

June 05, 2021 IGAL/SECT/06-21/03

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National Stock Exchange of India Limited Department of Corporate Services Exchange Plaza, C - 1, Block G BSE Limited

Bandra Kurla Complex Phiroze Jeejeebhoy Towers

Bandra - (€) Dalal Street

Mumbai - 400 051 Mumbai - 400 001

Symbol: INDIGO Scrip Code: 539448

Dear Sir/ Ma'am,

Sub: <u>Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "SEBI LODR Regulations")</u>

In compliance with Regulation 30 and other applicable regulations of the SEBI LODR Regulations, please find enclosed a copy of the presentation on financial results for the quarter and financial year ended March 31, 2021, to be made to Analysts and Institutional Investors.

This is for your information and record.

Thanking you,

For InterGlobe Aviation Limited

Sanjay Gupta Company Secretary and Chief Compliance Officer



Earnings Presentation Q4 FY21 Jan - Mar 2021 June 5, 2021

#### Safe harbor

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

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

# Financial highlights for the full year

O	Full Year Ended		
Particulars (in INR million)	Mar'21	Mar'20	Change%
ASK (billion)	45.4	96.3	-52.8%
Total income	156,776	372,915	-58.0%
rask (INR)	3.30	3.77	-12.4%
Total expenses	214,957	375,472	-42.8%
Cask (Inr)	4.58	3.80	20.7%
CASK ex fuel (INR)	3.74	2.50	49.4%
EBITDAR	6,227	50,824	-87.7%
EBITDAR Margin	4.3%	14.2%	-10.0 pts
РВТ	-58,181	-2,557	-2,175.6%
PBT Margin	-39.7%	-0.7%	-39.0 pts
PAT	-58,064	-2,337	-2,384.8%
PAT Margin	-39.7%	-0.7%	-39.0 pts

# Financial highlights for the quarter

Openitural and Charles (NO positive as)	Quarter Ended		
Particulars (in INR million)	Mar'21	Mar'20	Change%
ASK (billion)	19.2	23.0	-16.7%
Total income	63,618	86,346	-26.3%
rask (INR)	3.26	3.65	-10.6%
Total expenses	75,193	99,244	-24.2%
CASK (INR)	3.86	4.21	-8.2%
CASK ex fuel (INR)	2.87	2.96	-3.3%
EBITDAR	6,483	867	647.6%
EBITDAR Margin	10.4%	1.0%	9.4 pts
РВТ	-11,575	-12,898	10.3%
PBT Margin	-18.6%	-15.5%	-3.1%
PAT	-11,472	-8,708	-31.7%
PAT Margin	-18.4%	-10.5%	-7.9 pts

## Revenue breakup for the quarter

Oorbinalous (in INIO million)	Quarter Ended		
Particulars (in INR million)	Mar'21	Mar'20	Change%
Revenue from operations	62,229	82,991	-25.0%
Other income	1,389	3,356	-58.6%
Total income	63,618	86,346	-26.3%
ASK (billion)	19.2	23.0	-16.7%
RPK (billion)	13.5	19.1	-29.4%
Load factor (%)	70.2%	82.9%	-12.7 pts
Yield (INR)	3.70	3.74	-1.2%
rask (INR)	3.26	3.65	-10.6%

Note : The above operational metrics includes non-scheduled operations.

## Cost breakup for the quarter

Operation de una (de INIO positione)	Quarter Ended		
Particulars (in INR million)	Mar'21	Mar'20	Change%
Aircraft fuel expenses	19,145	28,604	-33.1%
Aircraft and engine rentals (net)	662	1,226	-46.0%
Supplementary rentals and aircraft repair and maintenance (net)	14,575	16,808	-13.3%
Airport fees and charges	6,430	7,234	-11.1%
Purchase of stock in trade	319	488	-34.8%
Changes in inventories of stock in trade	-23	19	-220.5%
Employee costs	8,095	11,455	-29.3%
Finance costs	5,282	4,877	8.3%
Depreciation and amortization expenses	13,196	10,066	31.1%
Foreign exchange (gain)/ loss (net)	1,171	10,142	-88.5%
Other expenses	6,343	8,325	-23.8%
Total expenses	75,193	99,244	-24.2%
CASK (INR)	3.86	4.21	-8.2%
CASK ex fuel (INR)	2.87	2.96	-3.3%
Exchange Rate (US\$/INR)*	73.39	75.35	-2.6%
Fuel Price (INR / Litre)**	56.34	62.52	-9.9%

<sup>\*</sup> Closing Exchange Rate for the quarter

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

#### Cash and Debt

Particulars (in INR million)	Quarter Ended		
Particulars (in livin million)	Mar'21	Mar'20	Change%
Free Cash	70,997	89,281	-20.5%
Restricted Cash	114,688	114,488	0.2%
Total Cash	185,685	203,769	-8.9%
Debt excluding capitalized operating lease liability	41,210	24,343	69.3%
Capitalized operating lease liability	257,387	202,849	26.9%
Total Debt	298,597	227,192	31.4%

# Appendix

#### fleet breakup

31st Mar, 2021

285

- 15 Owned/Finance Lease
- 270 Operating Lease
- 120 A320neo
- 100 A320ceo
- 39 A321neo
- 26 ATR

31st Dec, 2020

287

- 15 Owned/finance lease
- 272 Operating lease
- 120 A320neo
- 111 A320ceo
- 30 A321neo
- 26 ATR

31<sup>st</sup> Mar, 2020

262

- 29 Owned/ Finance Lease
- 233 Operating lease
- 100 A320neo
- 123 A320ceo
- 14 A321neo
- 25 ATR

#### Non-IndAS measures- RASK

Particulars (in INR million)	Year Ended	
	Mar'21	Mar'20
Total revenue	156,776	372,915
Finance income	6,812	10,084
Total revenue less finance income (A)	149,964	362,831
ASK (millions) (B)	45,425	96,260
RASK (INR) (C=A/B)	3.30	3.77

#### Non-IndAS measures- RASK

Particulars (in INR million)	Quarter Ended	
	Mar'21	Mar'20
Total revenue	63,618	86,346
Finance income	1,083	2,404
Total revenue less finance income (A)	62,535	83,942
ASK (millions) (B)	19,181	23,021
RASK (INR) (C=A/B)	3.26	3.65

#### Non-IndAS measures- CASK

Particulars (in INR million)	Year Ended		
	Mar'21	Mar'20	
Total expenses	214,957	375,472	
Finance income	6,812	10,084	
Total expense less finance income (A)	208,145	365,388	
ASK (millions) (B)	45,425	96,260	
CASK (INR) (C=A/B)	4.58	3.80	
fuel cost/ ASK (INR) (D)	0.84	1.29	
CASK ex fuel (INR) (E=C-D)	3.74	2.50	

#### Non-IndAS measures- CASK

Opubi sulpus (ip INO prillipp)	Quarter Ended	
Particulars (in INR million)	Mar'21	Mar'20
Total expenses	75,193	99,244
Finance income	1,083	2,404
Total expense less finance income (A)	74,110	96,840
ASK (millions) (B)	19,181	23,021
CASK (INR) (C=A/B)	3.86	4.21
Fuel cost/ ASK (INR) (D)	1.00	1.24
CASK ex fuel (INR) (E=C-D)	2.87	2.96

#### Non-IndAS measures- EBITDAR

Operational and (i.e. INO positions)	Year Ended	
Particulars (in INR million)	Mar'21	Mar'20
РВТ	-58,181	-2,557
Finance cost	21,420	18,759
less: finance income	6,812	10,084
Depreciation & amortization	46,994	39,739
Aircraft and engine rentals	2,805	4,967
EBITDAR (A)	6,227	50,824
Revenue from Operations (B)	146,406	357,560
EBITDAR Margin (C=A/B)	4.3%	14.2%

#### Non-IndAS measures- EBITDAR

Corticulars (in INC million)	Quarter Ended	
Particulars (in INR million)	Mar'21	Mar'20
РВТ	-11,575	-12,898
Finance cost	5,282	4,877
less: finance income	1,083	2,404
Depreciation & amortization	13,196	10,066
Aircraft and engine rentals	662	1,226
EBITDAR (A)	6,483	867
Revenue from Operations (B)	62,229	82,991
EBITDAR Margin (C=A/B)	10.4%	1.0%

#### Definitions and Abbreviations

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

# Thank You