

20 November 2017

Corporate Relationship Department,
BSE Limited,
2nd Floor, New Trading Wing,
Rotunda Building, P. J. Towers,
Dalal Street, Mumbai -400 001

Symbol: JETAIRWAYS/Series: EQ
Debenture Script CODE: 952813

Corporate Relationship Department,
National Stock Exchange of India Ltd,
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra - Kurla Complex,
Bandra (E), Mumbai - 400 051

Stock Code: 532617/JETAIRWAYS

Dear Sirs,

Subject: Analyst/Investor Presentation

As per Regulation 30 and 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the presentation made to the Investor/Analyst on 20th November, 2017.

The presentation is also being uploaded on the website of the Company at www.jetairways.com.

Yours faithfully

For Jet Airways (India) Limited



Kuldeep Sharma

Vice President – Global Compliance and Company Secretary

JET AIRWAYS 

 ETIHAD
AIRWAYS
PARTNER

Investors' Meet 20-Nov-2017

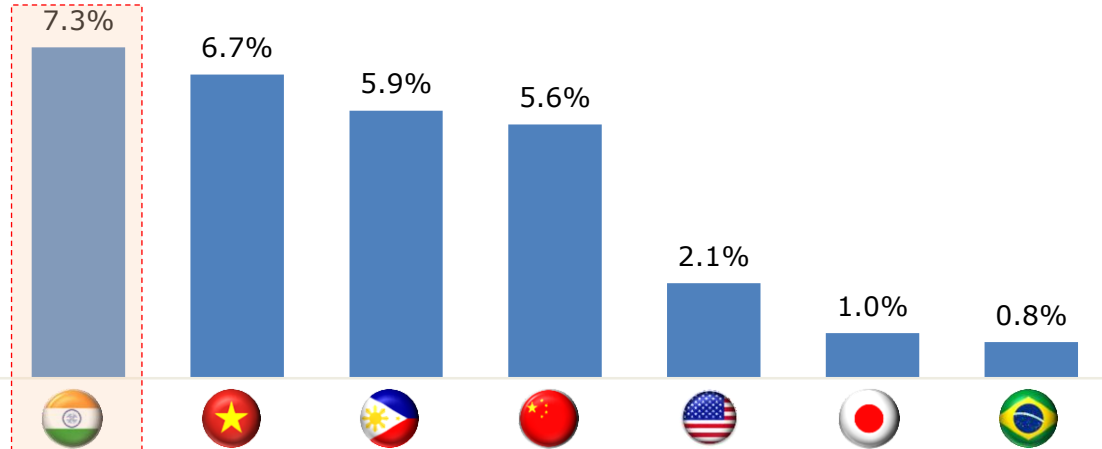
Disclaimer

Certain statements in this presentation 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.

Significant Growth Potential for the Indian Travel Industry

India is the Fastest Growing Economy Globally (1)

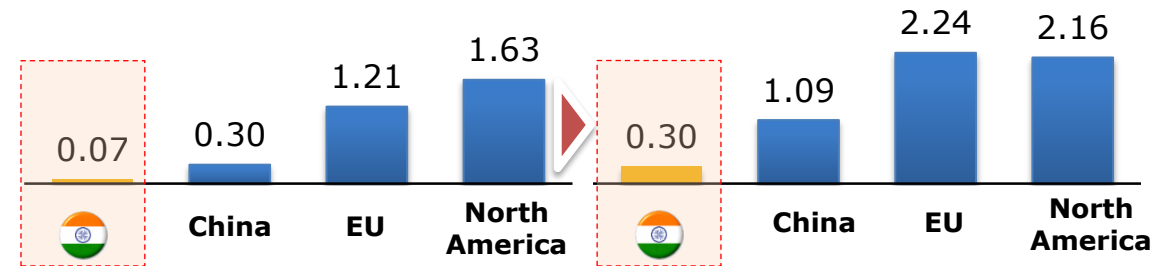
(GDP CAGR CY15-CY20E in %)



Low Per Capita Trips(2)

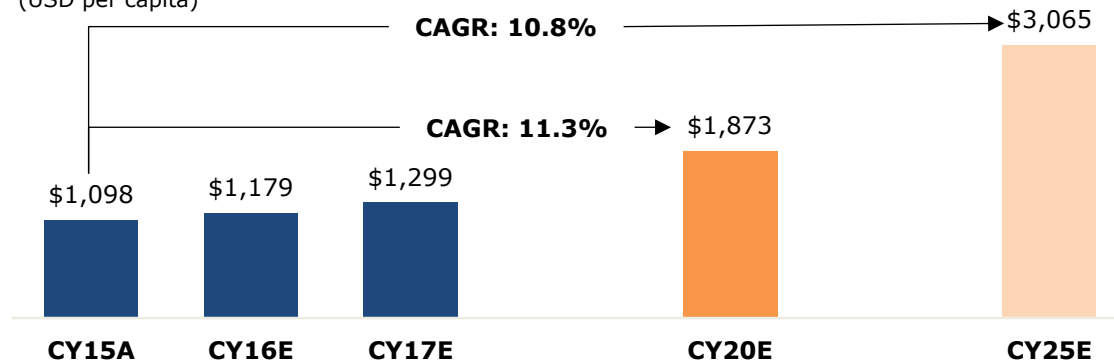
CY14 Trips Per Capita

CY34 Trips Per Capita



Increasing Per Capita Disposable Income (3)

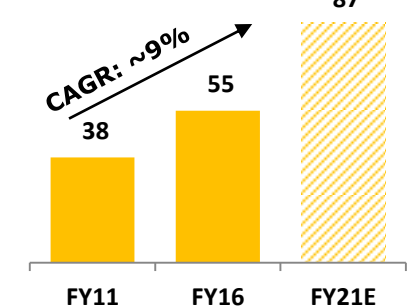
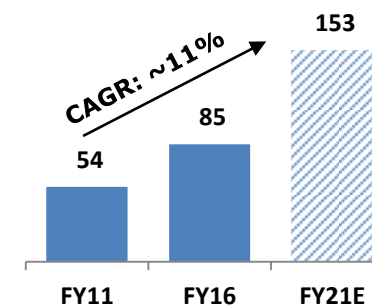
(USD per capita)



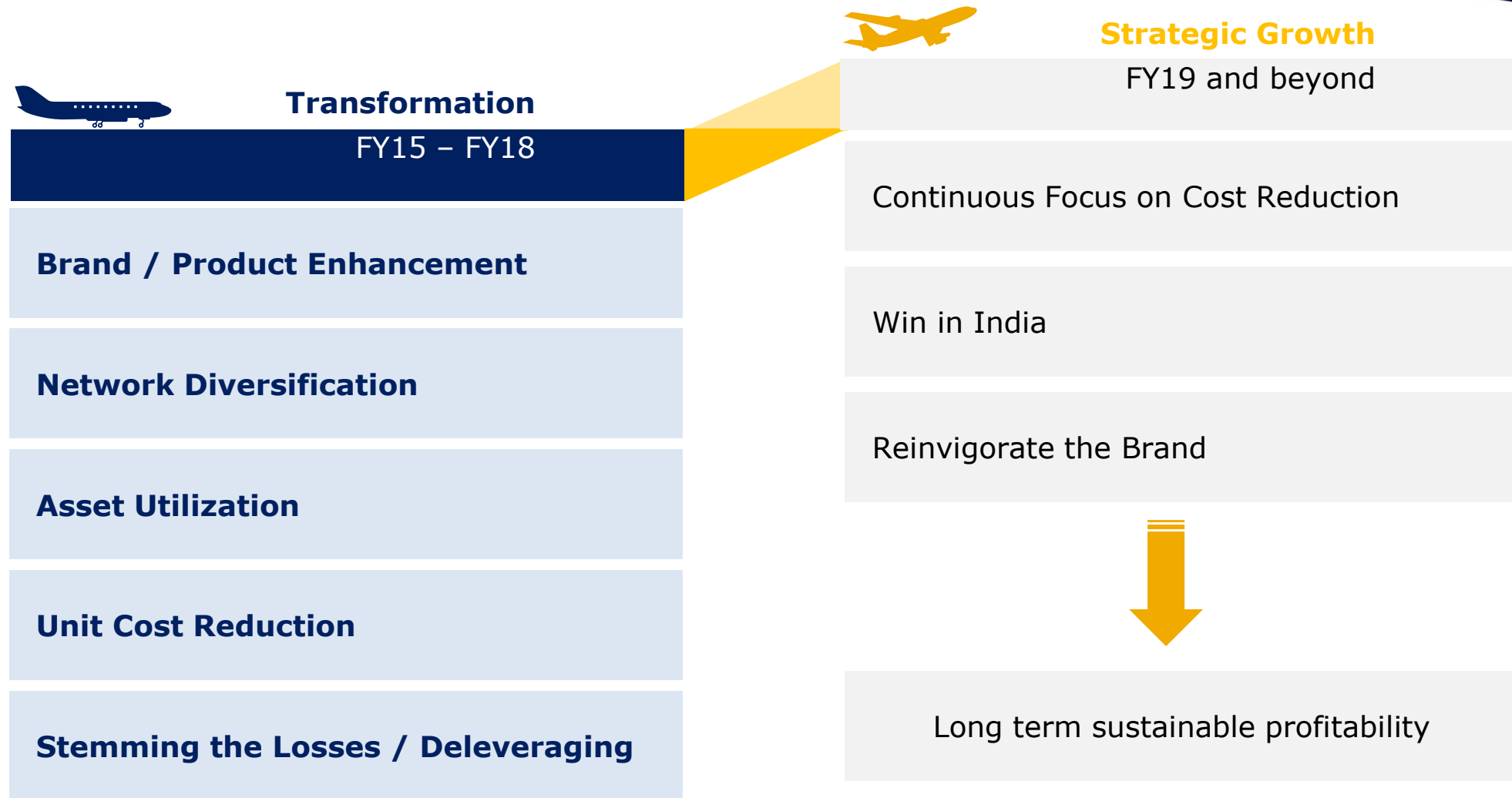
High Growth Air Travel Market (4)

Domestic Pax

International Pax



Our Journey of Transformation and Growth



Brand / Product Enhancement



Single Brand

Full service offering across network

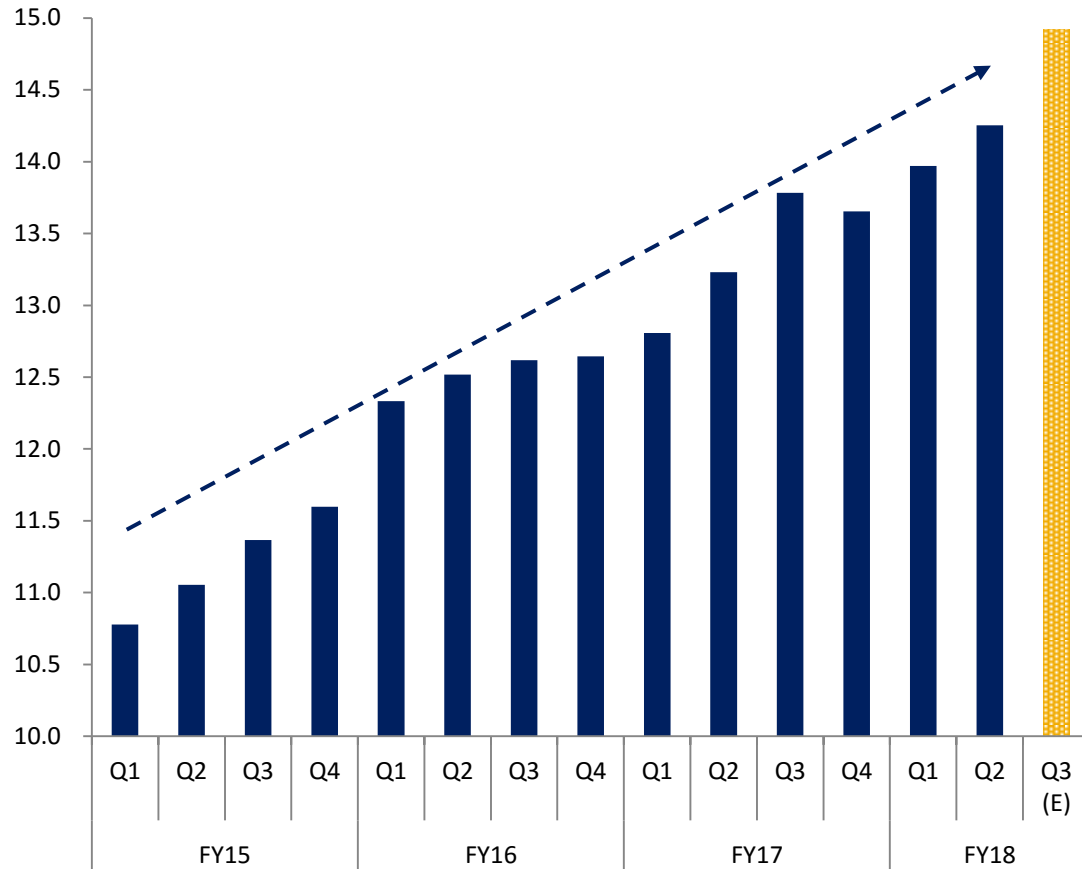
Introduced "Guest First" – best in class service to guests



JET AIRWAYS 

Asset Utilization

ASKMs (billion)



36 B737 aircraft worth of capacity from Mar 15 to Mar 18
→ ~ 1 a/c worth per month

737 utilization improved from 11.4 hrs to 13.33 hrs
→ Amongst the Highest in World

42 billion ASKs in FY14 to 53.5 billion ASKs in FY17

~ 10% Capacity growth (CAGR) since March 2014 without significant aircraft addition

Network Diversification

- Domestic Network optimization; redeploying assets
- ~30 % increase in capacity deployment in Domestic market over last 3 years

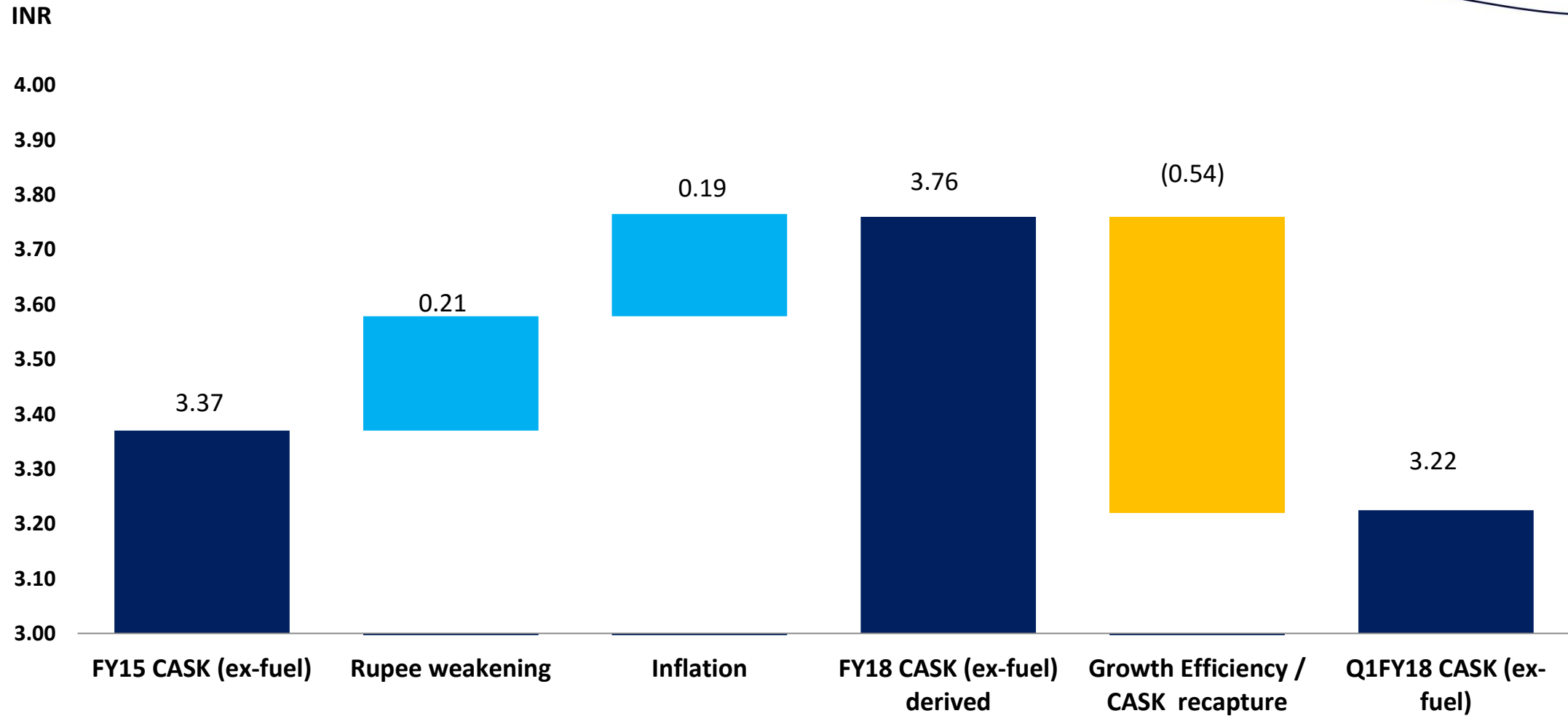
- Diversified international presence with enhanced Gulf flying

- European Gateway repositioned to Amsterdam

- Deepened co-operation with Partners
- Partners contribute 15% of total passenger feed

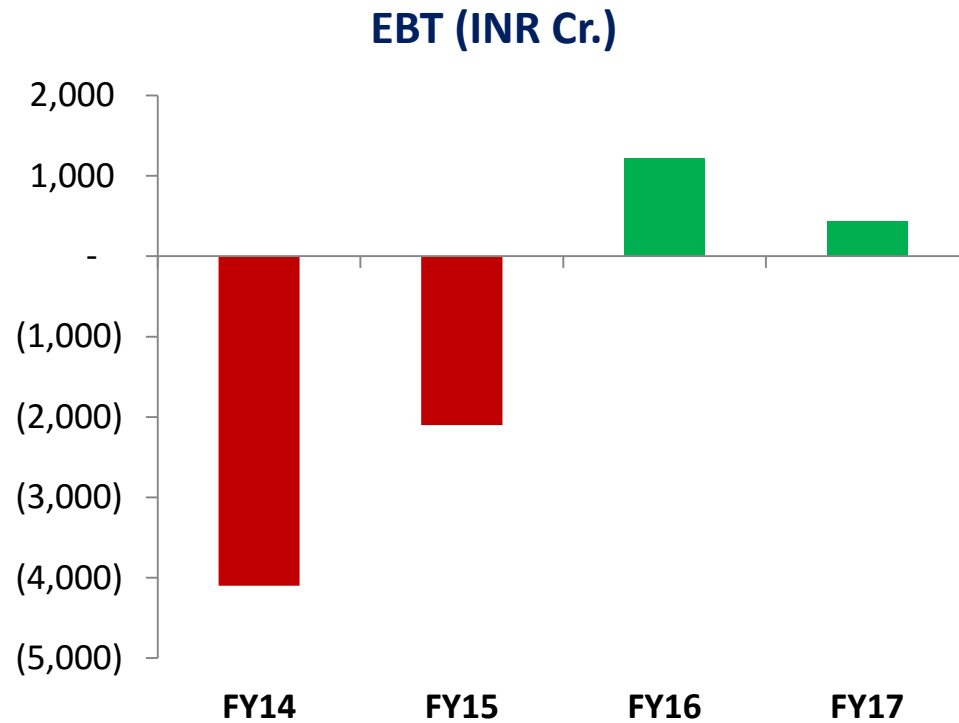
Robust Domestic Network with enhanced International options

Unit cost (CASK ex-Fuel) reduction through efficiency

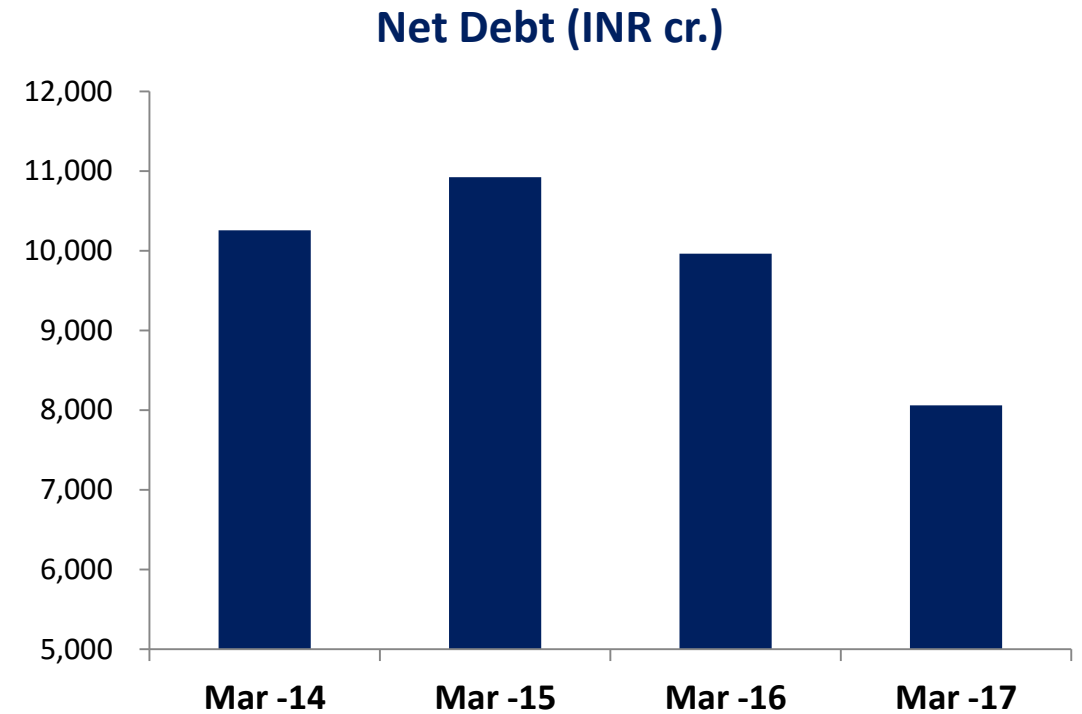


Stemming the Losses

Return to Profitability



Continuous Deleveraging



9 continuous profitable quarters

Cash generated from operations utilized to reduce net debt by ~INR 2,850 cr.



Our Journey of Transformation and Growth



Transformation

FY15 – FY18

Brand / Product Enhancement

Network Diversification

Asset Utilization

Unit Cost Reduction

Stemming the Losses / Deleveraging



Strategic Growth

FY19 and beyond

Continuous Focus on Cost Reduction

Win in India

Reinvigorate the Brand



Long term sustainable profitability



Strategic Growth: Continuous Focus on Cost Reduction



- Maintenance cost reduction from Jan 2019

- Reduction in Cost of Sales and Distribution

- Continuous productivity enhancement

- Densification of B777 from 346 seats to ~ 400 from 2019

- 15% fuel efficient B737-Max inductions commencing from June 2018
- 25+ deliveries by March 2020

Above helps to reduce Non Fuel CASK by 12% - 15%

Strategic Growth: Win in India



Differentiated service offering with unbundled products

Focus to enhance ancillary revenue by ~ INR 250 cr.

Capitalize - constrained assets

Defensible Network with a structure looking beyond Mumbai

Partner in RCS/ UDAN

Higher corporate penetration

Enhance Frequent Flyer Program



JET AIRWAYS

Strategic Growth: Reinvigorate the Brand



Best On-board Guest Experience

Modern fleet with in-seat power and streaming

Increased focus on hospitality, innovation and consistency in service

Significant investment in operational reliability and On Time Performance

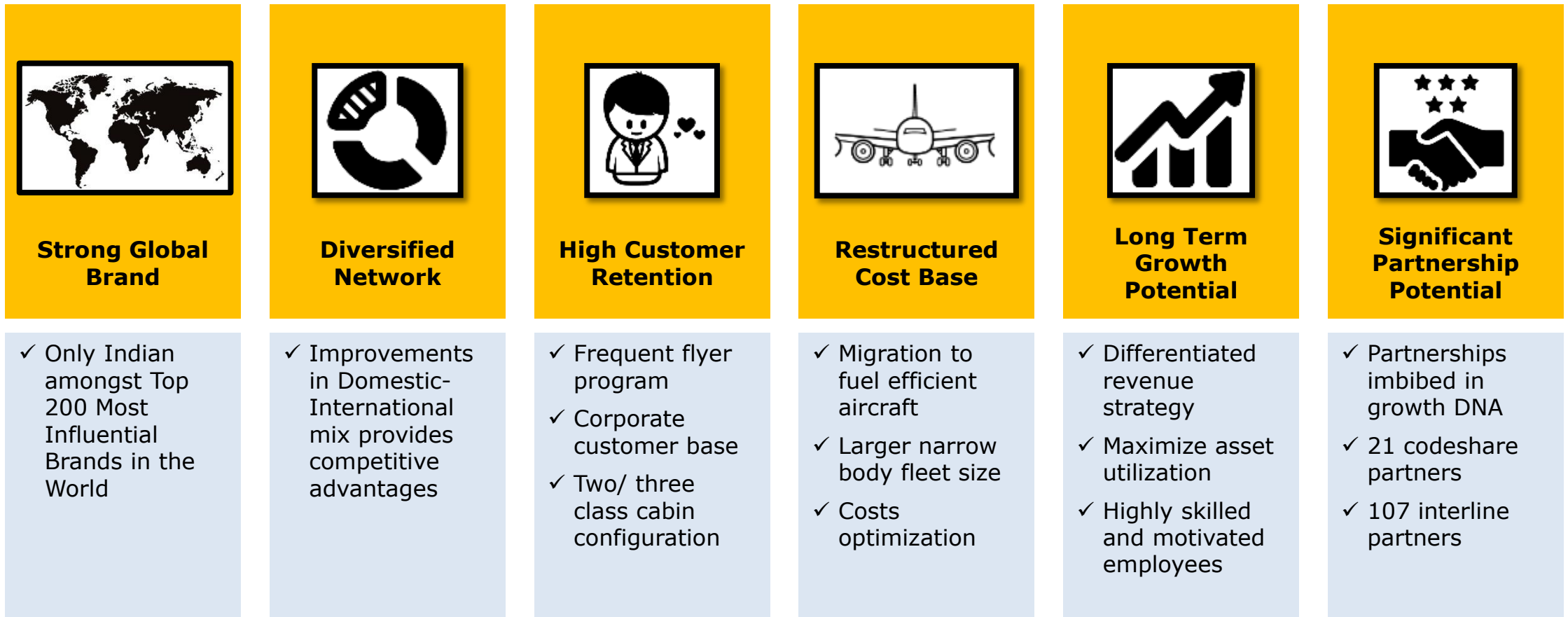
Best in class digital experience

Refurbish 777 with flagship business class seats



JET AIRWAYS 

Best Positioned to Leverage the India Aviation Opportunity



Competitive Advantages and Executing Strategy...Creating Value for Stakeholders

MERCI நன்றி
धन्यवाद DANK JE
TAK **THANK YOU** 谢谢
DANKE धन्यवाद शक्रा
നന്നാദി GRAZIE