GMR Infrastructure Limited



Corporate Office:

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February 10, 2022

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400 001 National Stock Exchange of India Limited Exchange Plaza Plot no. C/1, G Block Bandra-Kurla Complex Bandra (E) Mumbai - 400 051

Dear Sir/ Madam,

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Further to our letter dated February 09, 2022 and pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed herewith the Investor Presentation on the financial results for the quarter/nine months ended December 31, 2021.

The presentation is also being uploaded on the Company's website www.gmrinfra.com

Please take the same on the record.

For GMR Infrastructure Limited

T. Venkat Ramana Company Secretary & Compliance Officer

Encl: As above







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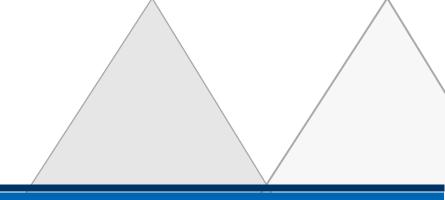
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GMR Infrastructure Ltd (GIL)

World's 2nd largest, most experienced and India's ONLY listed pure-play airport company





2nd Largest¹

Private airport developer in the world, largest in India



9 nos.

Of airport assets under operations or various stages of development



330 mn

Rated capacity across portfolio of airport assets



179 mn²

Operational capacity: 94 mn Under development : 85 mn



101 mn²

Passengers handled in FY20 across key gateway airports



~2,490 acres3

Of land with strong RE development potential



Strategic Partnerships

With marquee operators at platform and asset level



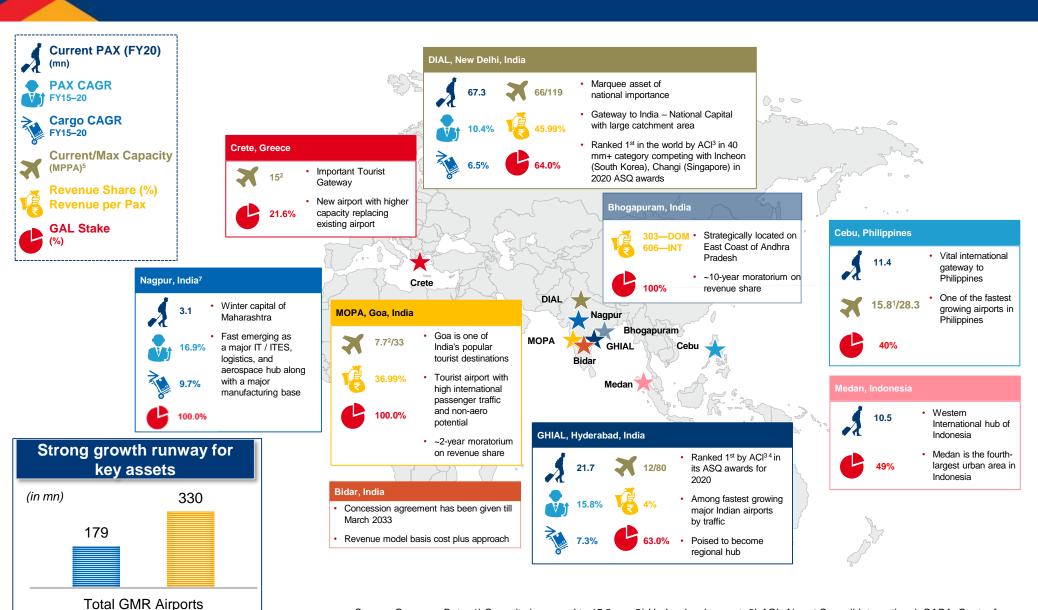
Integrated

Airport development and operation capabilities

¹⁾ Prior to COVID, GMR Airports was the second largest majority private airport operator in the world based on annual passengers; 2) Nagpur Airport traffic and capacity is not considered since it is currently handled by AAI 3) Includes DIAL (230 acres), GHIAL (1,463 acres), Goa (232 acres), Bhogapuram (294 acres), Nagpur (247 acres), Cebu (11 acres), Greece (~ 10 acres)

Portfolio of World Class Assets





■ Current Capacity7 ■ Final Capacity

Source: Company Data; 1) Capacity increased to 15.8 mn, 2) Under-development, 3) ACI: Airport Council International. CAPA: Center for Asia-Pacific Aviation, 4) In 15 to 25mm passengers p.a category, 5) MPPA: Mn Passengers p.a., 6) FY21 numbers not considered since it was affected by Covid-19, 7) Nagpur and Medan Airport traffic is not considered, GMR has won the bid but not taken over the operations yet

Poised for Breakout Growth as a Pure Airport Player



Presence across most lucrative markets; Domestic and International Pax Traffic of Indian Airports grew @17.6% & 8.3% CAGR over FY14-19; India poised to rank 3rd in the world on pax traffic¹

Mature tariff regime for aero revenue driving 'sustainable cash flow profile'

Non-aero component driven by strong India consumption story - A play on India's demographics and consumer story; catering to 26.8%¹ of international arrivals

Substantial embedded growth in valuable real estate parcels of over 2,000 acres

Return on capital to expand considerably with expansion capex having peaked

Exploit Hub opportunities for GMR Airports

Proven track record of strategic partnerships with marquee names like Groupe ADP, Fraport and Malaysia Airports

Strong capabilities to expand the geographical presence by winning new airports





GMR Airports Vertical has Uniquely Diversified Beyond Airport Development & Operations Towards High Growth Potential, Capital Light Businesses



Airport Development Airport Value-Airport Ancillary and Operations Chain: **Service Operations** Typical Airport **Self Operated Concessioned Out to Operators** Developer Participating in the Entire **Self Operated Airport Value Chain** Ancillary Businesses - Non-Regulated, High Growth Potential, & Capital Light Commercial **Engineering & Businesses Maintenance Services Engineering Value Add Services** O&M Non-Aero Businesses **Aero Business Duty Free** F&B Retail/ Loyalty **EPC & PMC Engineering** Airport O&M Cargo Car Park **Analytics Programs** Maintenance Lounges

GMR Airports Vertical has Built Expertise in Airport Ancillary Business Operations





Started off as Airport Operator

Opportunities Identified GMR Airports Identified Opportunity Areas and entered the following Businesses through Joint Ventures/ Operation Partners

- Duty Free
- Car Park
- Food & Beverage
- Advertising & Promotions
- Cargo

Enables GMR Airport to leverage its expertise and experience to independently operate and scale-up Ancillary Airport Businesses

Helped develop capabilities and understanding of Airport Ancillary Businesses

- Developed Understanding of the Non-Aero Commercial Business at the Airport
- Developed Operational/ Procurement Expertise through Participation

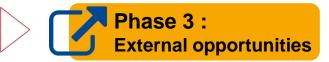
GMR Airports Vertical to Grow Through Scaling Ancillary Business Platforms Across Own/Network Airports and External Airports



GMR Airports Growth Path →







Build and Scale
Ancillary Business
Platforms with
presence across the
airport value chain

Scale Platform
Presence across
Own + Network
Airports

Expand Presence to External and Open Market Opportunities

Platform Businesses

- Duty Free Platform
- Car Park Platform
- Cargo Platform
- F&B Business Platform
- · Retail/ Lounge Business Platform

New Opportunities Operationalized

- ✓ GMR Airports has won the **Non-Aero Master Concession** bid for the upcoming **Goa Airport**
- ✓ GMR Airports is Operating **Duty Free Business** at **Kannur International Airport**
- ✓ GMR Airports won the bid for the Cargo Business at the upcoming Goa Airport
- ✓ GMR Engineering and Management Services won an IT infrastructure bid for an airport in Kuwait





Covid Timeline in Indian Aviation



Apr- Jun 2020 •

Jul-Sep 2020

Oct'20-Mar'21

Apr- May 2021

Jun-Dec 2021

Jan 2022

Complete Lockdown

- Domestic flight resumption starting May 25th
- Lack of visibility on resumption of Int'l operations

Focus on safety and sanitation

Emergency flights and Cargo



Restricted Operations

- Ban extended on Int'l flights
- Graded resumption of int'l travel under airbubble arrangement



Ramp up on domestic traffic

cargo volumes return to pre-covid levels

Good Recovery

- Bubble agreements signed with 24 nations to enhance int'l operations
- Domestic capacity enhanced to 80% in steps
- New Covid cases fall to ~20K per day



Traffic bounces to ~60-65% of pre-Covid levels

Covid 2nd Wave Impact

- Air bubble arrangement with 27 nations
- New Covid cases rise to ~0.4 mn/ day by April end



Second wave hits India in April and traffic plummets

Road to strong Recovery

- Air bubble arrangement with 28 countries
- New Covid cases drop to <40K by mid-July; cases
 <6K in Dec
- Domestic traffic back to >~90% levels in Dec
- Int. traffic recovering with easing of travel restrictions



Traffic bounces to ~80% of pre-Covid levels

Covid 3rd Wave but imact waning fast

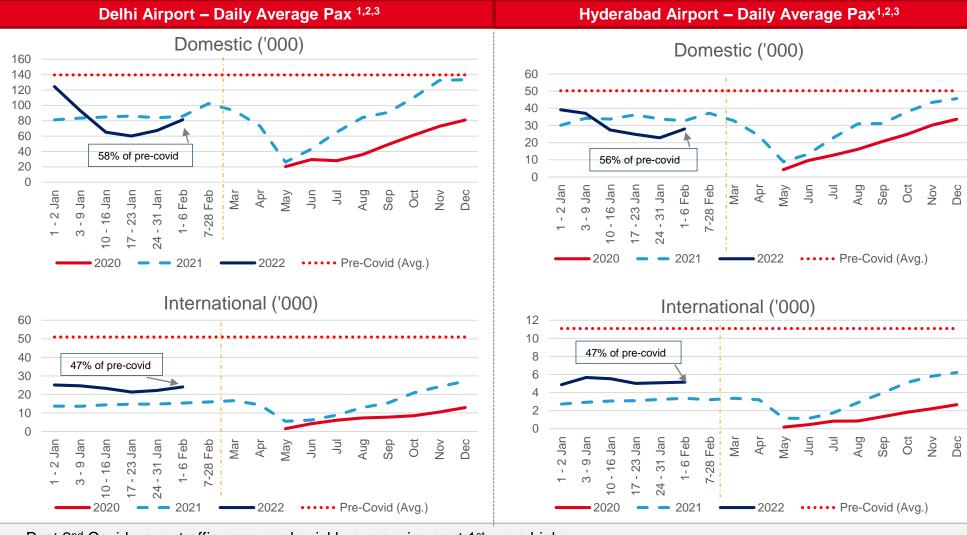
- Air bubble arrangement with 28 nations
- New Covid cases rise to ~0.35 mn/ day by mid Jan. Cases starts reducing ~0.07 mn as of Feb 8, 2022
- Vaccination reduced the impact



Third wave impacts traffic in Jan. But traffic showing signs of recovery from end of Jan

Impact of 3rd Covid Wave on Pax Traffic Lower Than Previous Two Waves





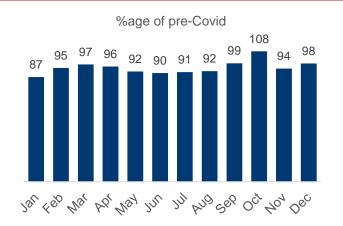
- Post 2nd Covid wave, traffic recovered quickly surpassing post 1st wave highs
- 3rd wave impact on traffic is waning. Domestic traffic seems to have bottomed out and is recovering fast; International traffic remains unaffected

Growth Drivers in Place for Business to Gain Further Momentum



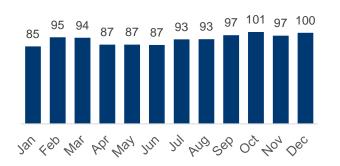
Cargo Traffic unfazed by Covid Waves

Delhi Airport



Hyderabad Airport

%age of pre-Covid



Traffic to gain further momentum with covid cases subsiding, lifting curbs in airline capacity and rise in vaccination

- Scheduled International Operations are restricted by Indian Government until February 2022. International operations from India are functioning through the Air Bubble Arrangements, currently with 35 countries
- Countries have started to ease/remove Covid related restrictions
 - ✓ UK is removing all Covid related restrictions and similar steps are also taken by other countries such as Norway, Netherlands, Ireland etc.
 - ✓ Asia Pacific region has also started travel for vaccinated passengers, and traffic has begun with key markets including Singapore, Australia and Hong Kong
- State-wise restrictions on air travel in India are also easing
- Significant population in various countries inoculated with at least one dose. Eg. USA 75%, UK 78%, Canada 86%, Germany 76%, France 80%, Globally ~63%
- Countries have also started administering booster doses which will aid passenger confidence to travel
- Fleet addition by major Indian airlines; takeover of Air India by Tata; entry of new airlines including Jet Airways to boost passenger traffic

Expect Domestic Traffic to reach pre-Covid level in FY23 and International in FY24

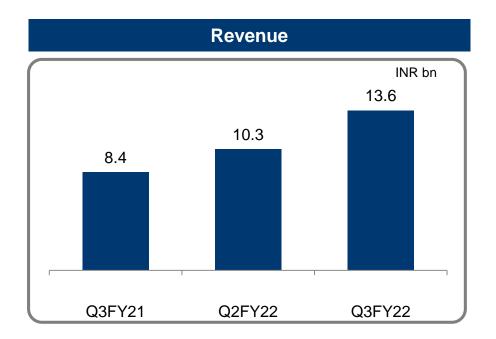


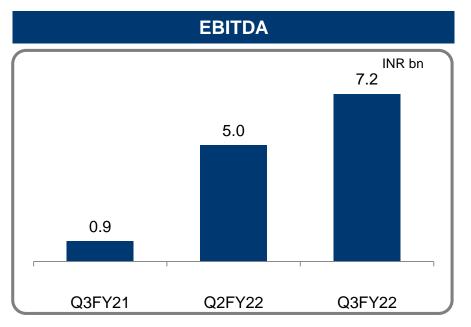




Consolidated Financials

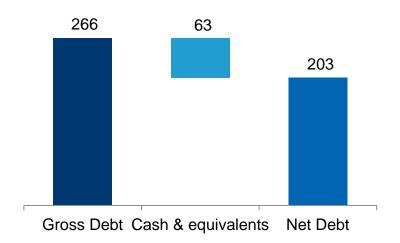
- Revenues ▲ 32% QoQ; ▲63% YoY to INR 13.6 bn
- EBITDA ▲ 44% QoQ; ▲8.3x YoY to INR 7.2 bn driven by Delhi Airport (▲ 44% QoQ; ▲7.7x YoY)
- Net profit after tax INR 584 mn in Q3FY22 vs loss of INR 5.0 bn in Q2FY22 and loss of INR 3.8 bn in Q3FY21



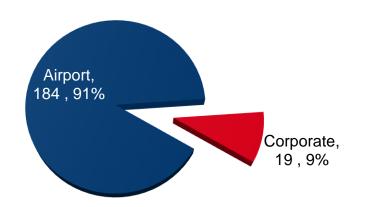








Net Debt (Sector-wise) ^ (in INR bn, %age of total)



Note: FCCB of INR 1.8 bn not considered in debt, ^ As on Dec 2021



Delhi Airport (DIAL)

- Traffic ▲61% QoQ (▲82% YoY) to 13.8 mn pax
- Revenue (▲20% QoQ, ▲55% YoY) to INR 8.1 bn
 - Aero revenue (▲47% QoQ, ▲72% YoY)
 - Non-aero revenue (▲28% QoQ, ▲37% YoY)
 - ✓ Retail incl. Duty Free (▲86% QoQ, ▲2.6x YoY)
 - CPD Rentals (▼19% QoQ, ▲2.2x YoY). YoY up on revenue recognised from Bharti Realty. QoQ down due to contract amendment of Bharti Realty transaction
- EBITDA of INR 5.5 bn in Q3FY22 (vs INR 3.8 bn in Q2FY22, INR 709 mn in Q3FY21)
- 76 domestic destinations connected as on Dec'21 (vs. 72 pre-covid). On international,
 45 destinations are connected (vs. 78 pre-covid)
- Overall progress achieved 53.3% as on Dec 31, 2021 w.r.t expansion project
- Awards
 - Re-accredited in the Airports Council International (ACI) Airport Health Accreditation (AHA) programme
 - CEO of Delhi Airport declared as International Airport Review's Person of the Year



Hyderabad Airport (GHIAL)

- Traffic ▲56% QoQ (▲52% YoY) to 4.3 mn pax
- Revenue (▲46% QoQ, ▲72% YoY) to INR 2.2 bn
 - Aero revenue (▲44% QoQ, ▲52% YoY)
 - Non-aero revenue (▲48% QoQ, ▲2.1x YoY)
 - ✓ Retail incl. Duty Free (▲1.8x QoQ, ▲2.5x YoY)
- EBITDA of INR 1.1 bn in Q3FY22 (vs INR 493 mn in Q2FY22, INR 338 mn in Q3FY21)
- 65 domestic destinations connected (vs. pre-Covid level of 55). 16 International destinations connected in line with Pre-Covid time.
- Overall progress achieved 69.3% as on December 31, 2021
- Awards:
 - 'Certificate of Merit' at the National Energy Conservation Awards 2021
 - 'Excellency Gold Award' in Telangana State Energy Conservation Awards 2021
- ACI result stands at 5.00 for Q3FY22



Cebu Airport

- Traffic ▲8% QoQ (▲2.3x YoY) to 0.29 mn pax
- Revenue (▲9% QoQ, ▲12% YoY) to INR 185 mn in constant currency terms
 - Pax growth ▲8% QoQ, ▲2.3x YoY; Air traffic movement flat QoQ, ▲2.1x YoY
 - Operating expenses ▼2% QoQ, ▼8% YoY
 - EBITDA loss at INR 68 mn in Q3FY22 (vs INR 88 mn in Q2FY22, INR 110 mn in Q3FY21)

Goa Airport

- Construction & Development work is in full swing at multiple locations and the Airport is expected to be inaugurated during August 2022
- Project has achieved Milestone IV in terms of Financial & Physical progress as outlined in the Concession Agreement. Achieved physical progress of 54% as of December 31, 2021 and 60% as of January 31, 2022
- Letter of Award for Construction of Expressway (NH 166S) connecting NH 66 to Mopa Airport is awarded and the Expressway is expected to be operational by mid of 2023



Crete Airport

- Project is fully funded mainly through State Grant which is already received and Airport Modernisation & Development Tax. It is a completely debt free Project
- Earthworks are progressing in multiple fronts of runway, taxiway, apron, terminal building, external access roads.
- ~9.3% financial progress is achieved with completion of ~75% of earthworks in airport area and 28% earthworks in access roads as of December 31, 2021

Bhogapuram Airport

- Development of detailed design of the Airport is in progress
- Land acquisition underway and R&R works is in progress

Medan Airport

- Received Letter of Award; Project scope includes operation, development and expansion of the airport over a period of 25 years
- Airport handled more than 10 million pax in 2018; Medan is the 4th largest urban area in the country

Nagpur Airport

 Post favorable judgement from Bombay High Court directing MIHAN to sign Concession Agreement (CA) and awaiting signing of the CA

he Promise I Learning and Inner Excellence I Social Responsibility I Respect for Individual

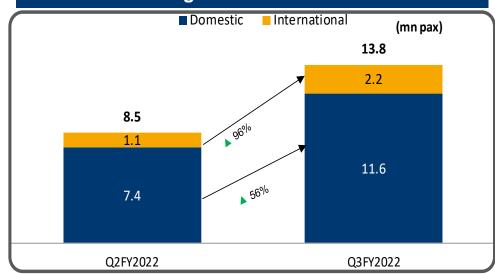
Q3FY22 - Operational & Financial Highlights QoQ



(figures in INR mn)

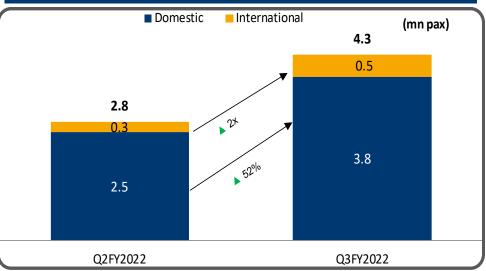
Particulars	GIL (Consolidated)				Delhi Airport (Standalone)		Hyderabad Airport (Standalone)		
	Q3FY2021	Q2FY2022	Q3FY2022	Q3FY2021	Q2FY2022	Q3FY2022	Q3FY2021	Q2FY2022	Q3FY2022
Net Revenues	7,351	9,609	13,203	4,296	6,118	7,804	1,242	1,470	2,148
EBITDA	861	4,965	7,155	709	3,801	5,475	338	493	1,095
Interest	4,170	5,195	5,240	1,713	2,507	2,088	582	661	660
PAT	(3,834)	(5,017)	584	(1,789)	(3,158)	2,342	(434)	(311)	159

Delhi – Passenger Traffic increased 61% QoQ



Traffic increased from 7.6 Mn in Q3FY21 to 13.8 Mn in Q3FY22

Hyderabad – Passenger Traffic increased 56% QoQ



Traffic increased from 2.9 Mn in Q3FY21 to 4.3 Mn in Q3FY22

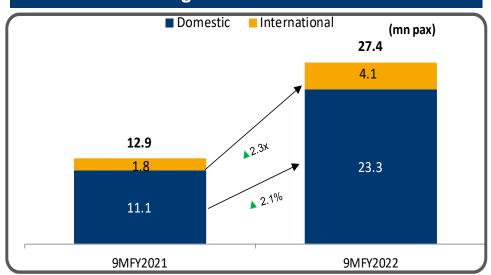
9MFY22 - Operational & Financial Highlights YoY



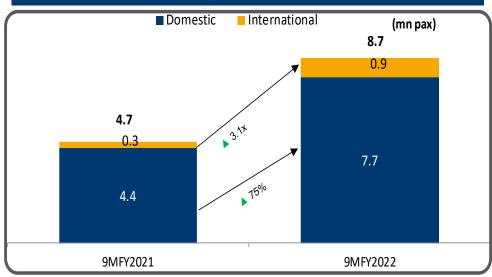
(figures in INR mn)

	GIL (Consolidated)			Airport alone)	Hyderabad Airport (Standalone)		
Particulars	9MFY2021	9MFY2022	9MFY2021	9MFY2022	9MFY2021	9MFY2022	
Net Revenues	18,603	31,137	11,434	19,321	2,448	4,588	
EBITDA	19	15,684	(9)	12,429	(242)	1,620	
Interest	14,133	14,909	5,034	6,612	1,731	1,951	
PAT	(15,182)	(6,234)	(6,658)	(709)	(2,212)	(724)	

Delhi – Passenger Traffic increased 2.1x YoY

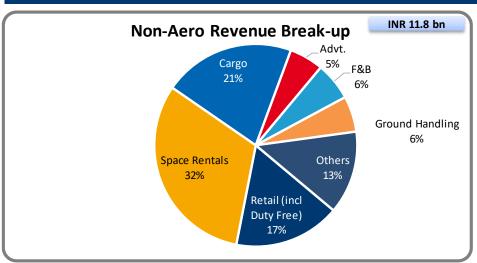


Hyderabad – Passenger Traffic increased 83% YoY



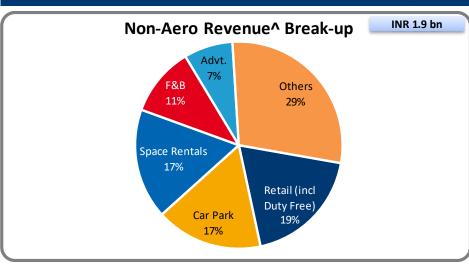






- Non-aero revenues ▲32% to INR 11.8bn
- Retail revenues ▲2.9x YoY to INR 2bn
 - Duty Free SPP increased to INR 1017 in 9MFY22 from INR 769 in 9MFY21
- Cargo revenues ▲12% YoY to INR 2.5bn
 - o Cargo vol. ▲37% YoY to 0.703 mn tons
- Advertisement revenues ▲ 2.2x to INR 642mn
 - Site occupancy rate increased to 53% in 9MFY22 vs 30% in 9MFY21

Hyderabad Airport



- Non-aero revenues ▲2.1x to INR 1.9bn
- Retail revenues ▲3x to INR 366mn
 - Duty Free SPP improved to INR 648 in 9MFY22 from INR 605 in 9MFY21
- Car-Park revenue ▲2.5x to INR 324mn
- Advertisement : Revenues ▲89% to INR 148mn
 - Occupancy at 45% in 9MFY22 vs 14% in 9MFY21

Cebu Airport - Operational & Financial Highlights

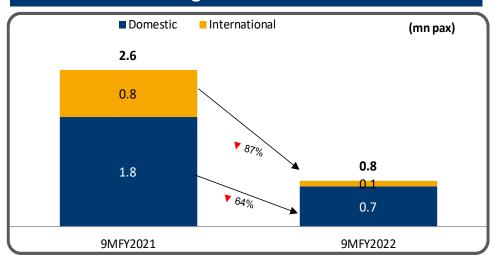


(figures in INR mn)

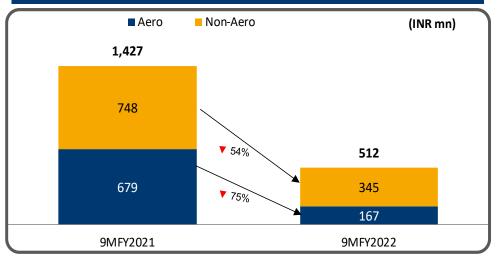
	Constant Currency					Reported				
INR mn	Q3FY2021	Q2FY2022	Q3FY2022	9MFY2021	9MFY2022	Q3FY2021	Q2FY2022	Q3FY2022	9MFY2021	9MFY2022
Revenues	165	169	185	1,427	502	165	169	181	1,427	512
EBITDA	(110)	(88)	(68)	370	(245)	(110)	(88)	(67)	370	(249)
PAT	(556)	(187)	(870)	(1,145)	(1,533)	(556)	(187)	(853)	(1,145)	(1,562)

- Q3FY22 Revenue (▲9% QoQ, ▲12% YoY) in constant currency terms
 - Pax growth ▲8% QoQ, ▲2.3x YoY; Air traffic movement flat QoQ, ▲2.1x YoY
 - Operating expenses ▼2% QoQ, ▼8% YoY

9MFY22 Passenger Traffic declined 71% YoY



9MFY22 Revenues declined 64% YoY

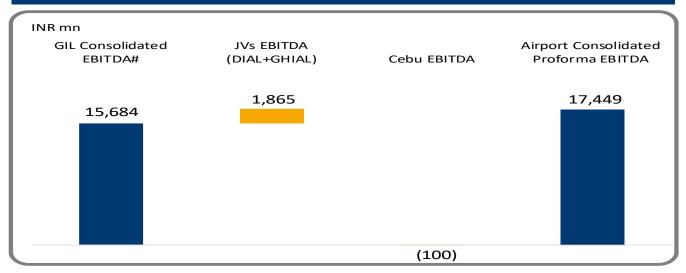


Note: Financials are at 100% level

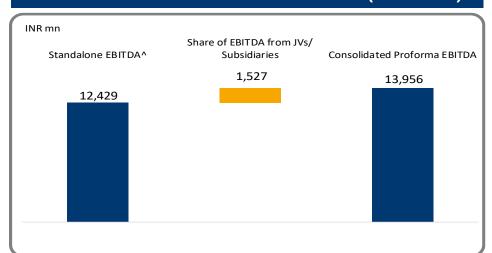
Significant Contribution of JVs and Subsidiaries



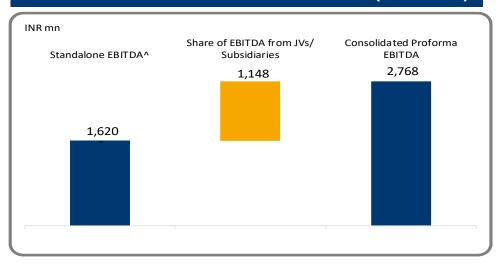




DIAL – 9MFY22 Consolidated EBITDA (Proforma)



GHIAL – 9MFY22 Consolidated EBITDA (Proforma)







ESG Practices



Environment

- DIAL became Asia Pacific's first Level 4+ (Transition) accredited airport and 2nd airport globally under ACI's Airport Carbon Accreditation program.
- DIAL is the first airport registered with UNFCC&C for Clean development mechanism for energy efficient measures.
- DIAL received Green Airport recognition 2021-Platinum Level, for Air Quality Management by ACI and achieved Airport Council International (ACI) Airport Health Accreditation
- GHIAL's Terminal Building is certified for "Leadership in Energy & Environmental Design" (LEED) "silver rating" by US Green Building Council. For 3rd consecutive year,
- GHIAL has been accredited with Carbon Neutral Level 3+ certification successfully by ACI
- Both the airports have adopted green building standards in the existing as well as upcoming infrastructures and have adopted low emission processes and have installed solar plants (RE)

CSR thrust areas Health Education Empowerment and livelihoods Community Development

People *******

- Learning and Development
 - 17 no of trainings for senior management and 53 no of trainings for employees in FY2021
- Committees to oversee the complaints of employees
 - Number of complaints received on Employee Grievance: Nil
 - Number of complaints received related to POSH: Nil

Governance (A)



- Strict **governance principles** through guided values of the organization and all the **secretarial compliances** in place
- Internal audits, MAG audits keep processes very transparent
- Regular Board meetings conducted to keep Board updated on all aspects
- Periodic training of employees on the CoC guidelines
- Risk management framework and governance process, including SOPs around risk assessment and mitigation





Thank You

For further information, please visit

Website: www.gmrgroup.in or

Contact: investor.relations@gmrgroup.in





Annexures





Particulars					
Profitability Statement (Consolidated)					
Financial Performance					
 Delhi Airport (Standalone) 	В				
 Hyderabad Airport (Standalone) 	С				

Annexure A : Profitability Statement (Consolidated)



					INR mn
	Q3FY2021	Q2FY2022	Q3FY2022	9MFY2021	9MFY2022
Gross Revenue	8,363	10,339	13,641	20,104	33,171
Less: Revenue Share	1,012	730	438	1,501	2,034
Net Revenue	7,351	9,609	13,203	18,603	31,137
Total Expenditure	6,490	4,644	6,048	18,584	15,453
EBITDA	861	4,965	7,155	19	15,684
EBITDA margin	12%	52%	54%	0%	50%
Other Income	1,267	922	737	2,891	2,551
Interest & Finance Charges	4,170	5,195	5,240	14,133	14,909
Depreciation	2,032	2,107	2,144	6,846	6,296
PBT before exceptional items	(4,073)	(1,414)	507	(18,069)	(2,969)
Exceptional Income/(Expense)	-	(3,252)	-	-	(3,252)
PBT	(4,073)	(4,666)	507	(18,069)	(6,221)
Tax	(415)	662	89	(2,419)	300
Profit after Tax (PAT)	(3,658)	(5,327)	418	(15,651)	(6,521)
Add: Share in Profit / (Loss) of JVs / Associates	(176)	311	166	468	288
PAT from Continuing Operations	(3,834)	(5,017)	584	(15,182)	(6,234)
Add: Profit / (Loss) from Discontinued Operations	(7,371)	3,325	(5,737)	(11,862)	(3,791)
Add: Other Comprehensive Income (OCI)	770	528	(1,322)	3,570	(1,125)
Total Comprehensive Income	(10,435)	(1,164)	(6,476)	(23,474)	(11,150)
Less: Minority Interest (MI)	(1,978)	(1,612)	382	(5,692)	(1,735)
Total Comprehensive Income (Post MI)	(8,457)	448	(6,857)	(17,781)	(9,415)

Annexure B : Delhi Airport (Standalone)



INR mn

Particulars	Q3FY2021	Q2FY2022	Q3FY2022	9MFY2021	9MFY2022
Aero Revenue	1,160	1,364	2,001	2,547	4,442
Non Aero Revenue	3,480	3,746	4,783	8,972	11,825
CPD Rentals	606	1,666	1,356	1,270	4,866
Gross Revenue	5,247	6,776	8,140	12,790	21,133
Less: Revenue Share	951	658	337	1,356	1,812
Net Revenue	4,296	6,118	7,804	11,434	19,321
Operating Expenditure	3,587	2,318	2,329	11,442	6,891
EBITDA	709	3,801	5,475	(9)	12,429
EBITDA margin	16%	62%	70%	0%	64%
Other Income	207	212	521	726	943
Interest & Finance Charges	1,713	2,507	2,088	5,034	6,612
Depreciation	1,227	1,338	1,367	4,387	4,021
Exceptional Income/(Expense) *	-	(3,252)	(199)	-	(3,451)
PBT	(2,025)	(3,084)	2,342	(8,703)	(712)
Tax	(235)	74	(0)	(2,045)	(3)
Profit after Tax (PAT)	(1,789)	(3,158)	2,342	(6,658)	(709)
Other Comprehensive Income (OCI)	437	98	(447)	2,018	(204)
Total Income (Including OCI)	(1,352)	(3,060)	1,896	(4,640)	(912)

Annexure B : Hyderabad Airport (Standalone)



					INR mn
	Q3FY2021	Q2FY2022	Q3FY2022	9MFY2021	9MFY2022
Aero Revenue	872	922	1,327	1,689	2,864
Non Aero Revenue	431	619	919	903	1,942
Gross Revenue	1,304	1,541	2,246	2,592	4,806
Less: Revenue Share	61	70	99	145	217
Net Revenue	1,242	1,470	2,148	2,448	4,588
Operating Expenditure	904	978	1,053	2,690	2,968
EBITDA	338	493	1,095	(242)	1,620
EBITDA margin	27%	33%	51%	-10%	35%
Other Income	270	252	261	1,158	765
Interest & Finance Charges	582	661	660	1,731	1,951
Depreciation	460	558	569	1,396	1,645
PBT	(435)	(474)	127	(2,211)	(1,211)
Tax	(0)	(164)	(32)	1	(487)
Profit after Tax (PAT)	(434)	(311)	159	(2,212)	(724)
Other Comprehensive Income (OCI)	(69)	(4)	(629)	(92)	(546)
Total Income (Including OCI)	(503)	(315)	(470)	(2,304)	(1,270)