



May 30, 2012

The Department of Corporate Services
The Bombay Stock Exchange Limited
P J Towers,
Dalal Street,
Mumbai 400 001

Fax No. : 2272 3121/ 3719/ 2037

Dear Sir,

Sub: Audited Financial Results for the financial year ended March 31, 2012

The Board of Directors at its Meeting held today considered and approved the Audited Financial Results for the financial year ended March 31, 2012, which are enclosed herewith.

The Press Note and Investor Presentation are also attached.

Please take the same on record.

Thanking you,

Yours faithfully,
For **Kingfisher Airlines Limited**

A. Raghunathan
Chief Financial Officer

Encl: as above



Kingfisher Airlines Limited

Kingfisher House, Western Express Highway, Vile Parle (E), Mumbai - 400088
Tel: +91 22 2320 2200 / 2249 9300 Fax: +91 22 0700 1068 To fly: www.flykingfisher.com
Registered Office: U-2 Tower, Level 12, UB City, No. 24, Vital Malviya Road, Bangalore 560001, India.





Kingfisher Airlines Limited
Registered Office : The UB Group, UB Tower, Level 12, UB City,
24 Vittal Mallya Road, Bangalore - 560 001, India.



AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2012

Particulars	Quarter ended	Quarter ended	Quarter ended	Year Ended	Year ended
	March 31,	December 31,	March 31,	March 31,	March 31,
	2012	2011	2011	2012	2011
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
				(Rs. in Lacs)	
1. Income from Operations	74,127.87	134,232.97	162,664.36	549,340.90	623,337.90
a. Income from Services	-	-	-	-	12,626.17
b. Other Operating Income	-	-	-	-	-
2. Expenditure					
a. Employee Costs	13,696.68	17,565.72	17,205.94	66,960.65	67,600.85
b. Aircraft Lease Rental	10,011.81	27,224.93	24,743.30	86,845.15	98,399.66
c. Aircraft Fuel	54,512.09	73,881.38	66,842.52	294,588.58	227,402.60
d. Other Operating Expenses	28,658.50	50,778.77	66,327.31	208,630.80	242,126.40
e. Depreciation/Amortisation	9,320.29	8,358.85	6,186.40	34,166.69	24,103.76
	(42,108.50)	(43,573.68)	(18,638.11)	(141,860.87)	(23,669.08)
3. Profit/(Loss) from Operations before Interest(1 - 2)					
4. Other Income	4,345.95	12,554.55	3,262.25	22,161.40	13,592.16
5. Profit/(Loss) before Interest (3 + 4)	(37,762.55)	(31,019.13)	(15,375.86)	(119,709.47)	(10,076.92)
6. Interest and Financial Charges	28,891.61	34,723.53	28,984.73	127,633.92	131,294.00
7. Profit/(Loss) after Interest but before Redelivery, Restructuring, Exchange Loss and Gains and Tax (5 - 6)	(66,654.18)	(65,742.68)	(44,360.59)	(247,342.99)	(141,370.92)
8a. Redelivery Costs	64,804.42	7,975.94	6,612.76	74,344.72	9,124.65
8b. Restructuring / Idle Costs	33,820.00	-	-	33,820.00	-
8c. Exchange Loss/(Gain)	5,178.99	(7,954.50)	501.62	(10,898.50)	1,582.72
9. Profit/(Loss) from Ordinary Activities before Tax (7 - 8a - 8b - 8c)	(170,457.57)	(65,764.10)	(51,474.97)	(344,609.21)	(152,078.29)
10. Tax Expense	-	-	-	-	-
- Current Tax	(55,304.97)	(21,337.15)	(15,923.89)	(111,808.46)	(49,341.80)
- Deferred Tax Asset	-	-	3.31	-	3.31
- Fringe Benefit Tax (Net of Provision for FBT written back)	-	-	-	-	-
11. Profit/(Loss) from Ordinary Activities after Tax (9 - 10)	(115,152.60)	(44,426.95)	(35,554.39)	(232,800.75)	(102,739.80)
12. Paid-up Equity Share Capital (face value of Rs. 10/- each)	57,764.73	49,777.92	49,777.92	57,764.73	49,777.92
13. Reserves	(621,314.83)	N.A.	(400,207.18)	(621,314.83)	(400,207.18)
14. Earnings per Share - Basic and Diluted	(32.07)	(9.18)	(14.89)	(46.92)	(40.16)
15. Public Shareholding					
- Number of Shares	287,654,648	206,021,597	206,021,597	287,654,648	206,021,597
- Percentage of Shareholding	49.80%	41.39%	41.39%	49.80%	41.39%
16. Promoter and Promoter Group Shareholding					
a) Pledged/ Encumbered					
- Number of Shares	261,312,125	263,077,125	147,537,424	261,312,125	147,537,424
- Percentage of Total promoter and Promoter Group Shareholding (%)	90.11%	90.17%	50.37%	90.11%	50.57%
- Percentage of Total Share Capital of the Company (%)	45.24%	52.85%	29.64%	45.24%	29.64%
b) Non Encumbered					
- Number of Shares	28,680,501	28,680,501	144,220,202	28,680,501	144,220,202
- Percentage of Total promoter and Promoter Group Shareholding (%)	9.89%	9.83%	49.43%	9.89%	49.41%
- Percentage of Total Share Capital of the Company (%)	4.97%	5.76%	28.97%	4.97%	28.97%

SEGMENTWISE REVENUE RESULTS FOR THE YEAR ENDED MARCH 31, 2012

The Company, considering its present internal financial reporting based on Geographic segment, has identified Geographic segment as primary segment.

The Geographic segment consists of:

- Domestic air transportation within India.
- International air transportation outside India.

Particulars	Quarter ended	Quarter ended	Quarter ended	Year Ended	Year ended
	March 31,	December 31,	March 31,	March 31,	March 31,
	2012	2011	2011	2012	2011
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
				(Rs. in Lacs)	
Segment Revenue (Passenger, Cargo, etc.)					
Domestic	52,924.08	97,906.91	122,585.36	411,256.79	477,314.69
International	21,203.79	36,326.06	40,079.00	138,084.11	146,023.22
Total	74,127.87	134,232.97	162,664.36	549,340.90	623,337.90
Segment Result:					
Domestic	(6,798.98)	(5,437.86)	7,877.61	(8,343.94)	77,600.05
International	(15,322.50)	(9,284.57)	(987.89)	(33,001.76)	(1,810.91)
Total Segment Result	(22,011.58)	(14,702.55)	6,889.72	(41,345.72)	69,789.14
Interest and Finance Charges	(28,891.61)	(34,723.53)	(28,984.73)	(127,633.52)	(131,294.00)
Depreciation & Amortisation	(9,320.29)	(8,358.85)	(6,186.40)	(34,166.59)	(24,103.76)
Other Unallocable expenditure	(10,776.63)	(20,512.28)	(19,338.43)	(66,329.56)	(81,980.63)
Other Unallocable Revenue	4,345.95	12,554.55	3,262.25	22,161.40	26,216.39
Exceptional Item	(103,803.41)	(21.44)	(7,114.38)	(97,266.22)	(10,707.31)
Profit/(Loss) before Tax Expense	(170,457.57)	(65,764.10)	(51,474.97)	(344,609.21)	(152,078.29)
Tax	55,304.97	21,337.15	15,923.89	111,808.46	49,341.80
Net Profit/(Loss) after Tax	(115,152.60)	(44,426.95)	(35,554.39)	(232,800.75)	(102,739.80)

Notes:

- The Assets and Liabilities of the company is not identifiable to the reportable segments. Hence no disclosure relating to total segment Assets and Liabilities (capital employed) are made.
- The above data is as certified by management.



Kingfisher Airlines Limited
Registered Office : The UB Group, UB Tower, Level 12, UB City,
24 Vittal Mallya Road, Bangalore - 560 001, India.



AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2012

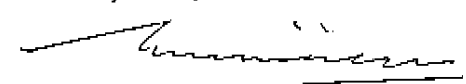
STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2012

PARTICULARS	(Rs. in Lacs)	
	As at March 31, 2012 (Audited)	As at March 31, 2011 (Audited)
I. EQUITY AND LIABILITIES		
SHAREHOLDERS' FUNDS	113,074.73	105,087.92
Share Capital	(621,314.83)	(400,207.18)
Reserves and Surplus	(508,240.10)	(295,119.28)
NON - CURRENT LIABILITIES	568,853.83	626,578.78
Long term borrowings	1,150.13	724.86
Other long term liabilities	1,958.57	2,593.87
Long term provisions	571,962.53	629,896.31
CURRENT LIABILITIES	233,459.66	60,413.60
Short term borrowings	314,245.30	230,104.03
Trade payables	289,657.25	198,409.53
Other current liabilities	6,618.27	3,816.90
Short term provisions	844,280.43	490,644.36
TOTAL	908,002.86	825,320.42
II. ASSETS		
NON - CURRENT ASSETS		
Fixed Assets	143,155.26	185,175.63
(i) Tangible assets	1,147.49	2,013.05
(ii) Intangible assets	144,302.75	157,188.68
Non-current investments	2.56	5.00
Deferred tax assets (Net)	404,586.77	202,778.31
Long term loans and advances	192,205.56	189,810.56
Other non-current assets	5,021.69	10,327.69
	746,119.33	650,110.44
CURRENT ASSETS		
Inventories	20,478.51	18,764.55
Trade receivables	18,759.37	44,052.70
Cash and cash equivalents	18,226.73	25,236.25
Short term loans and advances	103,209.77	84,900.40
Other Current assets	1,209.15	2,256.08
	181,883.53	175,209.98
TOTAL	908,002.86	825,320.42

Notes:

- The above financial results which have been audited by the Statutory Auditors of the Company, have been approved by the Board of Directors at its meeting held on May 30, 2012.
- 16 investor complaints were received and disposed off during the year ended March 31, 2012. There were no investor complaints outstanding at the beginning or at the end of the year.
- The figures of last quarter are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto the third quarter of the financial year.
- Deferred Tax Asset is recognized on account of unabsorbed depreciation and business losses for the year ended March 31, 2012 aggregating to Rs. 111,808.16 Lacs. The management is of the opinion that there is a virtual certainty supported by convincing evidence against which such deferred tax will be realized, notwithstanding that the Auditors have opined to the contrary.
- The Company has adopted the Exposure Draft on Accounting Standard - 10 (Revised) 'Tangible Fixed Assets' which allows costs on major repairs and maintenance incurred to be amortized over the incremental life of the asset. The Company has extended the same treatment to costs incurred on major repairs and maintenance for engines pertaining to aircrafts acquired on operating lease. Had the Company not adopted this method of accounting, the loss before tax for the quarter and the loss after tax for the quarter would have been lower by Rs. 59.33 Lacs and Rs. 40.08 Lacs respectively, whereas the loss before tax for the year and the loss after tax for the year would have been higher by Rs. 373.43 Lacs and Rs. 252.27 Lacs respectively. This revised accounting policy has been confirmed by an independent expert and in the opinion of the management, this accounting treatment has resulted in a fair depiction of the working results and the state of the affairs of the Company.
- During the year under review, out of the 70,931,965 8% Optionally Convertible Debentures ("OCs") of Rs. 100/- each allotted to business associates, who are persons acting in concert with the promoters for the purpose of and at the time of conversion of the OCs, 19,975,000 OCs were converted on February 18, 2012 into 79,888,051 equity shares of Rs. 10/- each, in accordance with their terms, upon exercise by the holders thereof of the option to convert such OCs. Consequent to this conversion, the Company's paid-up equity capital stood increased from Rs. 4,977,792,230 to Rs. 5,776,472,740 on February 18, 2012. Subsequent to the increase in the Company's paid up capital and the consequent dilution of the holding of existing shareholders including Promoter Group entities, the Company ceased to be a subsidiary of United Breweries (Holdings) Limited, which is a Promoter Group entity. However, the Promoter Group continues to hold a stake of 42.83% of the paid up equity share capital of the Company as of May 30, 2012.
- In terms of agreements entered into with a certain party in respect of assets taken on lease, the Company is to pay lease rentals only in the event of breach of certain contractual obligations in future. The Company has sought extension of time to meet a part of its obligations which were to be fulfilled by March 31, 2012, which it is hopeful of receiving. No provision is considered necessary as the Company is confident of meeting the relevant obligations. Additionally, the use fees (hourly and cyclical utilization charge) paid in respect of these leased assets are, in accordance with the Company's understanding, treated as maintenance reserves. The Company is taking steps to formalize this understanding with the relevant lessors. In terms of the Company's accounting policy, these use fees are initially included under loans and advances and are expensed out to the profit and loss account of the time of incurrance of major maintenance expenditure / termination of agreements.
- The Company has incurred substantial losses and its networth has been eroded. However, having regard to capital raising plans, group support, the request made by the Company to its bankers for further credit facilities, planned reconfiguration of aircrafts and other factors, these financial statements have been prepared on the basis that the Company is a going concern and that no adjustments are required to the carrying value of assets and liabilities.
- Previous period/ year figures have been reclassified to confirm with current period/ year presentation, wherever applicable.

By Authority of the Board


Dr. Vijay Mallya
Chairman & Managing Director

Mumbai
May 30, 2012

Press Release

Kingfisher Airlines continues with "Holding Plan" in an attempt to contain losses in tough operating environment

The Indian aviation industry is confronted with an unprecedented, tough operating environment – intensified by consistently high fuel prices and the depreciating Indian rupee. Fuel prices have increased by over 40% over last year compounded by the weakened rupee. The industry's demand growth in the domestic market at 13% in FY12 over last year has been overshadowed by a 17% growth in industry capacity leading to a pressure on the yields and the load factor for the industry.

For the year ended FY12, Kingfisher delivered an EBITDAR profit of Rs. 13 crore vs. a profit of Rs. 1,108 crore last year.

EBITDA loss for FY12 was Rs. 855 crore vs. a profit of Rs. 140 crore last year. The performance was impacted primarily due to Rs. 672 crore of additional fuel cost and additional cost due to depreciation of the Indian Rupee and lower revenue generation due to reduction of operational capacity in an attempt to contain losses.

Net loss on normal operations for the year stood at Rs. 1,356 crore. Operational cost savings (6% achieved in FY12 vs F11) were offset by a steep hike in fuel prices and sharp depreciation of the Indian rupee, which negatively impacted over 70% of the cost base. There was an incremental one-time loss of Rs. 743 crore due to early redelivery of the aircraft and Rs. 338 crore due to restructuring costs.

Rationalization of capacity in the last two quarters of FY12 and continued adverse publicity led to a disproportionate loss of revenue. On the domestic front, Kingfisher recorded an operating revenue drop of 14% on 5% lower ASKM. The domestic operations however generated an EBITDAR profit of Rs. 138 crore which bears evidence to the reduction of operating expenses. In international operations, operating revenue declined by only 5% on 6% lower ASKM, supported by realization of high passenger yields.

Kingfisher Airlines is now continuing on its previously stated "Holding Plan" with a limited fleet and simultaneously progressing on its aircraft reconfiguration plan to contain losses in this very tough operating environment for the Indian aviation industry. The company has a focused fleet re-induction plan and hopes to be back to full-scale operations in the next 12 months backed by a recapitalization plan that the company is actively pursuing and confident of achieving.

5/19

Kingfisher Airlines


Financial Results FY 2012



KINGFISHER
Airlines

১/১২

Agenda



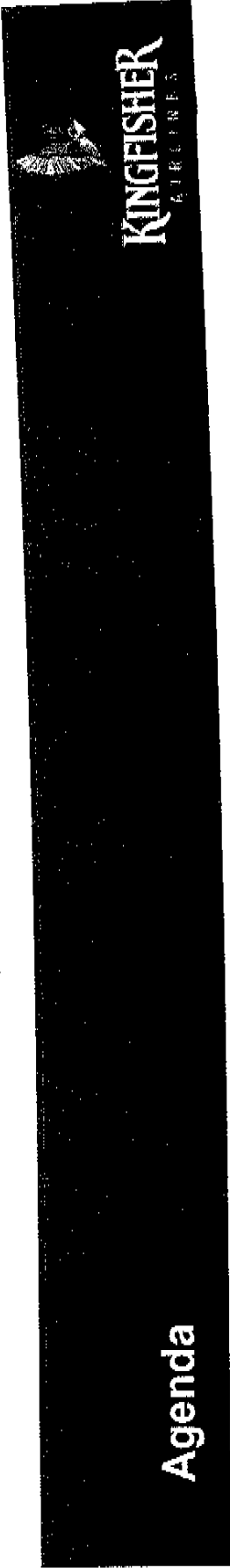
• Domestic Operating Environment

• Financial Performance : FY 2011-12

Domestic Operating Environment

- The Indian aviation industry recorded 13% growth in domestic demand in FY12 (over FY11), lower than the 20% growth achieved in (FY11 over FY10)
- Capacity addition was in excess of demand growth with 17% capacity being added in FY12 as compared to FY11 when 10% capacity was added
- Such capacity addition in excess of demand growth led to a marginal reduction in industry seat factor by 1 percentage point from 78% achieved last year
- Crude oil price remained range bound between USD 100-120 for most part of the year - this significantly impacted profitability of the Indian aviation industry
- Steep depreciation of the Indian Rupee coupled with consistently high crude oil prices led to one of the most challenging periods faced by the Indian aviation industry
- Specific to Kingfisher Airlines, continued adverse publicity negatively impacted revenue performance affecting both yields and seat factors

e/12



- Domestic Operating Environment

- **Financial Performance : FY 2012**

Overall company performance highlights: FY12



KINGFISHER

- **Total revenue of Rs. 5,715 Cr (-11.8% vs. FY11)**
 - Passenger revenue declined by 11.8% over FY11
- **EBITDA loss of Rs. 855 Cr vs. profit of Rs. 140 Cr in FY11 (a decline of Rs. 995 Cr over FY11)**
 - Negative EBITDA margin primarily due to Rs. 672 Cr of additional fuel cost impact in FY12 vs. FY11, despite flying lesser number of hours and additional costs due to depreciation of Indian Rupee as compared to FY11
 - EBITDA margin declined from +2.2% to -15%
- **EBITDAR profit of Rs. 13 Cr vs. profit of Rs. 1,124 Cr in FY11)**
 - EBITDAR margin declined from +17.3% to 0.2%
- **Total RASK declined to Rs. 3.72 from Rs. 4.01 in FY11 (-7%)**
 - Passenger RASK declined by 8% over FY11 (Rs. 3.48 to Rs. 3.20)
- **Ex-fuel EBITDAR CASK reduced to Rs. 1.79 from Rs. 1.92 in FY11 (-7%)**
 - CASK (EBITDA) increased by 9% over FY11 (Rs. 4.28 from Rs. 3.93)

Company Operating Parameters – FY12



Parameters	FY12	FY11	Better / (Worse) %
No of Departures	112,474	127,866	(12%)
ASKMs (Million)	15,365	16,166	(5%)
RPKMs (Million)	11,808	13,101	(10%)
Passenger LF%	77%	81%	(4 points)
Revenue Passengers (Million)	10.6	12.0	(12%)
Total Revenue per ASKM (INR)	3.72	4.02	(7%)
EBITDA Cost per ASKM (INR)	4.28	3.93	(9%)
Fuel Cost per ASKM (INR)	1.92	1.41	(36%)
Ex Fuel EBITDA Cost per ASKM (INR)	2.36	2.52	6%
Average Gross Revenue per passenger in INR	5,366	5,379	0%
Period ending Fleet size	55	66	(11)

Company P&L – FY12


KINGFISHER

Rs. Crore	FY12	FY11*	Better / (Worse) %
INCOME			
Operating Revenue	5,493	6,360	(13.6%)
Non Operating Revenues	221	136	63%
Total Revenues	5,715	6,496	(12%)
EXPENDITURE			
Employee Remuneration & Benefits	670	676	1%
Aircraft Fuel Expenses	2,946	2,274	(30%)
Other Operating Expenses	2,086	2,421	14%
EBITDAR	13	1,124	-
Aircraft Lease Rentals	868	984	12%
EBITDA	(855)	140	-
Depreciation	342	241	(42%)
Interest and finance charges	1,276	1,313	3%
Loss before exceptional items and Tax	(2,473)	(1,414)	-
Exceptional Items	973	75	-
Provision for taxation	(1,118)	(493)	-
PROFIT / (LOSS) AFTER TAXATION	(2,328)	(1,027)	-

(*) FY11 results have been re-classified where relevant

Domestic operations performance highlights: FY12



KINGFISHER

- **Total revenue of Rs. 4,334 Cr (-14% over FY11)**
 - 14% decrease in operating revenue alongside 5% reduction in capacity (ASKM)
- **EBITDA loss of Rs. 470 Cr vs. profit of Rs. 271 Cr in FY11 (A decline of Rs. 740 Cr over FY11)**
 - EBITDA loss primarily due to lower revenue production and Rs. 485 Cr of additional fuel cost impact in FY12 as compared to FY11 with lesser flying hours
 - EBITDA margin declined from +5.4% to -10.8%
- **EBITDAR profit of Rs. 138 Cr vs. Rs. 996 Cr in FY11 (A decline of Rs. 858 Cr over FY11)**
 - EBITDAR margin declined from 19.8% to 3.2% in FY12
- **Total RASK declined to Rs. 4.29 from Rs. 4.74 in FY11 (-9.5%)**
- **Ex-fuel EBITDA CASK reduced to Rs. 2.7 from Rs. 3 in FY11 (-10%)**
 - CASK (EBITDA) increased by 5.7% over FY11 (Rs. 4.76 from Rs. 4.50)

12/14


KINGFISHER

Domestic Operating Parameters – FY12

Parameters	FY12	FY11	Better / (Worse) %
No of Departures	102,955	118,240	(13%)
ASKMs (Million)	10,099	10,588	(5%)
RPKMs (Million)	8,001	8,819	(9%)
Passenger LF%	79%	83%	(4 points)
Revenue Passengers (Million)	9.5	10.8	(12%)
Total Revenue per ASKM (INR)	4.29	4.76	(9.8%)
EBITDA Cost per ASKM (INR)	4.75	4.50	(5.7%)
Fuel Cost per ASKM (INR)	2.05	1.50	(37%)
Ex Fuel EBITDA Cost per ASKM (INR)	2.70	3.00	10%
Average Gross Revenue per passenger in INR	4,550	4,648	(2%)
Period ending fleet size	49	57	(8)

Domestic Operations P&L – FY12


KINGFISHER

Rs. Crore	FY12	FY11*	Better / (Worse) %
INCOME			
Operating Revenue	4,113	4,899	(16%)
Non Operating Revenues	221	136	63%
Total Revenues	4,334	5,035	(13.9%)
EXPENDITURE			
Employee Remuneration & Benefits	583	581	(0%)
Aircraft Fuel Expenses	2,073	1,588	(31%)
Other Operating Expenses	1,540	1,870	17.6%
EBITDAR	138	996	
Aircraft Lease Rentals	608	726	(16.3%)
EBITDA	(470)	271	

(*) FY11 results have been re-classified where relevant

International operations performance highlights: FY12



KINGFISHER

- **Operating revenue of Rs. 1,381 Cr (5% decrease over FY11)**
 - Better passenger yield realization helped revenue generation despite reduced capacity (6% ASKM) and lower load factor (4% pt reduction)
- **EBITDA loss of Rs. 385 Cr vs. loss of Rs. 130 Cr in FY11 (A decline of Rs. 255 Cr over FY11)**
 - EBITDA loss primarily due to Rs. 187 Cr of additional fuel cost impact in FY12 as compared to FY11
 - EBITDA margin declined from -8.9% to -27.9%
- **EBITDAR loss of Rs. 125 Cr vs. profit of Rs. 128 Cr in FY11**
 - EBITDAR margin declined from 8.8% to -9.0% in FY12
- **Total RASK was maintained at Rs. 2.62 in FY12 which was also achieved in FY11**
- **CASK (EBITDA) increased to Rs. 3.35 from Rs. 2.85 in FY11 (+18%)**
 - Fuel CASK alone increased to Rs 1.66 from Rs 1.23 (+35%)


KINGFISHER

International Operating Parameters – FY12

Parameters	FY12	FY11	Better / (Worse) %
No of Departures	9,519	9,626	(1%)
ASKMs (Million)	5,266	5,578	(6%)
RPKMs (Million)	3,807	4,282	(11%)
Passenger LF%	72%	77%	(4 points)
Revenue Passengers (Million)	1.1	1.2	(10%)
Total Revenue per ASKM (INR)	2.62	2.62	0%
EBITDA Cost per ASKM (INR)	3.35	2.85	(18%)
Fuel Cost per ASKM (INR)	1.66	1.23	(35%)
Ex Fuel EBITDA Cost per ASKM (INR)	1.69	1.62	(4%)
Average Gross Revenue per passenger in INR	12,284	11,718	5%

International Operations P&L – FY12


KINGFISHER

Rs. Crore	FY12	FY11*	Better / (Worse) %
INCOME			
Operating Revenue	1,381	1,460	(5%)
Non Operating Revenues	-	-	-
Total Revenues	1,381	1,460	(5%)
EXPENDITURE			
Employee Remuneration & Benefits	86	95	9%
Aircraft Fuel Expenses	873	686	(27%)
Other Operating Expenses	546	551	1%
EBITDAR	(125)	128	(1%)
Aircraft Lease Rentals	261	258	(1%)
EBITDA	(385)	(130)	

(*) FY11 results have been re-classified where relevant