Period end Fleet size	116	116
Average operating fleet size	106.0	105.2
Aircraft Utilisation (Hours/Day)	12.9	12.7
RASK INR#	4.22	4.47
CASK INR*	4.19	4.51
CASK (excluding Fuel) INR*	3.20	3.24

[#] Excludes Non operating revenue

^{*} Excludes exceptional items

Consolidated Income Statement (unaudited)

Figures in ₹ Million	Q1FY17	Q1FY16
Income		
Operating Revenues	54,055	55,084
Non Operating Revenues	1,779	1,501
Total Revenues	55,834	56,585
Expenditure		
Aircraft Fuel Expenses	12,668	15,684
Employee Benefits	6,884	5,916
Selling & Distribution Expenses	6,470	6,011
Aircraft Maintenance	4,902	6,098
Other Operating Expenses	12,399	12,056
Lease Rentals	5,880	5,616
Depreciation	2,367	1,888
Interest	2,077	2,340
Total Expenditure	53,647	55,609
Profit / (Loss) Before Tax	2,187	976
Exceptions (refer note 1)	(924)	1,288
Profit / (Loss) before Taxation	1,263	2,264

Note 1: Exceptions include unrealised forex gain/loss, and contribution receivable from lessors (wherever applicable)

Note 2: The above does not include profit/loss from associates



Jet Airways - Standalone Performance Highlights

Standalone Jet Airways Income Statement (unaudited)

Figures in ₹ Million	Q1FY17	Q1FY16
Income		
Operating Revenues	51,120	52,201
Non Operating Revenues	1,890	1,593
Total Revenues	53,010	53,794
Expenditure		
Aircraft Fuel Expenses	11,565	14,447
Employee Benefits	6,492	5,535
Selling & Distribution Expenses	6,465	6,066
Aircraft Maintenance	4,917	5,852
Other Operating Expenses	11,729	11,450
Lease Rentals	5,475	5,188
Depreciation	2,357	1,884
Interest	2,042	2,279
Total Expenditure	51,042	52,702
Profit / (Loss) Before Tax	1,968	1,092
Exceptions (refer note 1)	(937)	1,125
Profit / (Loss) Before Tax	1,031	2,217

Thank You!

Disclaimer

Certain statements in this release concerning Jet Airways' 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, our ability to manage growth, intense competition in the aviation business including those factors which may affect our cost advantage, wage increases, our ability to attract and retain professionals, time and cost overruns on various parameters, our ability to manage our international operations, liability for damages, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital, and general economic conditions affecting our industry. Jet Airways may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. Jet Airways does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.