



IndiGo



# Company Presentation

December 2019



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## Agenda:

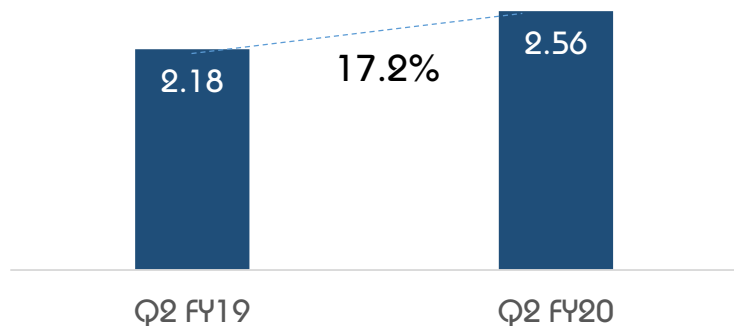
- Understanding Q2 Cost Increase
- Drivers of our underlying cost structure
- Update on NEO engines
- Q3 Outlook



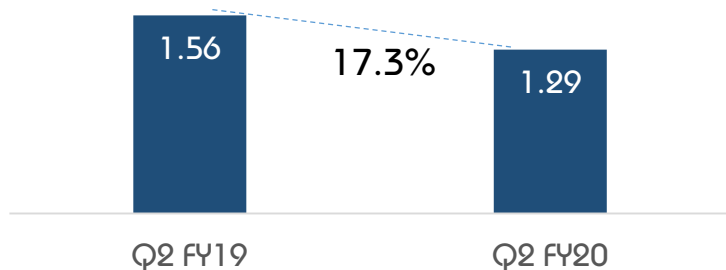
# Understanding Q2 cost increase



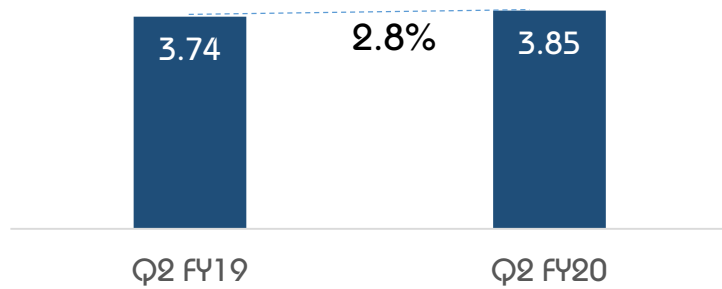
### CASK ex fuel (INR)



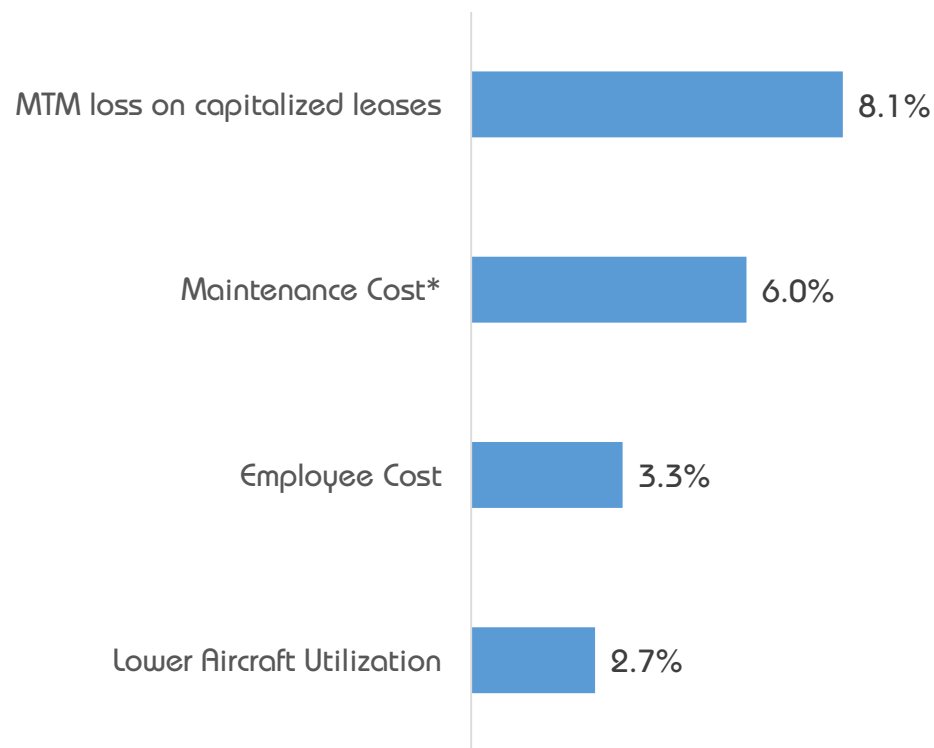
### Fuel CASK (INR)



### CASK (INR)

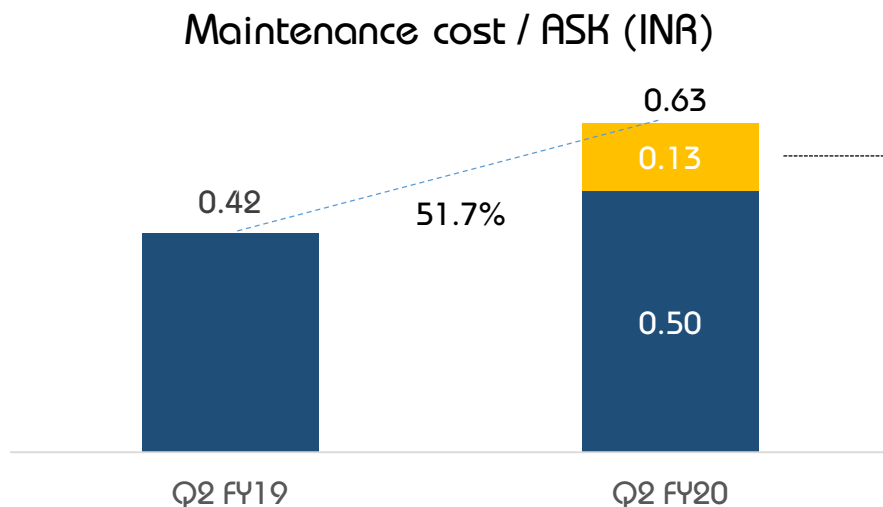


### Increase in CASK ex Fuel



\*Re-assessment of accrual estimates for future maintenance cost

# Drivers of cost - Maintenance Cost\*



- ❑ INR 3.2 billion provided as a result of the re-assessment of accrual estimates for heavy maintenance and overhaul cost of older CEO engines
- ❑ These costs will go away as CEOs are redelivered

Maintenance costs of INR 15.3 billion booked in Q2 FY20. This will remain at elevated levels till FY22

## Major Risks

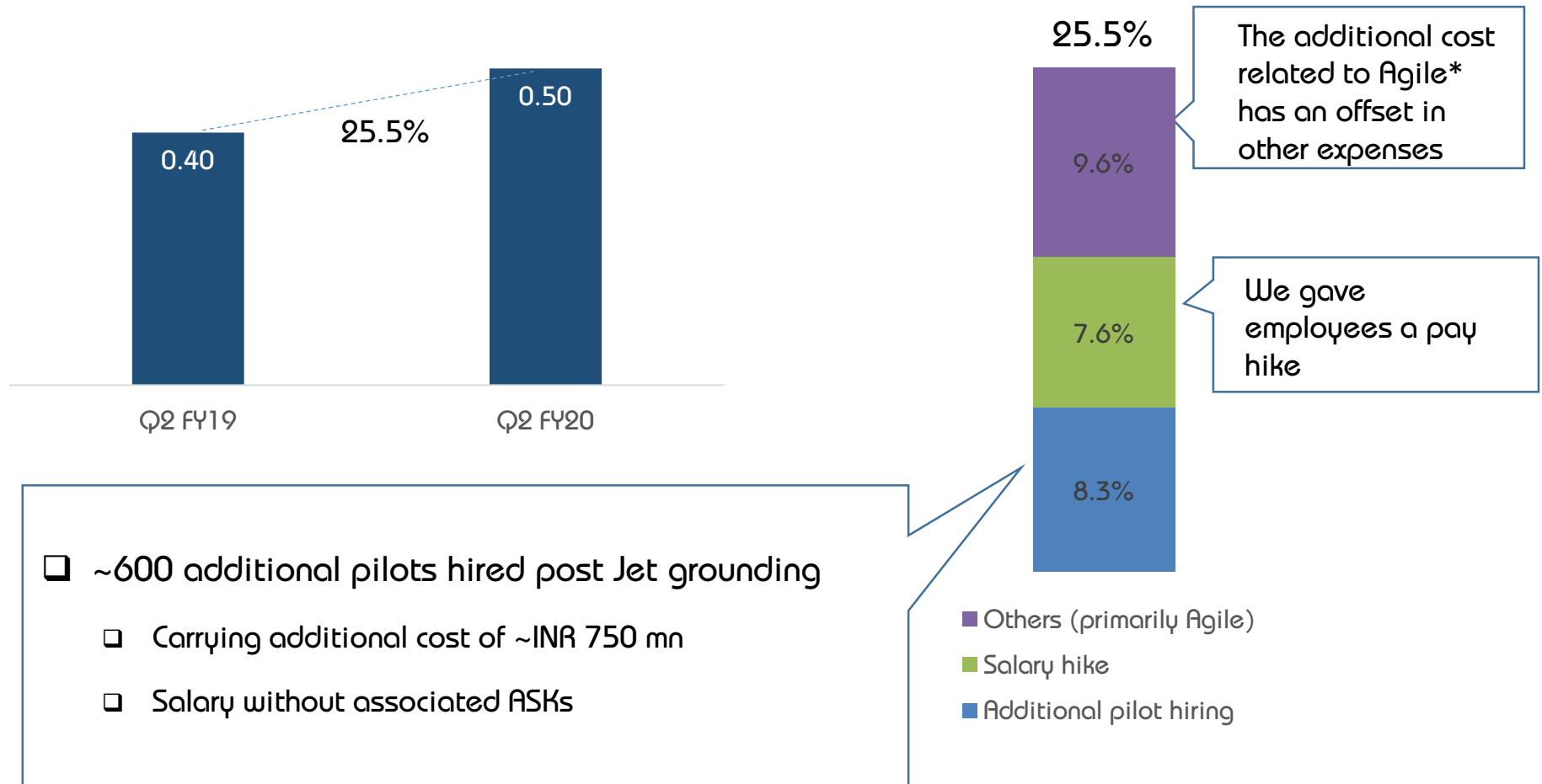
Adverse movement in foreign currency or higher CEO utilization because of ongoing NEO issues

\*Maintenance Cost includes Supplementary Rentals

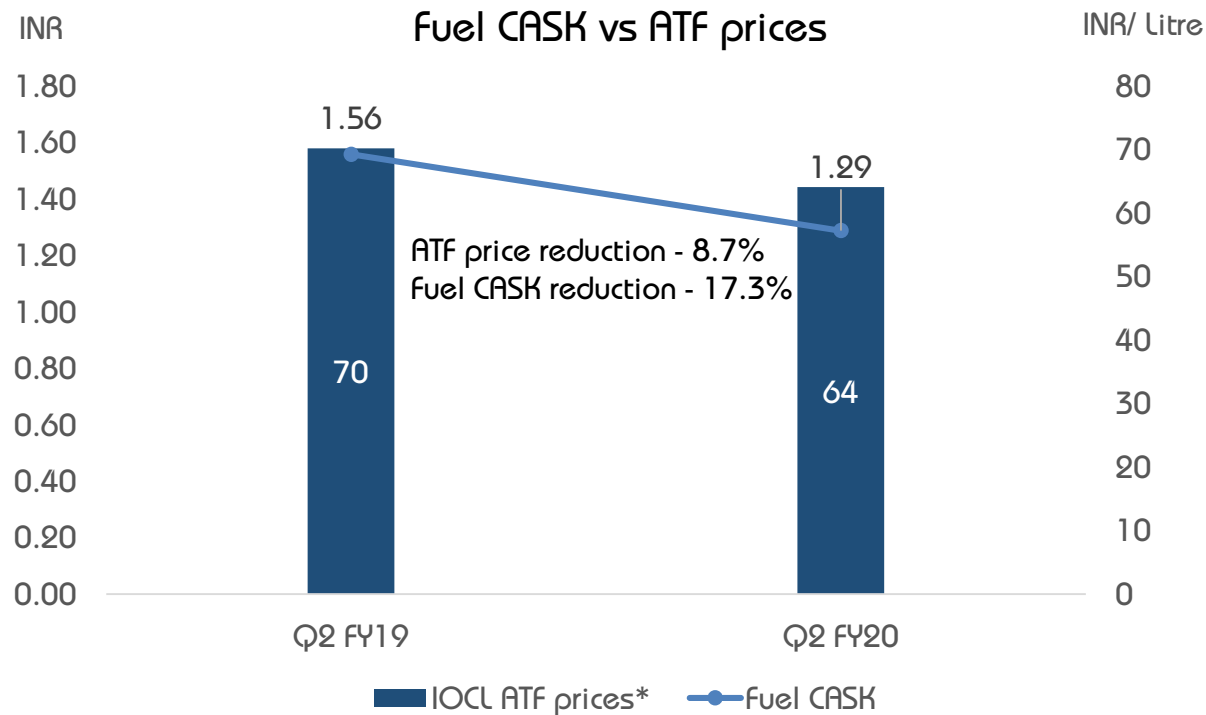
# Drivers of cost - Employee Cost



Employee Cost/ ASK (INR)



# The fuel Story



- Invested heavily to reduce fuel consumption
- Market value of NEO higher than CEO
- But realizing 17.3% fuel CASK reduction vs 8.7% reduction in ATF prices

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

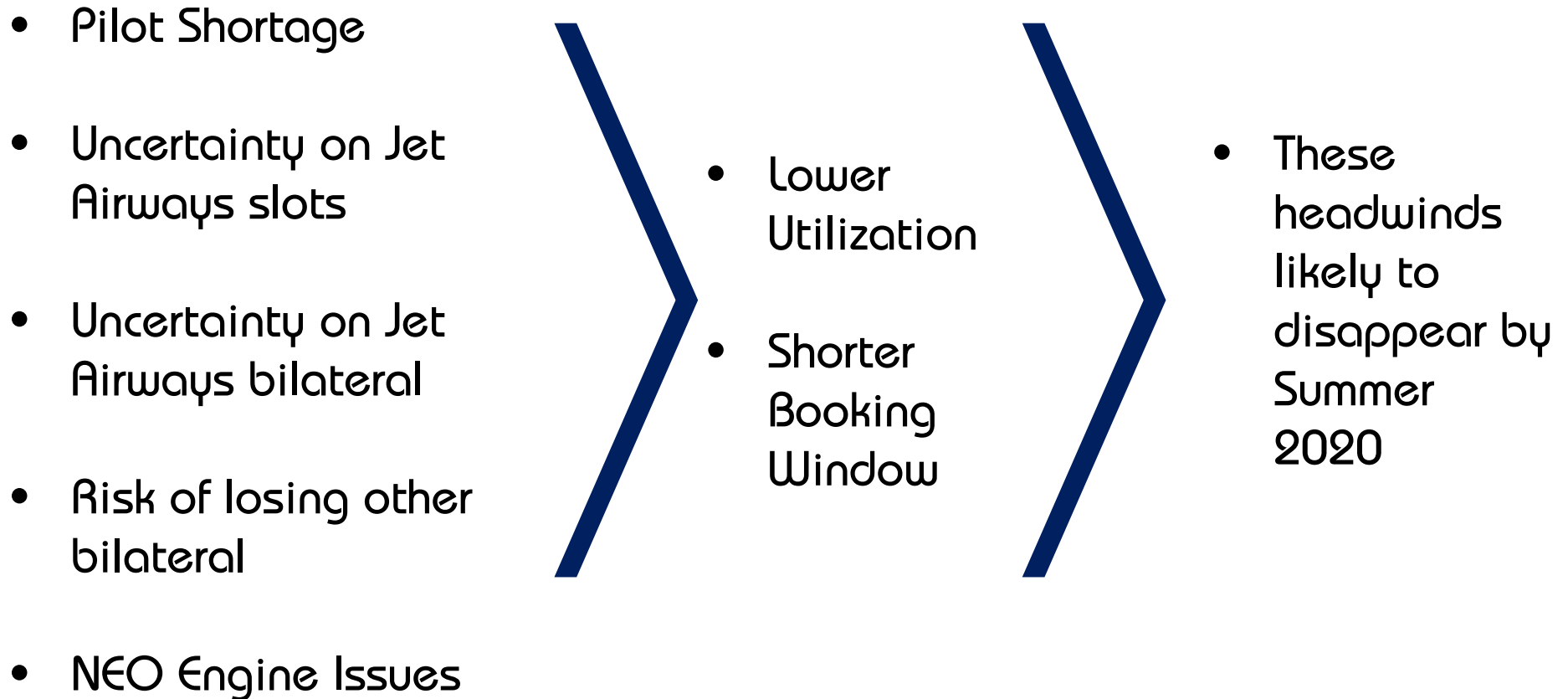
# Status of significant cost drivers



Key Drivers	Status
Pilot Costs	Temporary
A320 CEO Engine Maintenance Cost	Temporary
Aircraft Utilization	Held back by pilot training/ Engine Issues
Switch from CEOs to NEOs	Big Fuel Savings
Mark-to-market on capitalized leases	Recurring



# Revenue Headwinds in FY20



# Update on NEO engines



Key Event	Description	Status
DGCA directive dated 28 <sup>th</sup> Oct 2019	Operate only those neo aircraft which have one modified engines if other engine has accumulated more than 2900 hours	Completed
DGCA directive dated 1 <sup>st</sup> Nov 2019	Replacement of all unmodified engines before 31st January 2020	In talks with manufacturer for additional modified engines
DGCA directive dated 25 <sup>th</sup> Nov 2019	For every NEO added with modified engines, aircraft with unmodified engine to be grounded	We are working with manufacturers P&W and Airbus to get sufficient spare engines to mitigate the risk.

Likely to have an impact on future capacity: Expect a y-o-y capacity increase of 15-20% in Q4 FY20 and 22-23% in FY20



- PBT for Q3 FY19 was INR 1,909 mn
- Despite the MTM hit on capitalized lease liabilities, we expect our profits to be similar to Q3 FY19 in Q3 FY20
  - Y-o-Y, both RASK and CASK are expected to increase by about 4-5% during the quarter

## Major Risks

Adverse movement in fuel prices and/ or foreign currency from the current levels

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## Annexures



# 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
MTM	Mark to Market
IOCL	Indian Oil Corporation Ltd
ATF	Air Turbine Fuel
PBT	Profit Before Tax
RASK	Total Revenue net of Finance income per Available Seat Kilometer

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## Thank You

