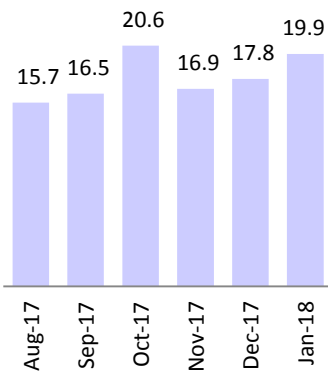
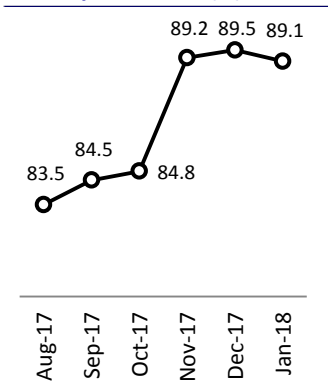


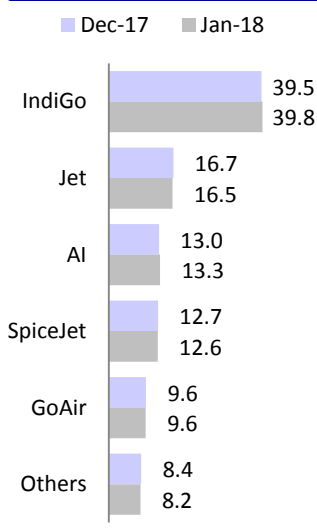
Domestic passenger growth (YoY; %)



Industry load factor (%)



Passenger market share (%)



Domestic air passengers increase ~20% in January

Domestic ASK/RPK grew at 16.8/17.9% YoY; domestic PLF at 89.1%

- Domestic air passengers in India grew 19.9% YoY to 11.4m in Jan-18 (v/s +17.8% YoY in Dec-17 and +18.4% YoY in 3QFY18). Passenger growth has been in double-digits for the last 42 months.
- Domestic ASK grew 16.8% YoY in Jan-18 (v/s +16.5% YoY in Dec-17 and +14.2% YoY in 3QFY18). RPK rose 17.9% YoY in Jan-18 (v/s +17.5% YoY in Dec-17 and +18.3% YoY in 3QFY18).
- Go Air's PAX grew 39% YoY, led by ASK/RPK growth of 41.5%/40.3% in Jan-18. It received seven NEOs in the latter part of 3QFY18, which boosted capacity addition.
- IndiGo's domestic ASK/RPK grew 15%/14.6% in Jan-18 (12.6%/11.8% in Dec-17), after recording muted growth over the last six months due to engine issues. IndiGo received seven NEOs post 17th Nov-17, which accelerated capacity addition in Jan-18/ Dec-17.
- Domestic industry load factor stood at 89.1% in Jan-18 (v/s 89.5% in Dec-17 and 87.8% in 3QFY18). IndiGo's load factor stood at 89.7% in Jan-18 (v/s 90.8% in Dec-17 and 89.6% in 3QFY18).

Domestic air passengers up 19.9% YoY to 11.4m in January

- India's domestic air passengers grew 19.9% YoY to 11.4m in January 2018. Passenger growth has been in double-digits for the last 42 months.
- IndiGo's passengers grew 19.6% YoY in Jan-18 (v/s +15% YoY in Dec-17 and +12% YoY in 3QFY18).
- GoAir's passengers rose 39% YoY in Jan-18 (v/s +38.4% YoY in Dec-17 and +34% in 3QFY18).
- SpiceJet's domestic passenger volumes grew 17.7% YoY in Jan-18 (v/s +23% YoY in Dec-17 and +18% in 3QFY18).
- Passenger volume growth for the other airlines was as follows: Jet Airways: +10% YoY (+16% YoY in 3QFY18) and Air India: +14.5% YoY (+19% YoY in 3QFY18).

IndiGo's PAX market share stays highest; Go Air's share inches up

- IndiGo's passenger market share stood at 39.8% in Jan-18 (v/s 39.5% in Dec-17 and 39.6% in 3QFY18).
- SpiceJet's market share stood at 12.6% in Jan-18 (v/s 12.7% in Dec-17 and 12.8% in 3QFY18).
- GoAir's market share stood at 9.6% in Jan-18 (v/s 9.2% in 3QFY18); it seems to have stabilized in the 8-9% range.
- Jet Airways' market share remained below 20% for the 22st consecutive month at 16.5%. Prior to that, it had a market share of above 20% since July 2014.
- Air India's market share stood at 13.3% in Jan-18 (v/s 13% in Dec-17).

Domestic ASK grows 16.8% YoY in Jan-18 (+14.2% YoY in 3QFY18)

- IndiGo's domestic ASK increased 15% YoY in Jan-18 (v/s +12.6% YoY in Dec-17 and +7.2% YoY in 3QFY18); its domestic ASK share was the highest at 40.5%.
- SpiceJet's domestic ASK grew 13.7% YoY in Jan-18 (v/s 15.7% YoY in Dec-17 and 17.5% YoY in 3QFY18).
- Domestic ASK grew 41.5% YoY in Jan-18 (v/s 38% YoY in Dec-17 and 32.2% YoY in 3QFY18) for GoAir, and 9.8% YoY (v/s 10.5% YoY in Dec-17 and 13.1% YoY in 3QFY18) for Jet Airways.

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Domestic RPKs rise 17.9% YoY in Jan-18 (+18.3% YoY in 3QFY18)

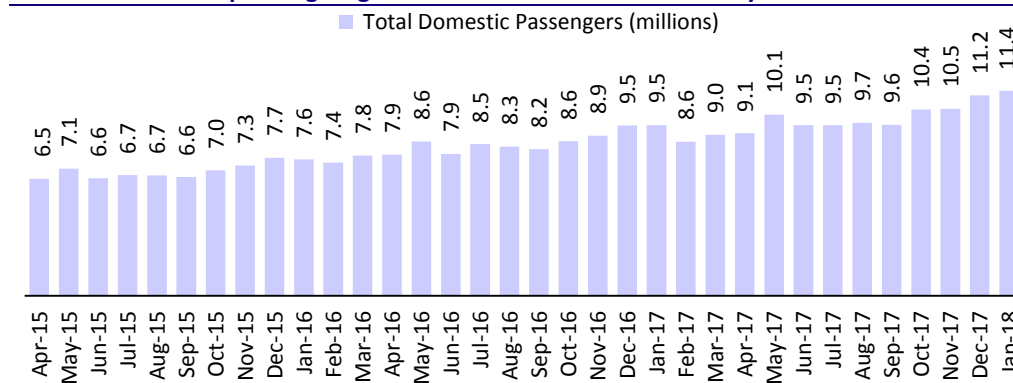
- IndiGo’s RPK grew 14.6% YoY in Jan-18 (v/s +11.8% YoY in Dec-17 and +9.1% YoY in 3QFY18), with the highest market share of 41% in January.
- SpiceJet’s domestic RPK grew 15.4% YoY in Jan-18 (v/s +18% YoY in Dec-17 and +20% YoY in 3QFY18), with a market share of 12.1% in January.
- GoAir’s domestic RPK grew 40.3% YoY in Jan-18 (v/s +39.8% YoY in Dec-17 and +35.8% in 3QFY18), with a market share of 9.5% in January.
- Air India’s RPK growth stood at 14% YoY, followed by Jet Airways (+12% YoY) in January.

Domestic industry load factor at 89.1% in Jan-18 (v/s 87.8% in 3QFY18)

- SpiceJet’s load factor stood at 95% in Jan-18 (v/s 95.6% in Dec-17 and 94.9% in 3QFY18); has had 90%+ load factor for the last 33 months.
- IndiGo’s load factor stood at 89.7% in Jan-18 (v/s 90.8% in Dec-17 and 89.6% in 3QFY18).
- GoAir’s load factor stood at 90% in Jan-18 (v/s 92% in Dec-17 and 89.9% in 3QFY18).
- Jet reported load factor at 88.9% in Jan-18 (v/s 88.6% in Dec-17 and 85.5% in 3QFY18).
- Air India reported load factor at 84.2% in Jan-18 (v/s 81.5% in Dec-17 and 80.4% in 3QFY18).

Exhibit 1: Domestic passengers grew 19.9% YoY to 11.4m in January 2018

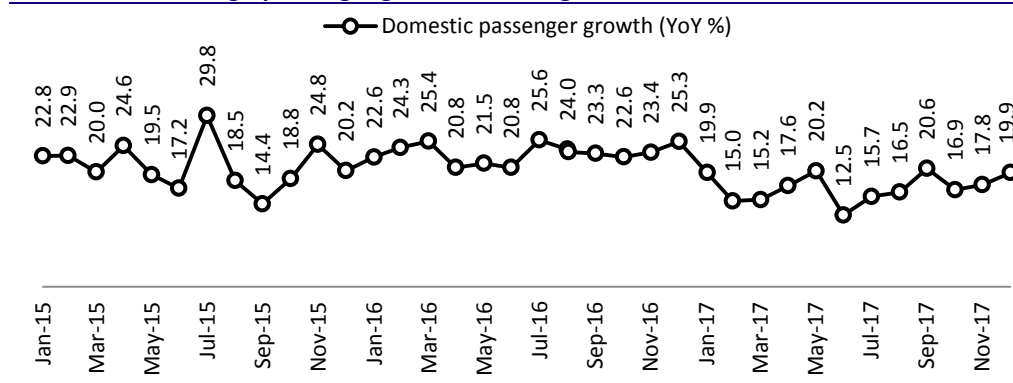
Passenger growth has been in double-digits over the last 42 months



Source: DGCA, MOSL

Exhibit 2: Double-digit passenger growth since August 2014

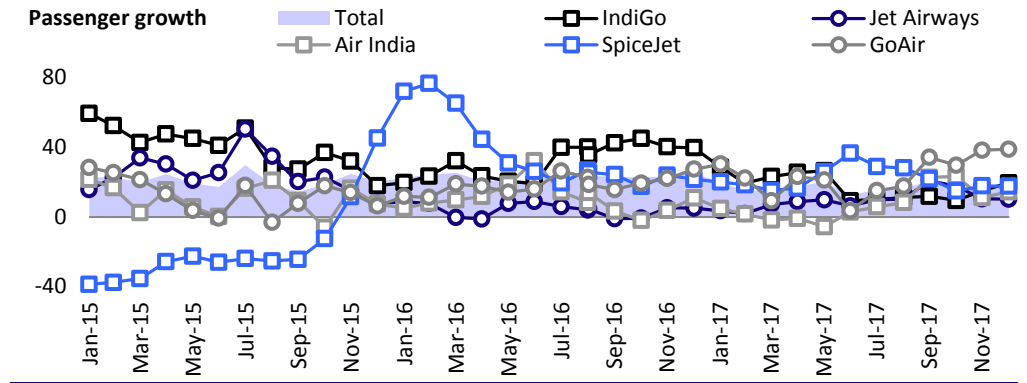
Domestic passenger volumes grew 19.9% YoY in January 2018



Source: DGCA, MOSL

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

IndiGo's passenger volumes grew 19.6% YoY in January 2018



Source: DGCA, MOSL

Exhibit 4: Airline-wise domestic passenger break-up (in millions) – total domestic passenger volumes at 11.4m in Jan 2018

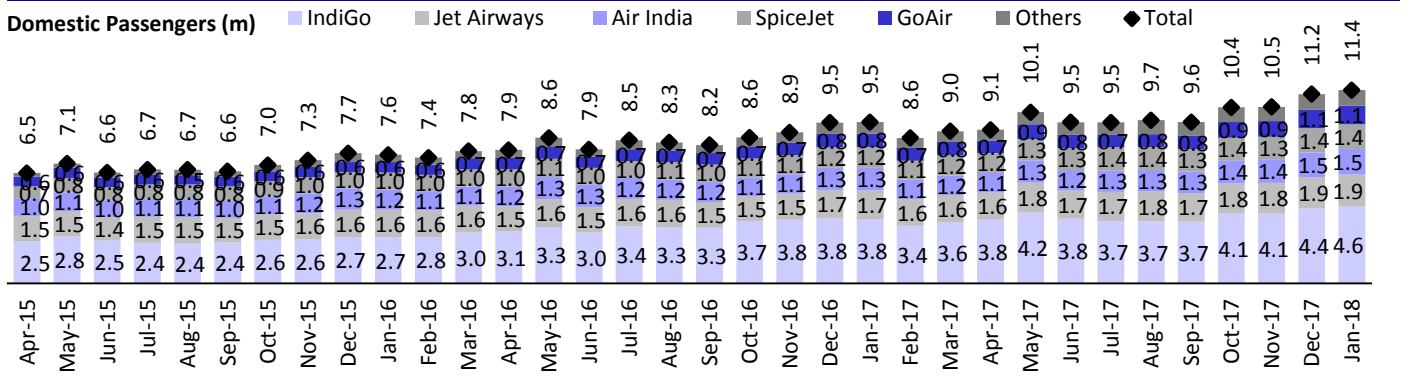


Exhibit 5: Airline-wise domestic passenger market share (in %) – IndiGo remains market leader, with 40% share

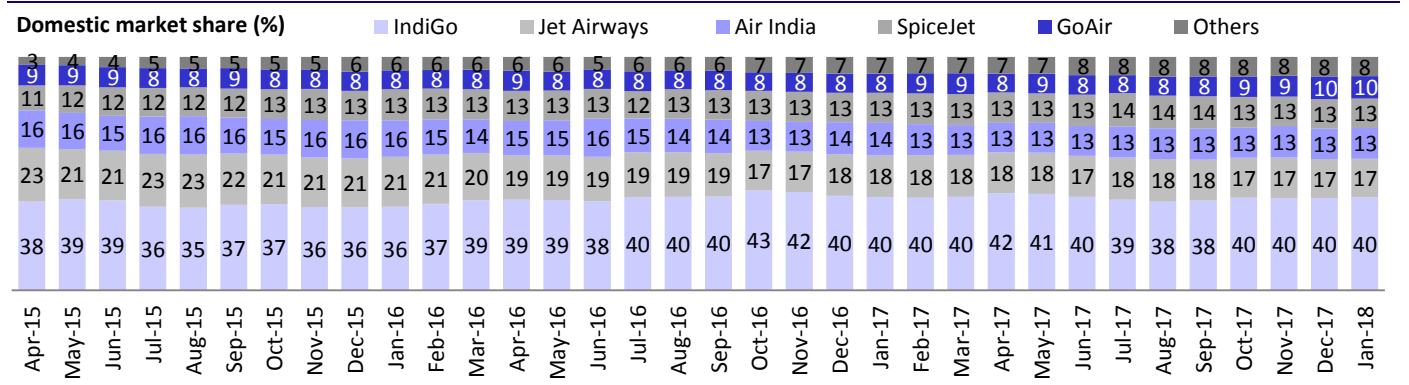
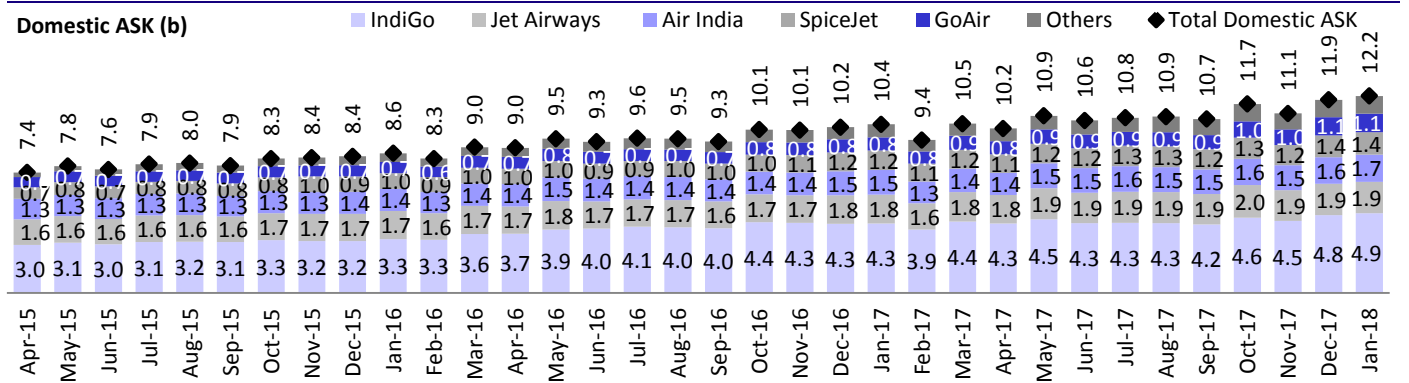
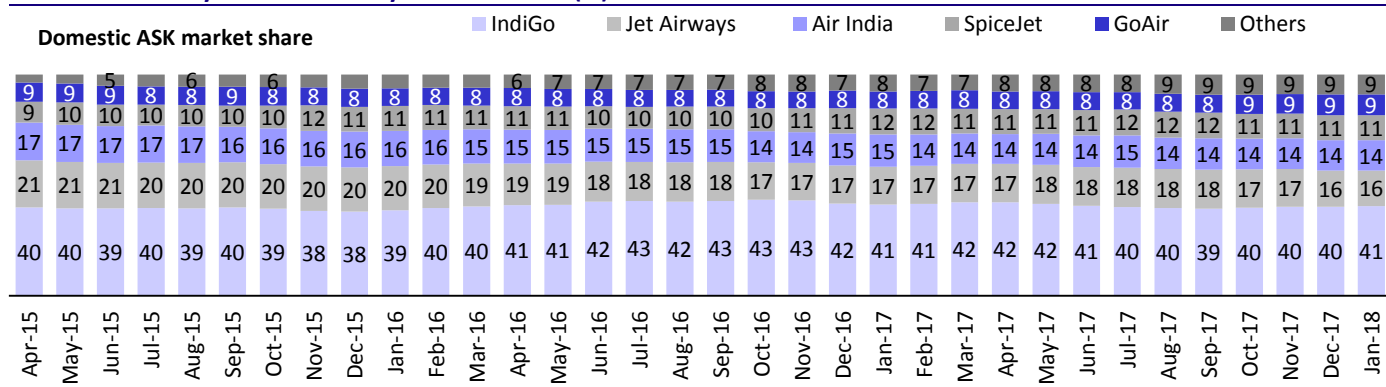


Exhibit 6: Monthly domestic ASKs (billions) – up 16.8% YoY in January 2018



Source: DGCA, MOSL

Exhibit 7: Monthly market share by domestic ASKs (%) – IndiGo’s ASK market share stood at 41%



Source: DGCA, MOSL

Exhibit 8: Monthly domestic RPKs (billions) – YoY growth was highest for GoAir (40%), followed by SpiceJet (15.4%), IndiGo (14.6%), Air India (14%) and Jet Airways (12%)

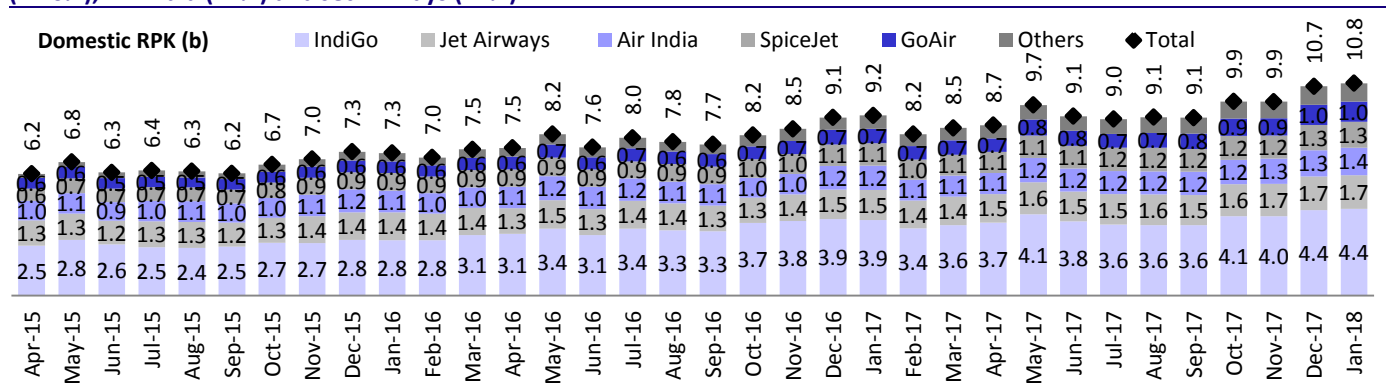
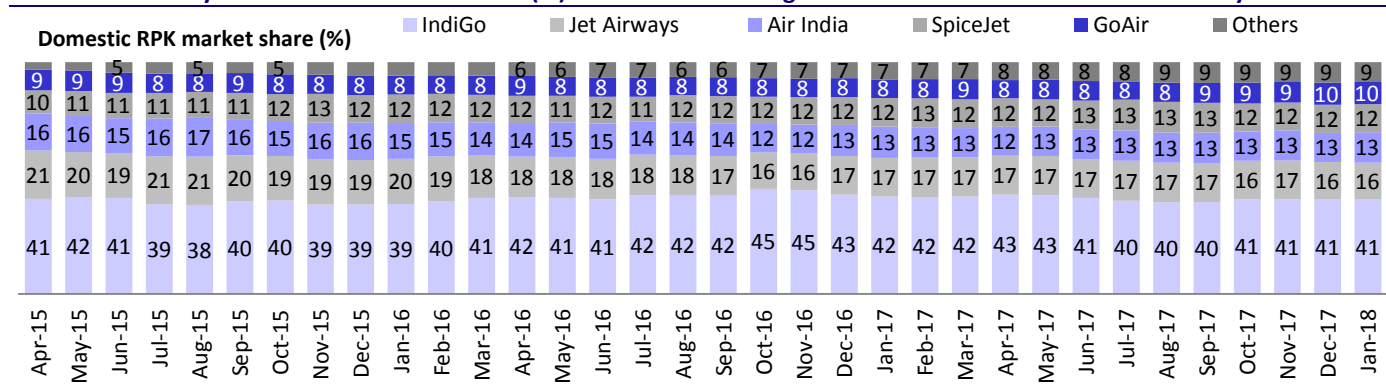


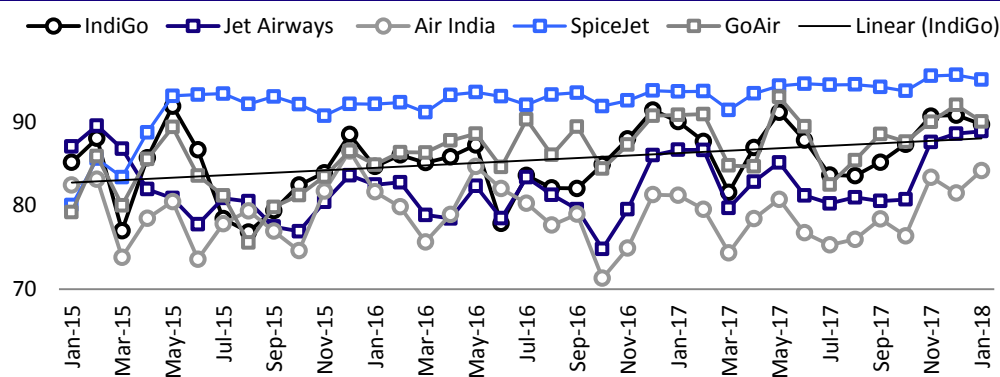
Exhibit 9: Monthly domestic RPK market share (%) – IndiGo had the highest RPK market share of 41% in January 2018



Source: DGCA, MOSL

Exhibit 10: Monthly domestic load factor (%)

Industry load factor at record peak of 89.1% in Jan-18 (v/s 89.5%/89.1% in Dec/Nov-17). SpiceJet’s PLF at 95%; consistently above 90% for 33rd 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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