

Operator: Good evening, ladies and gentlemen, and welcome to IndiGo's conference call to discuss the third quarter of fiscal year 2026 financial results. My name is Nirav, and I will be your coordinator. At this time, the participants are in a listen-only mode. A question and answer session will follow today's management discussion. As a reminder, today's conference call is being recorded. I would now like to turn the call over to your moderator, Ms. Richa Chabra, Head of Investor Relations at IndiGo. Thank you, and over to you, ma'am.

Richa Chabra: Good evening, everyone, and thank you for joining us for the third quarter of fiscal year 2026 earnings call. We have with us our Chief Executive Officer, Peter Elbers, and our Chief Financial Officer, Gaurav Negi, to discuss the financial performance and they are available for the Q&A session.

Please note that today's discussion may contain certain statements on our business or financials which may be construed as forward-looking. Our actual results may be materially different from these forward-looking statements. Also, we have a few one-off items in our third quarter results which have been reported under the exceptional items head. We will discuss these items today. You can also refer to our press release and investor presentation published this afternoon for more information.

The information provided on this call is as of today's date, and we undertake no obligation to update the information subsequently. We will upload the transcript of prepared remarks by day-end. The transcript of the Q&A session will be uploaded subsequently. With this, let me hand over the call to Peter Elbers.

Management: Thank you, Richa. Good evening, ladies and gentlemen. As this marks our first interaction in the new year, I would like to extend my warm wishes for a very happy new year 2026 to all of you. Thank you for joining today's call.

Earlier today, we announced our financial results for the third quarter of financial year 2026. The quarter opened with the industry rebounding after a seasonally weak second quarter, when Indian carriers had reduced capacity to align with soft demand trends. October marked the period of capacity addition ahead of the festive and wedding season. This accelerated addition continued through November, leading to strong capacity growth across the market, supported by strong passenger demand and high load factors, signaling solid underlying momentum as we moved into the peak travel period.

However, as you are aware, in early December, we experienced operational disruptions that weighed on our performance. I will address this in detail shortly. During the quarter, we served nearly 32 million customers, with the festive period delivering record highs and our busiest days crossing 3.8 lakh customers. For the full calendar year 2025, we had the privilege of serving around 124 million customers (12.4 crores), a 9% increase on a year-over-year basis.

For the quarter ended December 31, 2025, we reported a total income of 245 billion rupees, around a 7% increase year-over-year. For the full calendar year 2025, we reported a total income of 888 billion rupees, around a 12% increase on a year-over-year basis. Profit after tax for the quarter stood at 5,491 million rupees or roughly 549.1 crore rupees. Profit excluding the impact of exceptional

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items and currency movement stood at 31,306 million rupees compared to 38,461 million rupees during the same period last year.

Now, I want to address the operational disruptions that began in the first week of December and led to cancellations of more than 2,500 flights and hundreds of flights during the period of December 3 to 5. As an airline that has prioritized reliability over 19 years, we recognize that the event fell short of the standards we have set for ourselves and our customers. On behalf of everyone at IndiGo, we deeply regret the inconvenience caused to our customers during this period.

From the outset of the disruptions, our focus was first to support the impacted customers and to minimize passenger inconvenience. We rapidly mobilized teams across airports and significantly expanded our customer service capacity. Our customer support, OCC teams, ground staff, and others worked literally around the clock to ensure we were able to restore operations to normal levels within a very short period of time.

Post-normalized operations, we scaled back swiftly to operate around 2,100–2,200 daily flights. NPS was back to normal levels and we rebounded back to 3.8 lakh customers every day. We are thankful to our customers, our employees, the government, aviation authorities, and all other parties in the Indian aviation ecosystem for their support in helping us to turn around our operations.

We have processed timely refunds for all the impacted customers and further as a gesture of care, we have also extended travel vouchers to lakhs of severely impacted and stranded customers in addition to regulatory compensation. We are in the process of conducting an in-depth review of the robustness and resilience of our internal processes to ensure we emerge stronger out of the event. Additionally, we have strengthened some of our internal processes and are preparing thoroughly for the transition to the revised FDTL norms in February.

Now to update you on our new introductions. Recently, we proudly introduced India's very first Airbus A321XLR, a milestone for IndiGo and for the Indian aviation industry. The aircraft has a dual-class cabin with 12 IndiGo Stretch seats and 183 economy seats, offering greater seat pitch than our current narrow-body fleet for enhanced comfort on long-haul flights. For the first time, IndiGo customers will enjoy hot meals on board with ovens, charging points at every seat, and thoughtfully designed interiors that make the seven to eight-hour journey seamless. Tomorrow itself, we will commence our operations on our Mumbai–Athens route, followed by Delhi–Athens the day after.

On December 25, 2025, we were honored to be the very first airline to begin operations at Navi Mumbai International Airport. We have started with around 15 daily flights to key cities and will continue to expand our presence in the months ahead, including adding international routes.

We launched our business class product, Stretch, in November 2024 and have received a very positive response during the first year. Currently, we are operating Stretch on 8 domestic and 9 international routes. Building on the positive response received for our Stretch product, we are expanding it to a total of 65 aircraft, enabling wider network options for business and premium customers.

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Another important milestone this quarter was the rapid scale-up of our Bluetick loyalty program, which has now reached around 10 million customers. This is a significant step forward in our customer engagement journey. Bluetick helps us to deepen relationships with our frequent travelers and understand their preferences better.

While early December saw one of the most challenging weeks in our company history, it is also important that this event does not solely define our journey as an airline and our track record. Over the past 19 plus years, we have built a track record of scale, strong operational performance, and service that speaks for itself. During the calendar year 2025, including December, we delivered one of the highest OTP levels among the top 20 global airlines.

Today, IndiGo employs more than 68,000 dedicated professionals and has served over 850 million customers since inception, all while maintaining robust operational performance. This legacy of trust remains the very foundation on which we will continue to improve and serve our customers. While every crisis is unique, the lessons from this event will enable us to strengthen our systems and take certain long-term measures to enhance operational resilience. IndiGo was built on the values of reliability, accessibility, discipline, and customer focus. This moment is an opportunity to reflect, learn, and rebuild stronger. We continue to serve India with the same focus that built this very airline.

Thank you. Let me now hand over the call to Gaurav to discuss the financial performance in more detail.

Management: Thank you, Peter, and good evening, everyone. For the quarter ended December 31, 2025, on a consolidated basis, we delivered total income of 245 billion rupees, up over 6.7% year-over-year, despite the operational disruptions we faced in early December. In terms of profitability, EBITDA came in at 60 billion rupees, broadly similar to EBITDA during the same quarter last year. We reported a net profit after tax of 5.5 billion rupees with over a 2% profit margin compared to 24 billion rupees in the same quarter last year.

As you are aware, the rupee has depreciated significantly in the past 12 months by around 5%. The rupee depreciated by more than 1% at the third quarter end as compared to the second quarter end, leading to a forex loss net of hedging of 10.4 billion rupees on our dollar-based net future obligations of around 10 billion dollars. Further, this quarter saw impacts of one-off items reflected under exceptional items on the reported profitability.

During the quarter, the Government of India consolidated multiple existing labor legislations into a unified framework comprising four new labor codes. These legislative changes have revised the definition of wages for the purposes of computation of employee benefits and expanded the scope of eligibility of certain employee-related social security benefits such as gratuity and compensated absences. We have evaluated the incremental impact arising from the implementation of the new labor codes. Based on our current estimates, we have recognized an estimated provision of 9.7 billion rupees towards the implementation of these new labor laws.

Additionally, the operational disruptions we faced in early December led to significant cancellations and delays, leading to customer inconvenience. The company, in accordance with applicable regulations, is compensating the affected customers and, in addition, as a gesture of care, also

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extending travel vouchers to the severely impacted customers. On January 17, 2026, the company received an order from the DGCA imposing a penalty of 222 million rupees in connection with the operational disruptions. While the order is being evaluated by the company, the amount has been provisioned for as an exceptional item.

These items, together with the expenses incurred to provide support and assistance to the impacted customers toward accommodation, transportation, meals, etc., resulted in a total provision of approximately 5.8 billion rupees. The net profit excluding the impact of the exceptional items and currency depreciation was around 31.3 billion rupees as compared to 38.5 billion rupees during the same period last year.

Based on our revised estimates of profitability for the year, we have adjusted our nine-month current tax provision down by 154 crore rupees in this quarter. Further, based on assessments of our short-term taxable profits, on a conservative basis, we have reassessed the deferred tax assets and written it down to 252 crore rupees.

We provided our revised capacity guidance on December 10. Capacity in terms of ASK grew by 11% for the quarter, at the upper end of the guided range. In terms of passenger revenue, the quarter started on a strong note with October and November witnessing healthy loads driven by festive seasons. December had the impact of the operational disruptions, cancellations, optimized capacity, and then schedule adjustments along with subdued booking curves.

Passenger unit revenue came in at 4.51 rupees, which is 4.5% lower on a year-over-year basis in line with our revised guidance. The yield came in at 5.33 rupees, which is around 2% lower compared to the same period last year, and a load factor of around 85%, which is again two points lower as compared to the same period last year.

Now on the cost side, our fuel CASK has reduced by 3% compared to an increase of around 2% in benchmark Singapore jet fuel prices, primarily driven by the benefit of our negotiated rebates, changes in fleet mix, and increased international network. On a year-over-year basis, CASK ex-fuel ex-forex came in at 2.96 rupees, around 2% higher due to annual contractual increases across line items, inflated dollar-denominated costs due to depreciation of the Indian rupee by 5%, and moderation in capacity growth leading to fixed costs being spread over a slightly lower base of ASKs. This was partially offset by a lower number of damp leases.

We are currently estimating a mid-single digit percentage increase in our unit cost excluding fuel and forex for the full year 2026 as compared to the full year 2025. This revised guidance is based on the revised capacity estimations.

On the balance sheet side, we ended the December quarter with a capitalized operating lease liability of 524.8 billion rupees and a total debt including the capitalized operating lease liability of around 768.6 billion rupees. Our right-of-use assets at quarter-end were 551.1 billion rupees. We continue to maintain strong liquidity as we ended the December quarter with free cash of 369.4 billion rupees and restricted cash of 146.6 billion rupees. A robust liquidity gives us the flexibility to navigate short-term challenges while investing confidently in long-term growth.

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A key part of our strategy is to have a significant pool of unencumbered assets which ensures we have a strong credit profile, ability to respond decisively to market opportunities, and manage unforeseen risk without constraint. In addition, this also helps us in mitigating a certain portion of our foreign currency exposure. In this direction, we have announced a capital investment of \$820 million in a GIFT City entity to be deployed primarily toward acquisition of aviation assets. We have utilized part of such investments toward prepayment of loans of 12 finance-leased aircraft, resulting in ownership of these aircraft. We are building a balance sheet that is not only strong today but capable of supporting the scale and ambition of tomorrow.

With this transaction, we have a total of 28 owned aircraft at the end of the quarter and around 20% of our aircraft are either owned or finance-leased. In terms of the fleet additions in the calendar year 2025, we received deliveries of 57 aircraft from our original order book, 55 A320 aircraft and two ATR aircraft. This is an important milestone as it positions us as the largest recipient of Airbus aircraft globally for the second consecutive year, accounting for around 7% of Airbus deliveries worldwide.

During the quarter, we inducted a total of 24 aircraft from our original order book, out of which 18 were inducted through our GIFT City entity. In addition, we also inducted 12 aircraft in the form of damp leases, thus adding 36 aircraft on a gross basis. We re-delivered 13 aircraft during the quarter resulting in a total closing fleet of 440 aircraft at the quarter-end.

Moving on to the forecast for the fourth quarter of the financial year, we are expecting to add capacity of around 10% as compared to the same period last year. This moderation in our capacity growth for the fourth quarter is primarily driven by adjustments related to a reduced schedule to align with regulatory requirements. Further on the revenue side, based on the trends that we have seen in January, we are estimating an early to mid-single digit moderation in our unit passenger revenue as compared to a high base of the same quarter last year, which had a very strong tailwind in the form of a religious congregation for the Mahakumbh.

As we close, I would like to thank our customers, employees, shareholders, and other stakeholders for their trust and patience. Over the past 19 years, operational efficiency has been a hallmark and that legacy guides us as we move forward. We are committed to learning from the experience of operational disruptions and building an operation that is stronger, more resilient, and ready for the future. With this, let me hand it back to Richa.

Operator: Thank you, Peter and Gaurav. To answer as many questions as possible, I would like to request that each participant limit themselves to one question and one brief follow-up question if needed. And with that, we are ready for the Q&A.; We will now begin with the question and answer session. Anyone who wishes to ask a question may press star and 1 on their touch-tone telephone. If you wish to remove yourself from the question queue, you may press star and 2. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles.

The first question is from Vinay from Morgan Stanley. Please go ahead.

Vinay – Morgan Stanley: Hi team. Thanks for the opportunity. Just one question: as we move away from the cancellation episode, could you comment on how that will impact capacity? 10% of our

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winter schedule was cut; when do you expect it back? Do you expect any impact on the summer schedule? Secondly, what is its recurring impact on CASK ex-fuel? Are there any CASK line items, like staff, where you see that FY27 cost structures could be higher than where we are today? That is it. Thanks.

Management: At this point in time, all our focus is to make sure that we have a smooth transition into February, bearing in mind the capacity curtailment which is there. All in all, this is leading to the capacity guidance which Gaurav was just sharing for a growth of 10% year-over-year in this fourth quarter, bearing in mind this curtailment of capacity. At this point in time, we have not concluded our planning for the summer yet. So, I guess giving any number in terms of projected growth numbers or impact numbers would be very premature.

Vinay – Morgan Stanley: Thanks for that, Peter. And regarding comments on CASK, is there any recurring impact of this on CASK?

Management: As far as the CASK has been expressed, there is going to be an increase on the CASK given the curtailment on the capacity side. What we are looking at, at least for the short term to close FY26, is upwards of mid-single digits compared to FY25. As we further refine the numbers for FY27, we will communicate, but as of now, the short-term guidance toward FY26 is a mid-single digit increase on the CASK compared to the 2025 financial year.

Vinay – Morgan Stanley: Thanks for that, Gaurav. Just to reaffirm, the impact of the new FDTL norms on the staff expense would already be built in, right? Because you stated that you are all set to meet these norms on February 10. So it means that the staff cost is already there in your numbers.

Management: That's right.

Vinay – Morgan Stanley: Great. Thanks, team. I will come back in the queue.

Operator: Thank you. Next question is from the line of Amen Pirani from JP Morgan. Please go ahead.

Amen Pirani – JP Morgan: Yes, hi. Thanks for the opportunity. My question is a continuation of what Vinay asked on CASK ex-fuel. Gaurav, your guidance during the year has changed, and we appreciate that it is mostly because of exogenous factors based on forex as well as the FDTL norms as they have evolved. Can you give us some color as to, when you are giving this latest guidance, what kind of forex expectations or cost expectations you are building in? It has been a moving target driven by exogenous factors. So, it will help us understand what you are already building in and how we should think about the next few quarters.

Management: Again, that is the most difficult part in terms of projecting what the forex impact is going to be. If I go back to what the guidance was when we started the year, the guidance was that we were going to be flattish to FY25. We had a bit of a high FY25 given that we had a significant number of damp leases at that point. Over the course of the year, we started to moderate that guidance because the forex started to behave the way it did. So we said that the CASK ex-fuel ex-forex cost is going to start increasing toward one to two points higher than what we had guided.

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Along with that came the headwind that the moderation in our AOGs was not at the same levels, and as a result, we needed to bring back damp leases, which we brought back more of in this particular quarter. The headwind on the forex continues to grow on us. It is becoming difficult; I cannot pinpoint a number. The average increase that we have seen throughout the year has been a 5% increase in forex. When we started the year, it was more toward a 2% or 3% increase. That has already gone up. This quarter itself has seen a 1% increase in forex. The rupee is already behaving the way it is behaving. A large part of that cost is subject to when you are settling those during the quarter. So it is very difficult to call that out, but the guidance of a mid-single digit increase potentially factors in a reasonable projection on the forex that has already been catered to. If there is an abnormal increase, then the unit cost will be even higher. I do not have a pinpointed response because there are so many variables and moving parts right now.

Amen Pirani – JP Morgan: Sure, appreciate that. A related one: you already put in some exceptional items as far as the labor code is concerned. Are there any recurring costs that we should watch out for? One is related to gratuity and other things for existing employees, but going forward, there are changes in the way you need to make these provisions as a percentage of salary. Is there any recurring impact we should watch out for?

Management: Today, we have taken the new labor code as an exceptional item, so it is not coming in the cost line items. Going forward, the impact of following the new rules is going to start coming in the employee benefits line items. This is going to roll over from a catch-up or a true-up which has happened today. Tomorrow, it is all going to be part of the employee benefits line item. This will transition into employee benefits from exceptional because there is going to be an ongoing impact based on the number of employees and their tenure. The actuaries are going to run the models and give us what the number needs to be. That is one part, and then the ongoing annual inflation that you have as part of the contractual terms will be part of the cost structure.

Amen Pirani – JP Morgan: Okay, and is all that built into your CASK guidance already?

Management: Basically. I am just giving you a short-term guidance right now; I am not giving you anything long-term.

Amen Pirani – JP Morgan: Understood. But this will start rolling in from April onwards also. Thank you, I will come back in the queue.

Operator: Thank you. Next question is from the line of Krupa Shankar from Avendus Spark. Please go ahead.

Krupa Shankar – Avendus Spark: Good evening and thank you for the opportunity. My first question would be on the current situation of pilot shortage. Just wondering if there are adequate wet-leasing opportunities globally for Indian airlines to handle the demand-supply mismatch.

Management: At this point in time, we have a couple of damp leases in operation already supporting the IndiGo network. That was decided and implemented prior to the operational disruption. Some of the challenges we have in terms of AOGs are global supply chain challenges, and with that, there is not an abundance of lease opportunities all across the world. We are good where we are now with the wet leases we have. These are not leases you can induct overnight; it

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requires proper preparation and paperwork. We focus now on making sure that we have a good matching of pilot availability and the program being operated, including additional preparation to make sure that the FDTL implementation in February will be smooth.

Krupa Shankar - Avendus Spark: Thank you. One more question was primarily on whether you see incremental employee costs because of inflationary aspects beyond the short-term guidance you are giving. Wage increases historically have resulted in a strong escalation in employee costs.

Management: Regarding that, give us time because we are planning up to March. The more important point, as Peter said, is that February 10 is going to be the most critical point. We will assess all aspects in terms of how we ensure we have the right kind of manpower and support. Give us more time; I am not in a position to answer that yet.

Management: A lot of work is being done by the teams to restore the operation. You have seen that after three days of disruption, the operation was back to stability around December 8 or 9. After the middle of December, we were back to 3.5–3.8 lakh customers every day with an OTP which was actually good at that point in time, despite the irregularity season starting. Despite the problems we had in the first week, all the focus was on restoration.

Regarding the reduction of PAT, there are three components in the press release: the exceptional item around the implementation of the labor law (close to 1,000 crores), the operational disruptions (577 crores), and the forex impact.

Krupa Shankar - Avendus Spark: Thanks for answering the questions.

Operator: Thank you. Next question is from the line of Prateek Kumar from Jefferies India. Please go ahead.

Prateek Kumar - Jefferies India: Good evening. I have a couple of questions. Firstly, can you discuss how your schedules were adjusted versus what you were thinking for capacity growth of mid-teens for Q3 and Q4, specifically with the new scenario on capacity suggested by the regulator?

Management: There was a filed schedule, and the regulator told us to cut down on the domestic network for that filed schedule, which we have done. If you add that all together, we come to the 11% capacity growth in Q3 and 10% which we are now forecasting for Q4.

Prateek Kumar - Jefferies India: Was the schedule adjustment attributable to the new routes you would have been planning, or was it on the metro-to-metro routes?

Management: Along with the guidance on the capacity cut, there were guidances on not leaving certain routes. We looked at all factors. We tried to keep the impact for our customers as limited as possible. You find sectors where we used to operate five flights a day that are now back to four, or three flights a day back to two. A proof of our commitment is that Navi Mumbai opened on December 25 and we started operations there. We received the A321XLR in early January, and that will start operating tomorrow, the first international flight to Europe from Mumbai. We took the government order and tried to minimize the impact on network coverage. IndiGo has a network covering all major cities; 90% of the Indian population lives within 100 kilometers of an IndiGo-served airport.

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We really tried to retain that proposition. You will find cuts primarily on routes where we had four or five flights a day. That will also be the focus for Q4. How we develop the network for next year is another step, but we had to climb from the low point of December 3 to 5. We have been confronted with challenging fog situations in Delhi, Prayagraj, Amritsar, and Chandigarh. The teams have done a good job helping customers through airport closures. Now we move to February and thereafter we start to build the network for the summer.

Prateek Kumar – Jefferies India: Thank you. My other question is: can you elaborate on your pilot hiring plans which you would have been thinking about in October and November? How have those plans changed post-disruption, and how is the industry's ability to source pilots based on commercial pilot licenses issued annually?

Management: Pilot planning is a constant process which is being reviewed. It is a permanent process linked to fleet planning, the timing of the XLR, and new rules. All the growth over the last couple of years was supported by a growth of pilots, and we continue that track. We have a much longer horizon when it comes to pilot hiring. We focus on making sure we have a good matching of pilot availability and the program being operated. We continue that track of consistently reviewing the schedule and hiring.

Prateek Kumar – Jefferies India: Has it changed materially versus what you were thinking in October or November?

Management: It is a continuous process. I do not have the exact numbers from last year's October, but clearly, we keep focusing on an adequate hiring process.

Operator: Thank you. Next question is from the line of Chintan Saith from Girik Capital. Please go ahead.

Chintan Saith – Girik Capital: Hi, thank you for the opportunity. On the DGCA penalty, is any more review pending which can result in a higher penalty going forward, or is this the final reading from the regulator?

Management: At this point in time, we have no reason to believe so. We have received the orders; they are being evaluated by the board. When the orders were received, they were reviewed, and we have no reason to believe otherwise.

Chintan Saith – Girik Capital: Sure. And on the FDTL, does the 10% guidance for Q4 imply that we have already adequately prepared in terms of recruitment and that this is factored into our assumptions for pilot availability?

Management: Yes.

Chintan Saith – Girik Capital: Okay, thank you.

Operator: Thank you. Next question is from the line of Pulkit from Goldman Sachs. Please go ahead.

Pulkit – Goldman Sachs: Thank you for taking my questions. In your capacity guidance of 10%, is it fair to assume that domestic capacity will not grow and all growth will come in international

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capacity? Similarly, in your unit revenue guidance, is it fair to assume you have not factored in the fare caps being removed for the entire quarter?

Management: As in previous quarters, growth is going to be much larger on the international side. There is some growth considered on the domestic side. But a disproportionate amount of growth in the capacity guidance is toward international. On the revenue side, the guidance factors in the cap that is currently in play.

Pulkit – Goldman Sachs: Very clear. My second question: assuming there was no cap on capacity, if you were to run your full capacity in this quarter, what would be the total number of pilots and first officers that you would be short of? Just an absolute number.

Management: I do not think there is a calculation one can make. You build a network, and a network has a link to a number of pilots depending on rosters and underlying assumptions. We cannot just have a number and say this would have been the number otherwise.

Pulkit – Goldman Sachs: I will tell you where I am coming from, Peter. I am trying to understand the actual shortage we have at this stage in terms of pilots to be able to run full capacity. Any rough number would be helpful.

Management: I understand you are asking for a number, but I do not think we are in a position to share that.

Pulkit – Goldman Sachs: Okay, thank you.

Operator: Thank you. Next question is from the line of Venkat from Three Sigma Financial Service. Please go ahead.

Venkat – Three Sigma Financial Service: Thanks for the opportunity, and congratulations on bringing the operations back online. My question is primarily on foreign exchange. Peter mentioned previously that overseas operations and hedging will partially offset the rupee-dollar fluctuation. What was the percentage difference against the foreign exchange fluctuation?

Management: I want to tell you what we are doing about the foreign exchange exposure. Today, we have a US dollar exposure close to 10 billion dollars, largely consisting of aircraft and maintenance obligations. To de-risk, we have taken various steps. Step one: we have scaled up our hedging program from 1 billion dollars to 3 billion dollars. Step two: we are using cash to start acquiring aircraft, which limits further dollar exposure. Step three: the growth of our international operations creates a natural hedge. With the expansion to Europe, there is going to be a non-INR revenue stream. These steps will take time to scale up.

Venkat – Three Sigma Financial Service: I see. I will come back in the queue for the next question.

Operator: Thank you. Next question is from the line of Aditya Mongia from Kotak Securities. Please go ahead.

Aditya Mongia – Kotak Securities: Thank you for the opportunity. Regarding the guidance for CASK ex-fuel ex-forex for the full year, it implies a fairly large year-over-year growth in the fourth quarter.

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Could you elaborate on which line items are driving this? Are there any one-off effects like joining bonuses that one needs to step out of?

Management: This is a continued guidance. We have been scaling it upward. In earlier quarters, we guided that this is trending upward because forex exposure continues to be higher, making dollar-denominated expenses costlier. Damp leases, which were supposed to taper off, have come back, adding incremental costs. The impact on the CASK is more driven by the capacity being moderated downward. The guidance for the total year being in the mid-single digits is year-over-year. A large part started to play out with capacity scaled down in Q3 followed by Q4. Broadly, the drivers are increased costs because of escalation, forex, and damp leases not tapering off as anticipated.

Aditya Mongia – Kotak Securities: Understood. My second question is on the slots that have been taken by the DGCA. Is this a temporary loss of slots that will be available to be bid for in the summer schedule, or will the final authority be the DGCA?

Management: If airlines are not operating certain slots, it is the duty of the airline to hand back unutilized slots. We are handing these slots back based on our plan for the next two months. The reallocation of those slots is the prerogative of the airport. To the best of my knowledge, it is the airport that hands out the slots.

Aditya Mongia – Kotak Securities: Understood. Thank you.

Operator: Thank you. Next question is from the line of Achal Kumar from HSBC. Please go ahead.

Achal Kumar – HSBC: Thanks for the question. On FDTL, given the increased requirement for pilots, do you expect growth to slow down? You have been expecting one aircraft per week. Do you think that growth will continue and you will be able to hire pilots under the new FDTL norms?

Management: We have a long-term and continuous update of our pilot reviews, which includes longer-term fleet planning and pilot flow. We look closely at how many pilots are joining from internal pipelines and potential attrition. We have not made any changes in our long-term ambitions or growth plans to double in size by the end of the decade. The plane orders are there and we are planning accordingly.

Achal Kumar – HSBC: So, you mean the growth will continue as you planned.

Management: Yes, and there is always going to be quarter-over-quarter variations due to seasonality, airport capacity, or geopolitical dimensions. If there are new opportunities, IndiGo will step in. For example, flights between China and India were resumed, and IndiGo was the first to start operations from Kolkata to Guangzhou, followed by Delhi to Guangzhou. We have started flights from Navi Mumbai. We are fully committed to our growth strategy.

In calendar year 2025, we served 124 million customers, a 9% increase year-over-year. Compare that to around 77 million customers in 2022. It shows an incredible increase. Last year, we operated a little short of 8 lakh flights, making us number seven or eight in the world. Our on-time performance is in the top three to four globally.

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The December operational disruption does not change the fundamentals of the company. We are using this as a way to address processes, structures, and refinement. We are learning from other large operators globally who have gone through similar things. No change in plans and growth strategy. If the December disruption had not happened, we would have had a different number for Q3, but our underlying foundations in October and November were pretty much on track.

Operator: Thank you. Next question is from the line of Janesh Joshi from Prabhudas Lilladher Capital. Please go ahead.

Janesh Joshi – Prabhudas Lilladher Capital: One question on the pilot side. As of FY25, our pilot count was 5,400. The document published yesterday mentioned we have desired pilot availability, but the count mentioned was about 4,600. Could you explain this?

Management: What you likely saw was a count of the Airbus line-ready pilots. Alongside that, there are other pilots that operate our ATRs as well. If you add those, you will get to the number you are talking about. The 4,600 figure excludes the ATR pilots and was only for line-ready pilots. We have more pilots than the number you quoted.

Janesh Joshi – Prabhudas Lilladher Capital: One last question. At the Q2 call, we stated that PRASK was likely to remain flat or report marginal growth. In this quarter, we have seen a decline. While I understand the capacity constraints, did pricing in December get impacted so much that the overall for the quarter declined?

Management: You are right; October and November showed healthy growth. The disruption in those three days in December created uncertainty about how quickly IndiGo would restore its operation. That led to people booking with other airlines. It is a natural fallout of those three days, and we will be back to regular market dynamics pretty soon.

Operator: Thank you very much. Ladies and gentlemen, we will take that as the last question. I now hand the conference over to Mr. Peter Elbers for closing comments.

Management: Thank you so much. Thanks for participating. Despite the operational challenges in December, our teams acted quickly and prove the resilience of our operations. Their focused execution helped us stabilize the network swiftly, allowing us to serve nearly 32 million customers during this quarter.

This quarter was also significant for our long-term growth trajectory. We welcomed India's first Airbus A321XLR and continued expanding our fleet. Being one of Airbus's largest global recipients for the second year in a row underscores our strategy and execution. The challenges in December do not impact our fundamentals. Our priorities remain clear: strengthening operational robustness and building a durable platform for sustainable growth. Thank you for joining, and I look forward to talking to you next quarter.

Operator: Thank you very much. Ladies and gentlemen, on behalf of IndiGo, that concludes this conference. Thank you for joining us, and you may now disconnect your lines. Thank you.

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