# **InterGlobe** Aviation

## **Recovery priced in**

Indigo's 4QFY21 results were below estimates as the airline reported a loss of INR 11.6bn. The pick-up in aviation traffic is now delayed to 2HFY22 at a time when crude prices are firming up. We believe that the expected recovery in the industry prospects is adequately factored in at current levels (the stock has risen over 80% from its COVID lows). We downgrade the stock to REDUCE and lower our EBITDAR estimates by ~10% over FY22/23E. We set a revised target price of INR 1,580, based on 7X EV/EBITDAR FY23E.

- 4QFY21 financials: Revenue at INR 62.2bn grew 27% QoQ, which was lower than expected as travel growth was restricted due to state-wise lockdowns. PAX yields came in at INR 3.7 (-1% QoQ). However, ancillary revenue grew to 20% of sales vs 14/17% YoY/QoQ due to increased cargo loads. Fuel cost was significantly higher at 31% of sales vs 23% QoQ (the average fuel cost is up 26% QoQ); forex loss came in at INR 1.17bn. Consequently, IndiGo reported an EBITDAR of INR 6.15bn (vs. INR 9.03bn QoQ) and a net loss of INR 11.6bn (vs loss of INR 8.7/6.3 YoY/QoQ).
- Fundraise on the cards again: Earlier, the company had called off its decision to raise funds. However, led by the increasing daily cash burn (INR 190mn in 4QFY21 vs INR 150mn QoQ) and to strengthen the balance sheet, the board has decided to raise INR 30bn via a QIP. IndiGo had free cash of INR 71bn at the end of FY21 (total cash at INR 186bn) while its debt has risen to INR 298bn (including lease liability).
- Key highlights: (1) Daily cash burn rate remains elevated: The daily cash burn at Indigo was INR 190mn in 4QFY21 vs INR 150mn QoQ. Management expects this to remain elevated in the near term. (2) Fuel prices: As the crude oil price has risen; it has increased costs by 26% QoQ. The supplementary rentals were elevated in 4QFY21 as more planes were at the MRO facilities. This should moderate, going ahead. (3) Travel trends to pick up: IndiGo had reached a load factor of 85% of the pre-COVID level in Feb-21 as pent-up demand was witnessed prior to the second wave. It expects travel to revive as the COVID cases subside. International operations remain weak at 30% of pre-COVID levels. (4) NEOs have improved cost economics: A320/321 NEOs now account for 56% of the fleet. Their unit costs are 10% lower than that of CEOs. As the older CEO planes are phased out, the airline will save on supplementary rentals. (5) Fleet size: The fleet is expected to remain at the current level (of ~285 planes) over FY22, with the airline phasing out more of its CEO planes over the next year even as it takes deliveries of the new aircraft. It has ~100 CEO planes in operations currently.

#### Financial Summary (Standalone)

YE Mar (INR mn)	4Q FY21	4Q FY20	YoY (%)	3Q FY21	QoQ (%)	FY19	FY20	FY21	FY22E	FY23E
Net Sales	62,229	82,990	(25.0)	49,100	26.7	284,968	353,869	146,406	210,330	343,417
EBITDAR	6,156	(127)	NA	9,030	(31.8)	47,940	41,657	2,550	38,177	85,749
APAT	(11,590)	(8,735)	NA	(6,266)	NA	1,562	(6,173)	(58,298)	(20,072)	26,411
AEPS (Rs)	(30.1)	(22.7)	NA	(16.3)	NA	4.1	(16.0)	(151.5)	(52.2)	68.6
P/E (x)						NA	NA	NA	NA	25.5
EV/ Ebitdar						18.7	17.5	NA	19.5	7.8

Source: Company, HSIE Research



# REDUCE

Target Price	
0	INR 1,580
NIFTY	15,752

KEY CHANGES	OLD	NEW
Rating	ADD	REDUCE
Price Target	INR 1,600	INR 1,580
EPS %	FY21E	FY22E
EF 3 /0	NA	-10%

#### **KEY STOCK DATA**

Bloomberg code	INDIGO IN
No. of Shares (mn)	385
MCap (INR bn) / (\$ mn)	676/9,080
6m avg traded value (IN	R mn) 2,065
52 Week high / low	INR 1,851/873

#### **STOCK PERFORMANCE (%)**

	3M	6M	12M
Absolute (%)	0.8	0.9	47.5
Relative (%)	(3.0)	(14.3)	(5.1)

#### **SHAREHOLDING PATTERN (%)**

	Dec-20	Mar-21
Promoters	74.9	74.8
FIs & Local MFs	5.6	4.8
FPIs	17.3	18.3
Public & Others	2.2	2.0
Pledged Shares	0.0	0.0
Source : BSE		

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#### InterGlobe Aviation: Results Review 4QFY21



#### **Quarterly Financial Snapshot**

QoQ growth in revenues
was driven by higher
ancillary income, (up 10%
QoQ) as the airline
converted 10 planes to
freighters

Fuel cost grew
significantly over the
quarter. Average fuel cost
grew 26% QoQ

Employee cost has come down sharply driven by staff rationalisation and salary cuts

The supplementary rentals were elevated at INR 14.57bn and are likely to moderate from hereon

Particulars (INR mn)	4QFY21	4QFY20	% ҮоҮ	3QFY21	% QoQ
Net Sales	62,229	82,990	(25.0)	49,100	26.7
Fuel cost	19,145	28,604	(33.1)	11,429	67.5
Supplementary rentals	14,575	16,808	(13.3)	11,523	26.5
Airport fees & charges	6,430	7,234	(11.1)	5,357	20.0
Other input costs	295	508	(41.9)	180	63.8
Employee cost	7,352	10,509	(30.0)	7,359	(0.1)
Forex gain/(loss)	1,171	10,142	(88.5)	(2,023)	(157.9)
Other expenses	7,106	9,313	(23.7)	6,244	13.8
Total expenses	56,073	83,117	(32.5)	40,070	39.9
EBITDAR	6,156	(127)	NA	9,030	(31.8)
Aircraft and engine rentals	662	1,226	(46.0)	642	3.0
EBITDA	5,495	(1,353)	NA	8,388	(34.5)
Depreciation	13,195	10,063	31.1	11,565	14.1
EBIT	(7,700)	(11,416)	NA	(3,177)	NA
Other income	1,392	3,359	(58.6)	2,326	(40.2)
Interest	5,282	4,877	8.3	5,415	(2.4)
PBT	(11,590)	(12,935)	NA	(6,266)	NA
Tax expense	-	(4,200)	NA	-	NA
РАТ	(11,590)	(8,735)	NA	(6,266)	NA
EPS	(30.1)	(22.7)	NA	(16.3)	NA

Source: Company, HSIE Research

#### **Quarterly Performance Analysis**

As % of sales	4QFY21	4QFY20	YoY (bps)	3QFY21	QoQ (bps)
Fuel cost	30.8	34.5	(370)	23.3	749
Supplementary rentals	23.4	20.3	317	23.5	(5)
Airport fees & charges	10.3	8.7	162	10.9	(58)
Other input costs	0.5	0.6	(14)	0.4	11
Employee cost	11.8	12.7	(85)	15.0	(317)
Forex gain/(loss)	1.9	12.2	(1,034)	(4.1)	NA
Other expenses	11.4	11.2	20	12.7	(130)
Total expenses	90.1	100.2	(1,005)	81.6	850
EBITDAR Margin	9.9	(0.2)	NA	18.4	(850)
Aircraft and engine rentals	1.1	1.5	(41)	1.3	(24)
EBITDA Margin	8.8	(1.6)	NA	17.1	(825)
Tax Rate	-	32.5	NA	-	-
PAT Margin	(18.6)	(10.5)	NA	(12.8)	NA

Source: Company, HSIE Research

### InterGlobe Aviation: Results Review 4QFY21



Operating	Metrics
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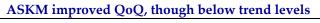
	4QFY21	4QFY20	% ҮоҮ	3QFY21	% QoQ
ASKM (in mn)	19,181	23,021	(16.7)	15,271	25.6
RPKM (in mn)	13,500	19,100	(29.3)	11,000	22.7
Load Factor (%)	70.4	83.0	-1259 bps	72.0	-165 bps
Yield (Rs)	3.7	3.7	(1.3)	3.7	(0.4)
RASK (Rs)	3.24	3.60	(10.0)	3.22	0.9
Aircraft Fuel/ASKM	1.00	1.24	(19.7)	0.75	33.4
Gross Margin	2.25	2.36	(4.9)	2.47	(8.9)
Employee Cost/ASKM	0.38	0.46	(16.0)	0.48	(20.5)
Ownership cost/ASKM	1.00	0.70	42.1	1.15	(13.5)
Other Operating Exp./ASKM	1.54	1.91	(19.3)	1.39	10.6
Non-Fuel Op.Exp/ASKM	2.92	3.07	(4.8)	3.03	(3.5)
CASK	3.92	4.31	(9.1)	3.78	3.8
CASK net of Other Income	3.85	4.17	(7.6)	3.63	6.2
RASK-CASK with other income	(0.68)	(0.71)	NA	(0.56)	NA
Fleet	285	262	8.8	287	(0.7)

Source: Company, HSIE Research

The fleet has reached 285 planes. The management expects to remain at similar levels in FY22

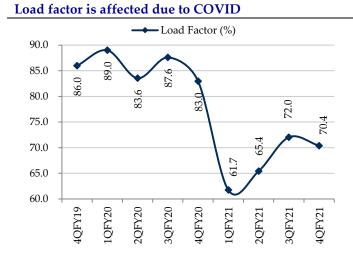
IndiGo will benefit from the ongoing transition to the NEO planes





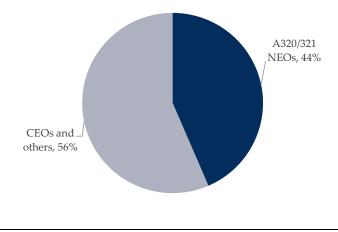


Source: Company, HSIE Research



Source: Company, HSIE Research

#### Fleet break-up in 4QFY20



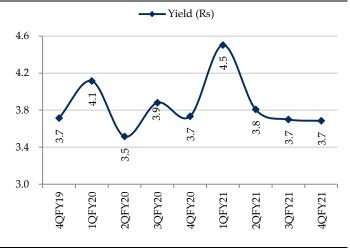
Source: Company, HSIE Research

Market share remains elevated at +50% levels



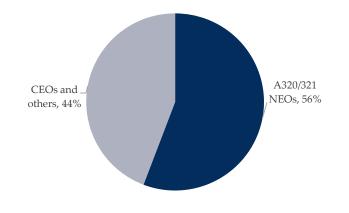
Source: DGCA, HSIE Research

#### Yields were flat YoY and QoQ



Source: Company, HSIE Research

#### In 4QFY21, NEOs now contributed +50% to the fleet



Source: Company, HSIE Research



#### **Key Assumptions**

	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Fleet Size	131	159	217	262	285	286	315
ASKM (in mn)	54,583	63,538	81,000	96,200	45,426	63,596	95,395
YoY Growth (%)	27.5	16.4	27.5	18.8	(52.8)	40.0	50.0
RPKM (in mn)	46,288	55,539	69,700	82,600	31,600	46,768	72,724
YoY Growth (%)	28.7	20.0	25.5	18.5	(61.7)	48.0	55.5
Yield (Rs)	3.5	3.6	3.6	3.8	3.7	3.9	4.1
YoY Growth (%)	(10.5)	2.7	1.4	4.8	1.0	3.5	5.0
Operating Revenue (Rs mn)	185,805	230,209	284,968	353,869	146,406	210,330	343,417
YoY Growth (%)	15.1	23.9	23.8	24.2	(58.6)	43.7	63.3

Source: Company, HSIE Research

#### Valuation

(Rs mn)	FY22
EBITDAR	85,749
EV/EBITDAR multiple (x)	7.0
Target EV	600,243
Net Debt (including capitalised lease)	(7,346)
Equity Value	607,589
No. of equity shares (mn)	385
FY23 Target Price (Rs)	1,580
Source: HSIE Research	

#### **Change in Estimates**

INID	NEW	I	OL	D	% Cha	ange
INR mn	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Revenues	210,330	343,417	237,674	344,034	(11.5)	(0.2)
EBITDAR	38,177	85,749	46,419	86,871	(17.8)	(1.3)
Adj. PAT	(20,072)	26,411	(7,606)	29,292	NA	(9.8)
EPS	(52.2)	68.6	(19.8)	76.1	NA	(9.8)

Source: HSIE Research



# Financials

#### **Standalone Income Statement**

INR mn	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Net Revenues	185,805	230,209	284,968	353,869	146,406	210,330	343,417
Growth (%)	15.1	23.9	23.8	24.2	(58.6)	43.7	63.3
Aircraft Fuel	63,415	77,601	119,428	124,538	38,313	64,782	109,893
Other input costs	1,235	1,251	1,391	1,779	555	1,052	1,374
Employee Expenses	20,482	24,550	31,378	43,954	30,262	30,708	41,553
Other Operating Expenses	47,986	61,139	84,830	141,942	74,727	75,611	104,847
EBITDAR	52,687	65,667	47,940	41,657	2,550	38,177	85,749
EBITDAR Margin (%)	28.4	28.5	16.8	11.8	1.7	18.2	25.0
EBITDAR Growth (%)	(6.3)	25	(27)	(13)	(94)	1,397	125
Aircraft and engine rentals (net)	31,254	36,102	49,994	4,967	2,805	2,889	2,946
EBITDA	21,433	29,565	(2,054)	36,690	(255)	35,288	82,803
EBITDA Margin (%)	11.5	12.8	(0.7)	10.4	(0.2)	16.8	24.1
EBITDA Growth (%)	(28.9)	38	(107)	(1,886)	(101)	(13,946)	135
Depreciation	4,573	4,369	7,596	39,736	46,987	49,806	50,802
EBIT	16,860	25,196	(9,650)	(3,046)	(47,242)	(14,518)	32,000
Other Income (Incl. EO Items)	7,891	9,469	13,249	15,362	10,363	11,918	18,743
Interest	3,308	3,398	5,090	18,759	21,420	22,491	24,065
PBT	21,443	31,266	(1,490)	(6,442)	(58,298)	(25,091)	26,678
Tax (Incl Deferred)	4,852	8,843	(3,052)	(269)	-	(5,018)	267
RPAT	16,591	22,423	1,562	(6,173)	(58,298)	(20,072)	26,411
APAT	16,591	22,423	1,562	(6,173)	(58,298)	(20,072)	26,411
APAT Growth (%)	(11.8)	35.2	(93.0)	(495.3)	844.5	(65.6)	(231.6)
Adjusted EPS (Rs)	43.1	58.3	4.1	(16.0)	(151.5)	(52.2)	68.6
EPS Growth (%)	(11.8)	35.2	(93.0)	(495.3)	844.5	(65.6)	(231.6)

#### **Standalone Balance Sheet**

INR mn	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
SOURCES OF FUNDS							
Share Capital - Equity	3,615	3,844	3,844	3,848	3,848	3,848	3,848
Reserves	34,177	66,930	65,604	54,776	(3,522)	(23,594)	1,866
Total Shareholders' Funds	37,792	70,774	69,448	58,624	326	(19,746)	5,714
Long Term Debt	25,962	22,414	21,937	223,801	280,091	282,892	263,089
Total Debt	25,962	22,414	21,937	223,801	280,091	282,892	263,089
Deferred Tax (net)	1,618	3,695	644	(2,949)	(2,948)	(2,947)	(2,946)
Other Long-Term Liabilities	23,984	32,602	36,961	36,292	39,644	43,318	47,345
Deferred Incentives	16,900	20,578	41,144	2,206	2,228	2,251	2,273
TOTAL SOURCES OF FUNDS	106,256	150,064	170,133	317,974	319,341	305,767	315,476
APPLICATION OF FUNDS							
Net Block	37,938	45,788	56,620	167,782	127,551	80,090	52,640
CWIP	252	325	236	1,402	1,543	1,697	1,697
LT Loans & Advances	5,480	8,746	10,509	17,293	19,022	20,354	22,389
Other non-current assets	14,003	12,033	6,387	11,493	12,642	13,527	14,339
Total Non-current Assets	57,673	66,892	73,753	197,970	160,758	115,668	91,065
Inventories	1,632	1,832	2,114	2,861	1,243	1,441	2,352
Debtors	1,587	2,263	3,625	2,596	1,604	2,017	3,293
Cash & Equivalents	83,463	129,246	151,231	203,288	189,760	234,869	291,061
Other Current Assets	7,746	11,059	19,395	10,820	10,028	12,101	18,817
Total Current Assets	94,428	144,401	176,365	219,565	202,636	250,427	315,523
Creditors	7,746	10,002	14,552	15,655	5,616	9,796	15,995
Other Current Liabilities	38,099	51,228	65,432	83,906	38,437	50,532	75,117
Total Current Liabilities	45,844	61,230	79,984	99,561	44,052	60,328	91,112
Net Current Assets	48,583	83,171	96,380	120,004	158,584	190,099	224,411
TOTAL APPLICATION OF FUNDS	106,256	150,064	170,133	317,974	319,341	305,767	315,476
Source: Company, HSIE Research							

### InterGlobe Aviation: Results Review 4QFY21



#### **Standalone Cash Flow**

INR mn	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
Reported PBT	21,443	31,266	(1,490)	(6,442)	(58,298)	(25,091)	26,678
Non-operating & EO items	(7,891)	(9,469)	(13,249)	(15,362)	(10,363)	(11,918)	(18,743)
Interest expenses	3,308	3,398	5,090	18,759	21,420	22,491	24,065
Depreciation	4,573	4,369	7,596	39,736	46,987	49,806	50,802
Working Capital Change	6,610	11,195	8,775	28,433	(52,107)	13,593	21,880
Tax Paid	(8,413)	(6,766)	1	(3,324)	1	5,019	(266)
OPERATING CASH FLOW ( a )	19,630	33,994	6,722	61,799	(52,361)	53,900	104,417
Capex	4,512	(12,291)	(18,340)	(152,064)	(6,896)	(2,499)	(23,352)
Free cash flow (FCF)	24,141	21,703	(11,618)	(90,265)	(59,257)	51,401	81,065
Investments	10,999	11,000	28,807	(51,496)	496	1,480	1,202
Non-operating Income	7,891	9,469	13,249	15,362	10,363	11,918	18,743
INVESTING CASH FLOW ( b )	23,401	8,177	23,717	(188,197)	3,963	10,898	(3,407)
Debt Issuance/(Repaid)	(6,046)	(3,548)	(477)	201,864	56,290	2,801	(19,802)
Interest Expenses	(3,308)	(3,398)	(5,090)	(18,759)	(21,420)	(22,491)	(24,065)
FCFE	14,787	14,757	(17,184)	92,841	(24,387)	31,711	37,197
Share Capital Issuance	17,650	13,335	(569)	(4,651)	-	-	-
Dividend	(14,792)	(2,776)	(2,319)	-	-	-	(951)
FINANCING CASH FLOW ( c )	(6,496)	3,613	(8,455)	178,455	34,870	(19,690)	(44,818)
NET CASH FLOW (a+b+c)	36,535	45,784	21,984	52,057	(13,528)	45,109	56,192
Closing Cash & Equivalents	83,463	129,247	151,231	203,288	189,760	234,869	291,061

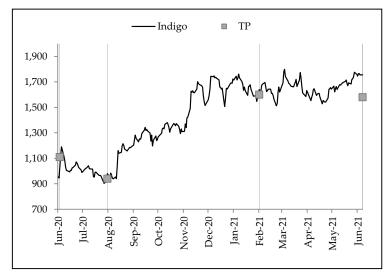
### **Key Ratios**

	FY17	FY18	FY19	FY20	FY21	FY22E	FY23E
PROFITABILITY (%)							<u> </u>
GPM	65.9	66.3	58.1	64.8	73.8	69.2	68.0
EBITDAR Margin	28.4	28.5	16.8	11.8	1.7	18.2	25.0
EBITDA Margin	11.5	12.8	(0.7)	10.4	(0.2)	16.8	24.1
APAT Margin	8.9	9.7	0.5	(1.7)	(39.8)	(9.5)	7.7
RoE	59.1	41.3	2.2	(9.6)	(197.8)	206.7	(376.4)
RoIC (or Core RoCE)	38.0	82.9	50.9	(4.4)	(38.7)	(11.6)	66.5
RoCE	19.2	19.4	(2.4)	4.8	(11.6)	(0.7)	16.2
EFFICIENCY							
Tax Rate (%)	22.6	28.3	204.8	4.2	-	20.0	1.0
Fixed Asset Turnover (x)	4.9	5.0	5.0	2.1	1.1	2.6	6.5
Inventory (days)	3.2	2.9	2.7	3.0	3.1	2.5	2.5
Debtors (days)	3.1	3.6	4.6	2.7	4.0	3.5	3.5
Payables (days)	15.2	15.9	18.6	16.1	14.0	17.0	17.0
Debt/EBITDA (x)	7.5	4.9	(107.4)	1.5	(431.4)	1.9	(0.1)
Net D/E (x)	4.3	2.1	3.2	0.9	337.1	(3.5)	(1.3)
Interest Coverage (x)	5.1	7.4	(1.9)	(0.2)	(2.2)	(0.6)	1.3
PER SHARE DATA (Rs)							
EPS	43.1	58.3	4.1	(16.0)	(151.5)	(52.2)	68.6
CEPS	55.0	69.6	23.8	87.2	(29.4)	77.3	200.7
Dividend	34.0	6.0	5.0	-	-	-	2.1
Book Value	98	184	180	152	1	(51)	15
VALUATION							
P/E (x)	40.6	30.1	NA	NA	NA	NA	25.5
P/BV (x)	17.8	9.5	9.7	11.5	NA	NA	NA
EV/EBITDA (x)	37.1	27.7	NA	19.9	NA	21.0	8.1
EV/EBITDAR (x)	15.1	12.5	18.7	17.5	NA	19.5	7.8
EV/Revenues (x)	4.3	3.6	3.1	2.1	5.4	3.5	1.9
Dividend Yield (%)	1.9	0.3	0.3	-	-	-	0.1

Source: Company, HSIE Research



#### **RECOMMENDATION HISTORY**



Date	СМР	Reco	Target
3-Jun-20	1,023	ADD	1,110
31-Jul-20	910	ADD	940
1-Feb-21	1,548	ADD	1,600
8-Jun-21	1,755	REDUCE	1,580

#### **Rating** Criteria

>+15% return potential
+5% to +15% return potential
-10% to +5% return potential
>10% Downside return potential



#### Disclosure:

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