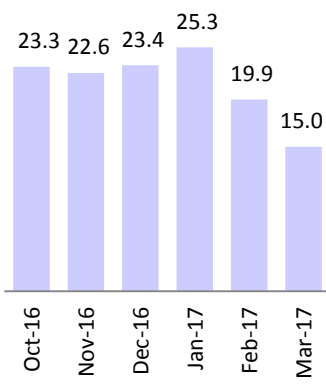
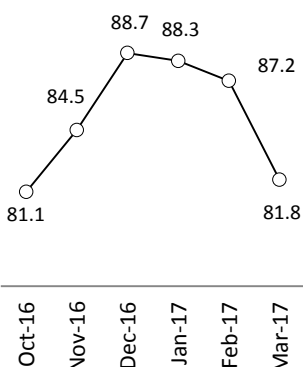


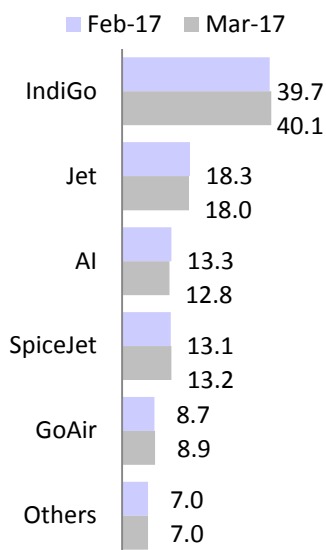
### Domestic passenger growth (YoY %)



### Industry load factor (%)



### Passenger market share (%)



## Mar-17 domestic passenger growth slipped to 15% YoY

### Domestic load factor at 81.8%; IndiGo's domestic ASK/RPK share highest

- Domestic air passengers in India grew 15% YoY to 9m in Mar-17 (v/s ~20% in Feb-17; +20% in 4QFY17). Passenger growth slipped below ~20% for the first time in the last 17 consecutive months.
- While Mar-17 ASK growth stood at 16.2% YoY (v/s +16.9% in 4QFY17 and +21% in 3QFY17), RPKs increased 14.7% YoY (v/s +19.3% in 4QFY17 and +22.8% in 3QFY17).
- Load factor stood at 81.8% in Mar-17 (v/s 85.7% in 4QFY17 and 84.8% in 3QFY17).

### Domestic air passengers grew 15% YoY to 9m in a seasonally weak Mar-17

- India's domestic air passenger growth slipped to ~15% YoY in Mar-17, after +20% YoY growth for 16 consecutive months.
- IndiGo's passenger growth stood at +19.5% YoY in Mar-17 (v/s +27% in 4QFY17 and +43% in 3QFY17).
- SpiceJet's domestic passenger volumes grew +18.6% YoY in Mar-17 (v/s +19% in 4QFY17).
- Go Air's domestic passenger volumes grew +22.4% YoY in Mar-17 (v/s +25% in 4QFY17).
- Passenger volume growth YoY for other airlines was as follows: Jet Airways: +2.0% YoY (v/s +2% in 4QFY17); Air India: +1.7% (v/s +5% in 4QFY17).

### IndiGo's passenger market share remains highest at 40.1% in Mar-17

- IndiGo's passenger market share stood at 40.1% in Mar-17 (v/s +39.9% in 4QFY17 and +41.8% in 3QFY17).
- Jet Airways' market share remained below 20% for the 13<sup>th</sup> consecutive month at 18%. It had market share of above 20% since Jul-14.
- Air India's market share stood at 12.8% (v/s 13.3% in 4QFY17).
- SpiceJet's market share stood at 13.2% (v/s 13.1% in 4QFY17).
- GoAir's market share stood at 8.9% in Mar-17; it seems to have stabilized in the 8-9% range.

### Domestic ASKs increase +16.2% YoY in Mar-17 (v/s +16.9% in 4QFY17)

- IndiGo's domestic ASKs increased 21.4% YoY (v/s +23% in 4QFY17); its domestic ASK share stood at the highest at 42.1%.
- SpiceJet's domestic ASKs grew +19.7% YoY (v/s +21.2% in 4QFY17).
- Domestic ASKs of GoAir grew +21.6% YoY (v/s +18.5% in 4QFY17) and those of Jet grew +3.8% YoY (v/s +2.2% in 4QFY17).

### Domestic RPKs rise 14.7% YoY in Mar-17 (v/s +19.3% in 4QFY17)

- IndiGo's RPKs grew +16.4% YoY (v/s +24.6% in 4QFY17), with the highest market share of 42% in Mar-17.
- SpiceJet's domestic RPKs grew +20.1% YoY (v/s +22.6% in 4QFY17), with a market share of 12.5% in Mar-17.
- GoAir's domestic RPKs grew +19.4% YoY (v/s +22.4% in 4QFY17), with a market share of 8.7% in Mar-17.
- Jet's RPK growth stood at +5% YoY, followed by Air India (+2.5% YoY).

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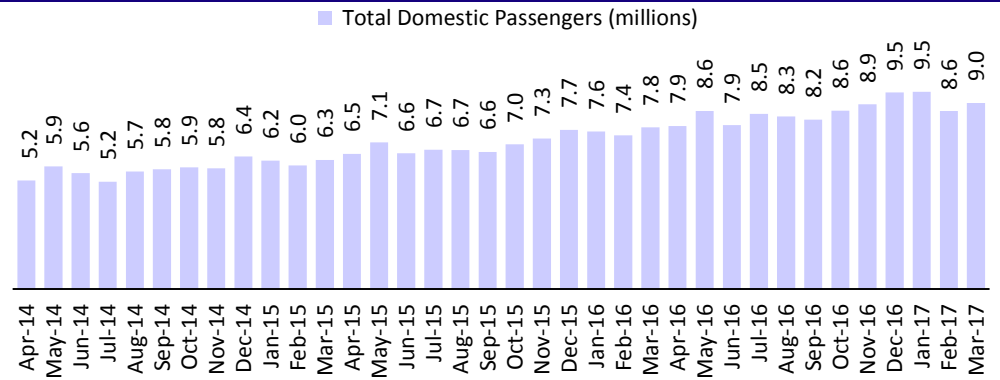
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**Industry load factors declined to 81.8% (v/s 85.7% in 4QFY17)**

- SpiceJet’s load factor stood at 91.4% in Mar-17 (v/s 92.9% in 4QFY17); had 90%+ load factor for last 23 months.
- IndiGo’s load factor stood at 81.6% (v/s 86.3% in 4QFY17).
- GoAir’s load factor stood at 84.8% (v/s 88.7% in 4QFY17).
- Jet reported load factor at 79.7% (v/s 84.2% in 4QFY17).
- Air India reported load factor at 74.4% (v/s 78.4% in 4QFY17).

**Exhibit 1: Domestic passengers grew 15% YoY to 9.0m in Mar-17**

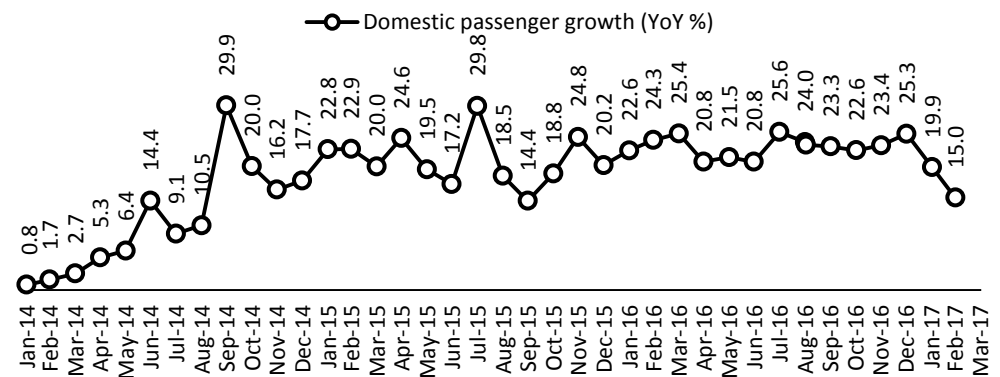
India's domestic passenger growth slipped to 15% YoY in Mar-17, after +20% YoY growth for 16 consecutive months.



Source: DGCA, MOSL

**Exhibit 2: Double-digit passenger growth since Aug-14**

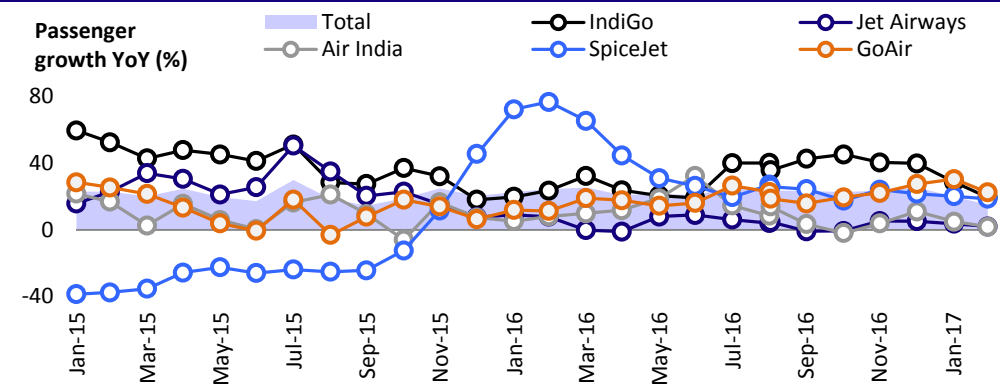
Domestic passenger volumes grew 15% YoY in Mar-17



Source: DGCA, MOSL

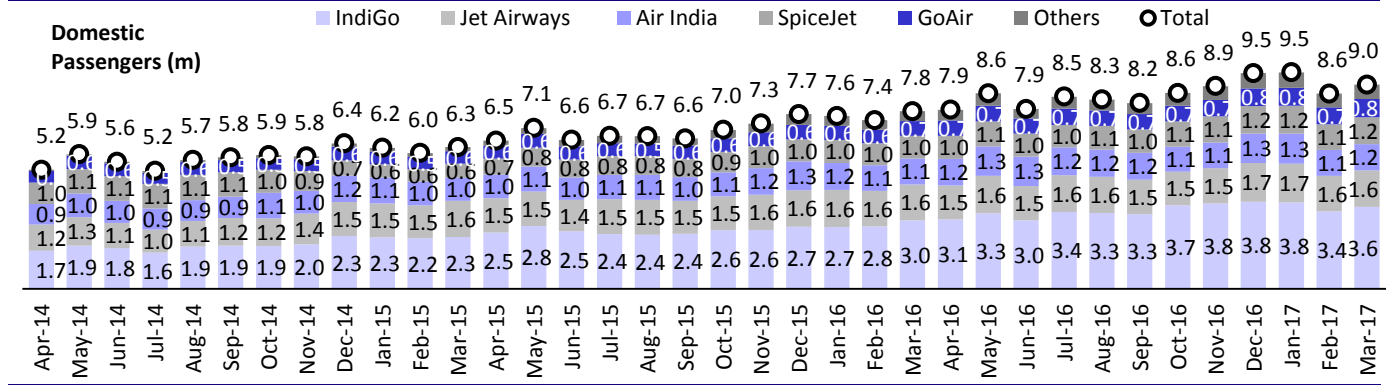
**Exhibit 3: Airline-wise passenger growth (YoY %)**

Passenger volumes up ~20% YoY for IndiGo in Mar-17.

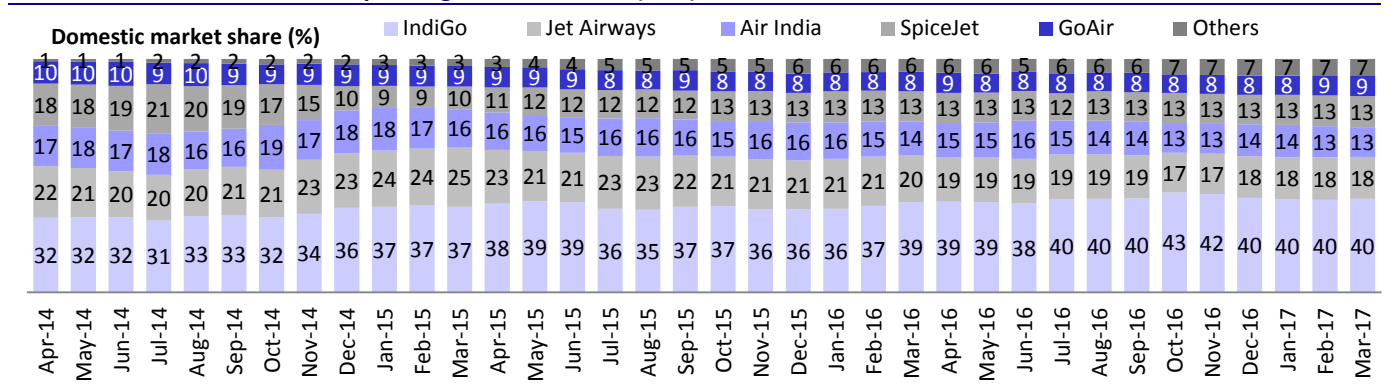


Source: DGCA, MOSL

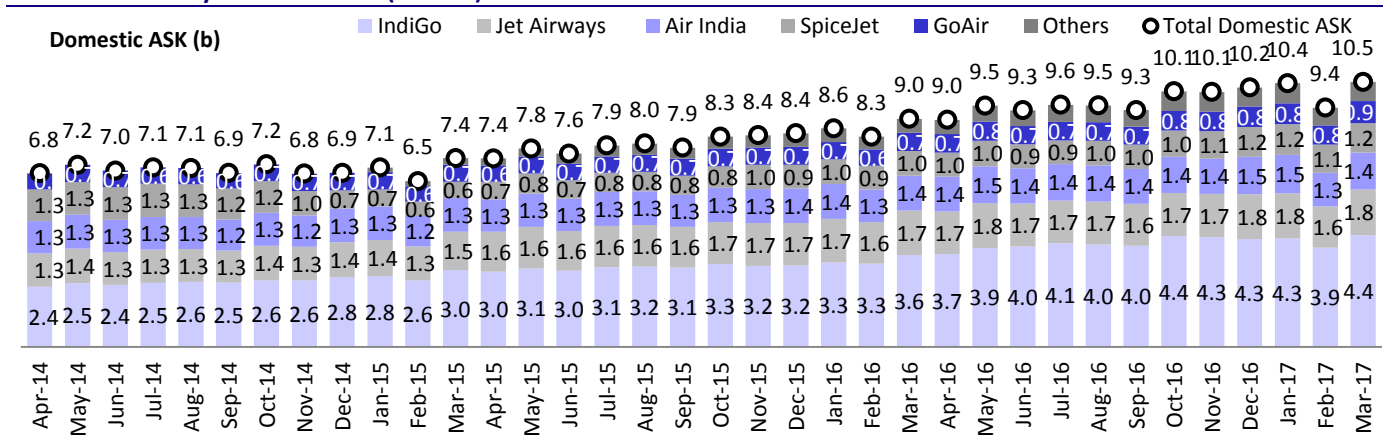
**Exhibit 4: Airline-wise domestic passenger break-up (in millions) - Total domestic pax volumes stood at 9.0m in Mar-17**



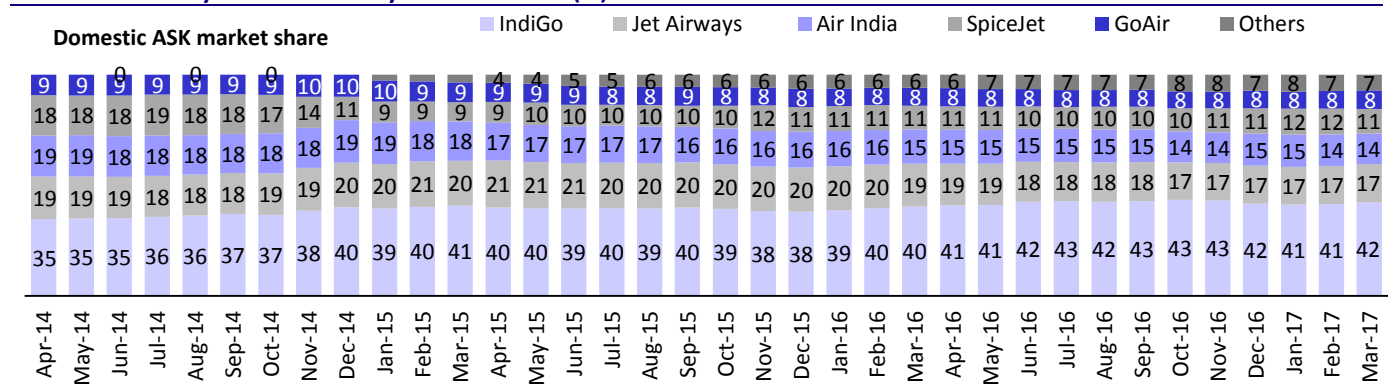
**Exhibit 5: Airline-wise domestic passenger market share (in %) - IndiGo remains market leader with ~40% share in Mar-17**



**Exhibit 6: Monthly domestic ASKs (billions) - Domestic ASKs increased ~16% YoY in Mar-17**

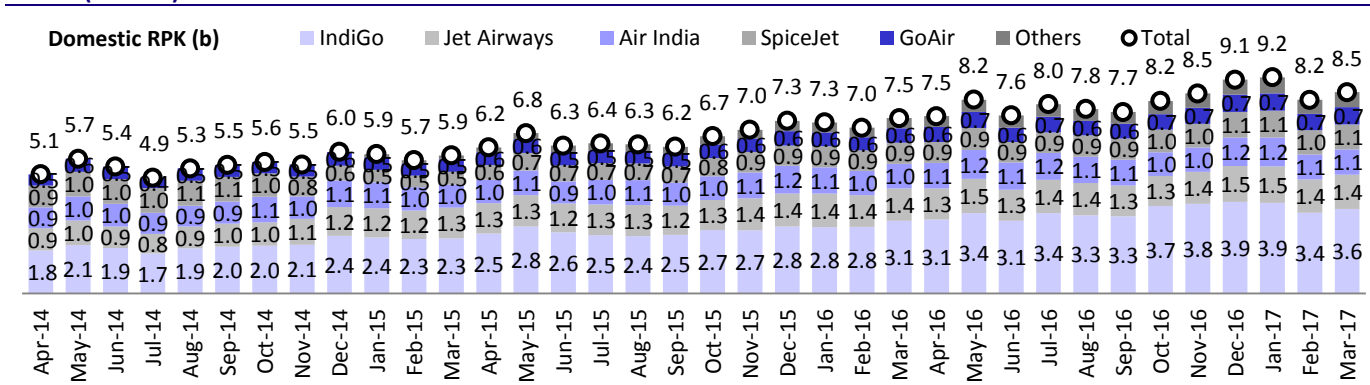


**Exhibit 7: Monthly market share by domestic ASKs (%) - IndiGo's ASK market share stood at 42.1%**

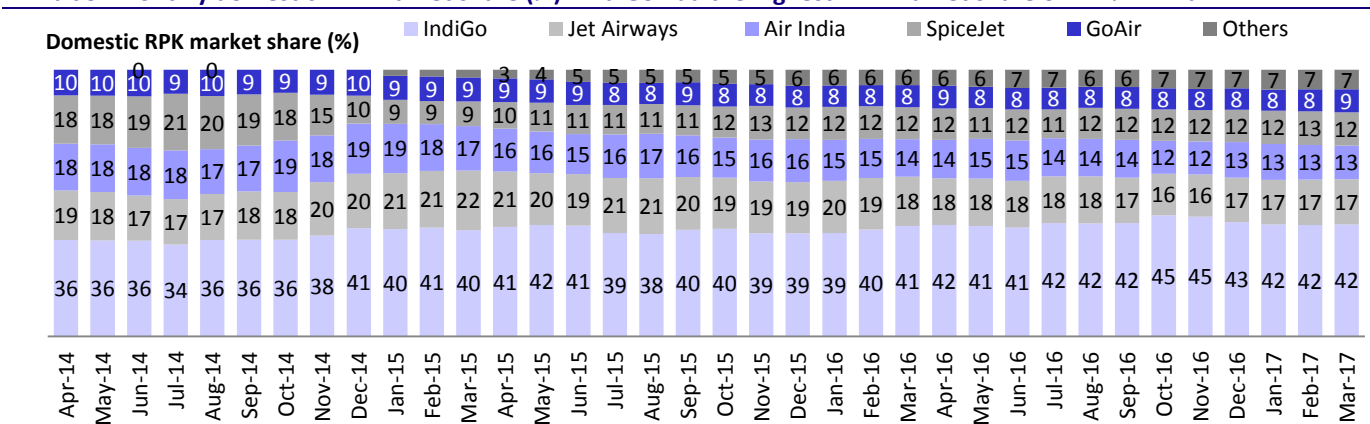


Source: DGCA, MOSL

**Exhibit 8: Monthly domestic RPKs (billions) – YoY growth was highest in SpiceJet at +20%, followed by GoAir (+19.4%) and IndiGo (+16.4%)**



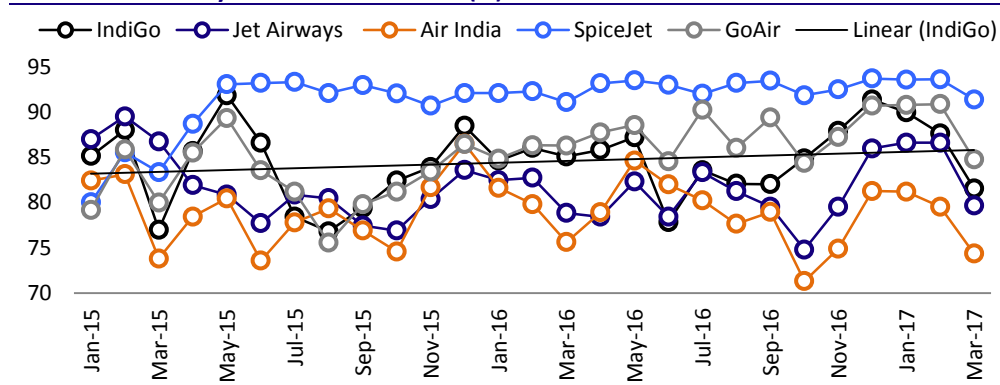
**Exhibit 9: Monthly domestic RPK market share (%) - IndiGo had the highest RPK market share of +42% in Mar-17**



Source: DGCA, MOSL

**Exhibit 10: Monthly domestic load factor (%)**

Overall industry load factor declined to 81.8% in Mar-17 (v/s 87.2% in Feb-17); IndiGo’s load factor stood at 81.6% in Mar-17 (v/s 87.7% in Feb-17); SpiceJet maintained +90% load factor for the 23<sup>rd</sup> straight month.



Source: DGCA, MOSL

## Key terms used throughout the report

**ASK: Available Seat Kilometer - The Basic Measure of Capacity:** One seat (empty or filled) flying one kilometer is an ASK. A 180-seat A320 flying 100 kilometers creates 18,000 ASKs.

**RPK: Revenue Passenger Kilometer - The Basic Measure of Revenue:** A paying passenger flying one kilometer creates an RPK. 150 passengers flying 100 kilometers generate 15,000 RPKs.

**Load Factor: Production Compared to Capacity:** To calculate the load factor, divide RPKs by ASKs. An individual flight generating 15,000 RPKs and 18,000 ASKs will have a load factor of 83%. Higher load factors are desirable but how much each passenger pays is also important.

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