



Name: Ajay Singh  
Batch: 1984  
Membership No.: 1984/0061  
Designation: EC Member

Chairman & Managing Director,  
SpiceJet Limited

December 2014 was a turbulent time for SpiceJet. The then SpiceJet management had informed the government that the airline will shut down operations from December 17, 2014. SpiceJet was on the verge of bankruptcy and had cancelled hundreds of flights. When everyone had lost hope and there was a perception that the airline was dead, Mr Ajay Singh decided to step in, once again, emerging as the white knight for the airline that he had founded in 2005 and gave it a new lease of life.

In the next two years, SpiceJet rose from the dead and started to fly proudly again regaining the confidence of its customers, its partners and people of India. From staring at imminent closure to achieving eight quarters of profit, SpiceJet's turnaround story has been one which has very few parallels in the world today. The dramatic turnaround under Ajay Singh has made the world sit up and take notice.

SpiceJet has excelled on all operational parameters and emerged as the country's most punctual airline with the best on-time performance for five months in a row in FY 2016-17. SpiceJet has also recorded over 92% Passenger Load Factor for 24 successive months a feat unequalled in global aviation history. On January 13, 2017, SpiceJet announced an order for 205 next generation Boeing airplanes valued at USD 22 billion (Rs. 1,50,000 crore) — making it the biggest order placed by any Indian airline on Boeing in its history. The historic order, which ends the turnaround phase for SpiceJet and marks the beginning of a growth story, will see the airline expand its wings both within and outside the country.

Chairman and Managing Director Mr. Ajay Singh has scripted one of the most remarkable turnaround stories of recent times. Mr. Singh is a first generation

Entrepreneur and is regarded as the face of the Indian aviation industry. Mr Singh, who coined BJP's hugely popular 2014 campaign slogan abki baar Modi sarkar, has a knack of turning around ailing businesses whether it was a grounded ModiLuft that he renamed and launched as SpiceJet or advising the government on revamping the loss-making Delhi Transport Corporation. He has time and again proved himself to be a turnaround specialist.

In 1996, he was asked to serve on the Board of Delhi Transport Corporation (DTC) and prepare a plan to revamp the DTC. DTC was in a state of despair with a few hundred buses. In the two and a half years that he spent at DTC, its fleet rose from 300 to about 6000.

As OSD to Information and Broadcasting minister, Mr Pramod Mahajan, Mr Singh revamped the national broadcaster Doordarshan and played a key role in the launch of DD Sports and DD News. Later, as OSD in the Telecom and IT ministry, Mr Singh helped draft the National Telecom Policy and the Information Technology Act. He was recently elected as the President of the Boxing Federation of India.

Mr Ajay Singh is an alumnus of Delhi's St. Columba's school. He was awarded the Sword of Honour, the school's highest award, presented to the student who excels in academics as well as sports and co curricular activities. He captained the school's cricket and hockey teams while Bollywood actor Shahrukh Khan, a batch junior to him, was the wicketkeeper.

Mr Singh holds a degree in engineering from the prestigious Indian Institute of Technology, Delhi, an MBA from Cornell University and a LLB from Law Faculty, University of Delhi.

Owing to Mr Singh's leadership skills and strong business acumen, SpiceJet has not only outperformed industry in operational parameters but also received multiple accolades from across the globe including the 'World Travel Leaders Award' at the WTM London, 'Best Check- in Initiative' award by Future Travel Experience global awards in Las Vegas, 'Best Employee Engagement' amongst 104 corporate entries at the 4th DMA, Best Transportation brand as well as the Best Airline Brand in India by Brand Trust Report.