GMR Infrastructure Limited



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February 14, 2020

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: Investor Presentation

Please find enclosed herewith investor presentation on the Q3 FY2020 results.

This is for your information and records.

Thanking you,

For GMR Infrastructure Limited

T. Venkat Ramana Company Secretary & Compliance Officer

Encl: as above

Registered Office: Plot No. 301, G Block 7th Floor, Naman Centre Bandra Kurla Complex (Opp. Dena Bank) Bandra (East), Mumbai - 400 051

GAR

Investor Presentation Financial Performance Q3FY20

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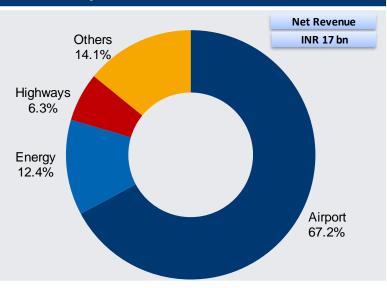
Consolidated Financial

- Net Revenues
 11% YoY
 - Airport business revenues 20% YoY aided by Delhi Airport
- EBITDA 78% YoY on healthy revenue growth
- EBITDA margin 44% in Q3FY20 vs 27% in Q3FY19
- Net Loss after tax ~INR 2.8 bn in Q3FY20 vs INR 5.4 bn in Q3FY19

Q3FY20 operational performance

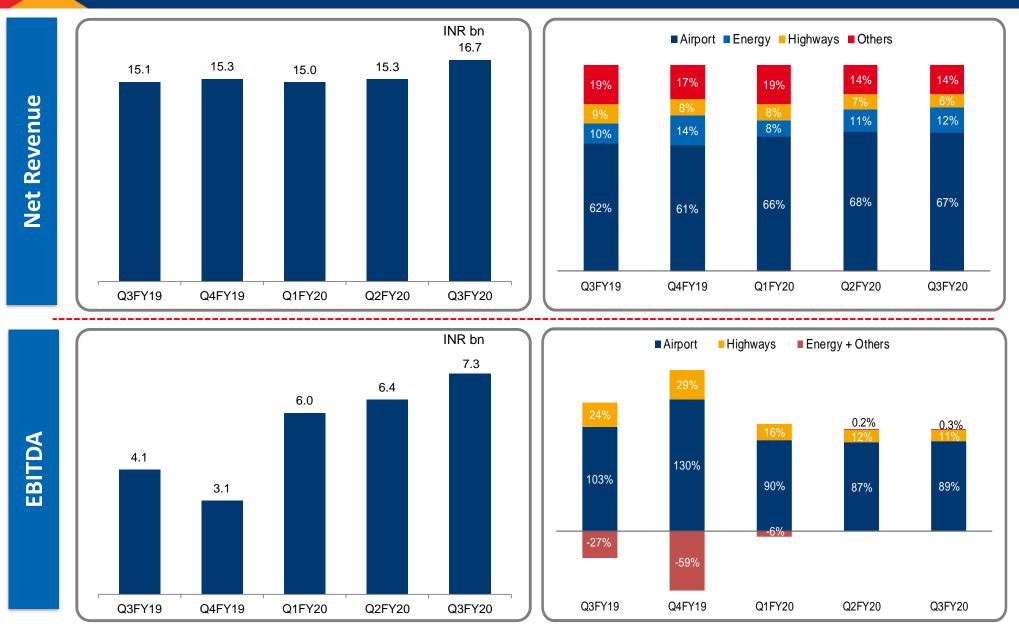
Airports - Traffic	0	Delhi:▲6% at 18.6 mn pax
growth (YoY)	0	Hyderabad: 9% to 5.9 mn pax
		Cebu: ▲8% to 3.1 mn pax
Energy - PLF	0	Warora: 81% vs 75% YoY
	0	Kamalanga: 63% vs 74% YoY
Highways - Traffic	0	Hyderabad-Vijaywada: 🔺7%
growth (YoY)	0	Ambala-Chandigarh: 2%

Airports is key Revenue Driver



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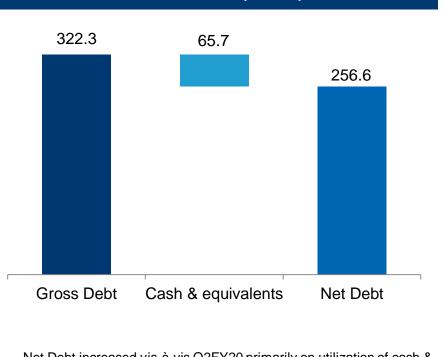
GIL Consolidated – Quarterly Trends



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GIL Consolidated Debt





Gross & Net Debt (INR bn) ^

Energy 10% Highways 10% Others Airport 2% 43% Corporate (Inc. debt for PE Exit) 35%

Net Debt (Sector-wise) ^

Net Debt increased vis-à-vis Q2FY20 primarily on utilization of cash & equivalents for ongoing capex in Airport Business

> Note: Certain loans part of Energy and Others segment till Mar'19 are reclassified as Corporate Debt

Stake sale at Airport Platform and divestment of non-core assets to significantly reduce Corporate Debt

Note : FCCB not considered in debt, ^ As on Dec 2019



Airport Business

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Delhi Airport (DIAL)

- Revenue growth (▲26% YoY)
 - Aero revenue (▲2% YoY) and Non-aero revenue (▲12% YoY)
 - CPD Rentals (▲4x YoY) on revenue recognition for new contracts with Bharti Realty
- Aero revenue growth driven by
 - o Implementation of BAC w.e.f. December 2018
 - Baggage X-ray charges w.e.f from February 2019
- Non-aero revenue aided by growth in
 - Retail incl. Duty Free (12% YoY) Benefit from store expansion and increased spend per pax (SPP)
 - Food & Beverage (▲24% YoY) Driven by pax growth and opening of new stores
- Operational EBITDA (INR 2.9 bn in Q3FY20) ▲14% YoY

Hyderabad Airport (GHIAL)

- Revenue growth of 11% YoY led by aero (▲6% YoY) and non-aero (▲20% YoY)
- Non-aero revenue aided by growth in
 - Ground handling (▲2.9x) Commencement of new ground handlers w.r.t from April'19
 - Car Park (▲38% YoY) Driven by rate increase
 - Retail incl. Duty Free (19% YoY) Led by increased SPP, pax growth and addition of new contracts
- Operational EBITDA 9% YoY driven by revenue growth; Operating expenses 17% due to operation of two new interim terminals

CAL:

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Cebu Airport

- Revenue ▲7% YoY and EBITDA ▲1% YoY in constant currency terms
 - o Tariff reset on commencement of new terminal 2 w.e.f. Jul 1, 2018
 - 7% YoY increase in air traffic movement
 - o Operating expenses ▲21% YoY primarily due to commencement of property tax w.r.t to Terminal 2
- Operating performance in INR aided by ~7.5% YoY depreciation in INR vs PHP
- Profitability declined due to recognition of interest and depreciation charges on operationalization of new terminal

Goa Airport

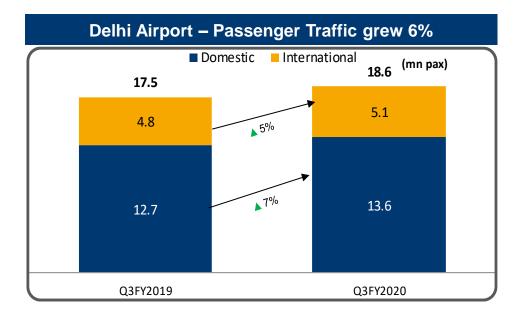
- Supreme Court of India lifted the suspension on Environment Clearance imposed vide its March 29, 2019 Order
- Rehabilitation and resettlement works completed & handed over the houses to Project Affected Families
- Earth works and substructures works for passenger terminal building and ATC are in progress

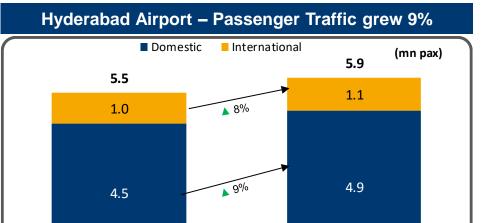
Nagpur Airport

- Received LoA from the Authority
- Concession Agreement to be signed

Airports Business (Q3FY20) - Operational & Financial Highlights GMR

Particulars	Airport Business (Consolidated)			Airport Jalone)	Hyderabad Airport (Standalone)	
	Q3FY2019	Q3FY2020	Q3FY2019	Q3FY2020	Q3FY2019	Q3FY2020
Gross Revenues	13,583	16,152	8,355	10,122	3,694	4,114
Net Revenues	9,348	11,237	4,277	5,383	3,537	3,939
EBITDA ^	5,162	6,707	2,582	2,949	2,565	2,802
PAT	970	1,651	-12	-138	1,820	1,989





Q3FY2020

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(figures in INR mn)

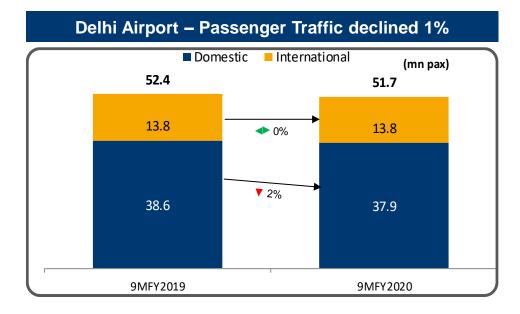
^ Adjusted for revenue share on other income

Q3FY2019

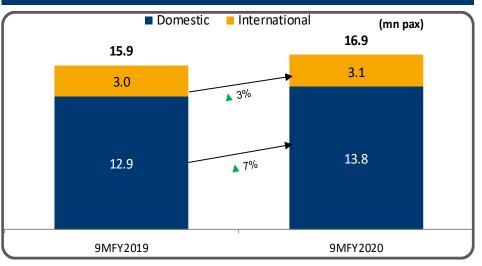
Airports Business (9MFY20) - Operational & Financial Highlights

(figures in INR mn)

Particulars		Airport Business (Consolidated)		Airport alone)	Hyderabad Airport (Standalone)		
	9MFY2019	9MFY2020	9MFY2019	9MFY2020	9MFY2019	9MFY2020	
Gross Revenues	39,206	45,515	24,239	28,690	10,762	11,847	
Net Revenues	26,910	31,419	12,400	15,097	10,305	11,344	
EBITDA ^	14,738	18,699	5,275	8,061	7,590	8,027	
PAT	4,930	5,378	-1,526	36	5,599	5,661	



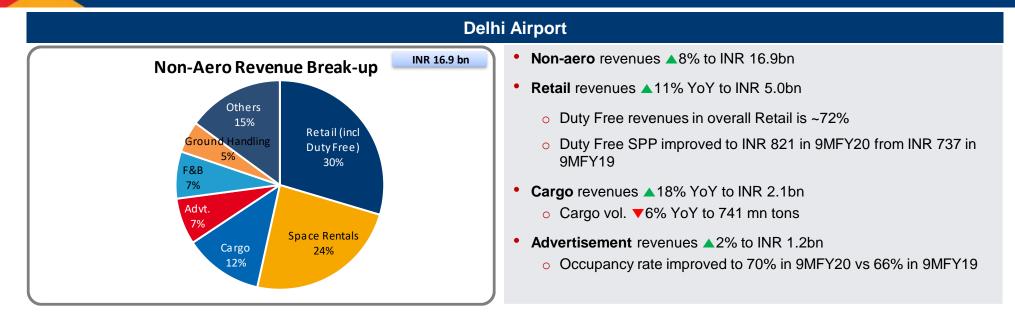
Hyderabad Airport – Passenger Traffic grew 6%

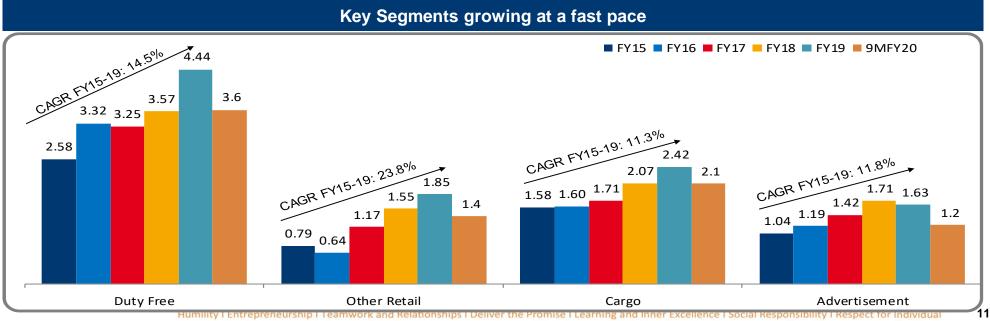


^ Adjusted for revenue share on other income

Delhi Airport - Non-Aero Revenues (9MFY20)

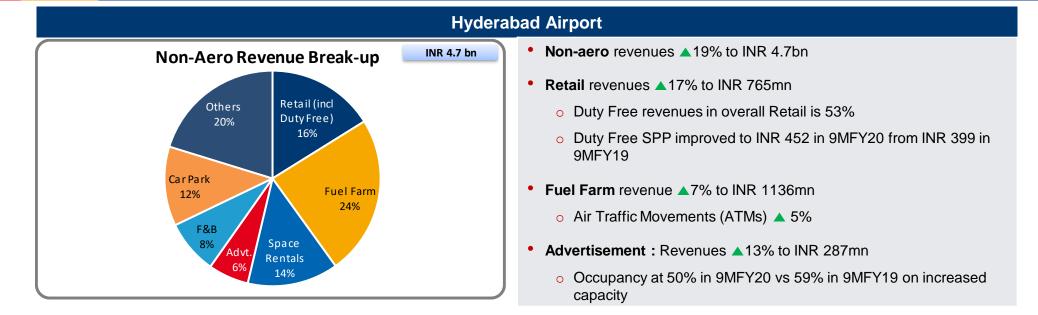




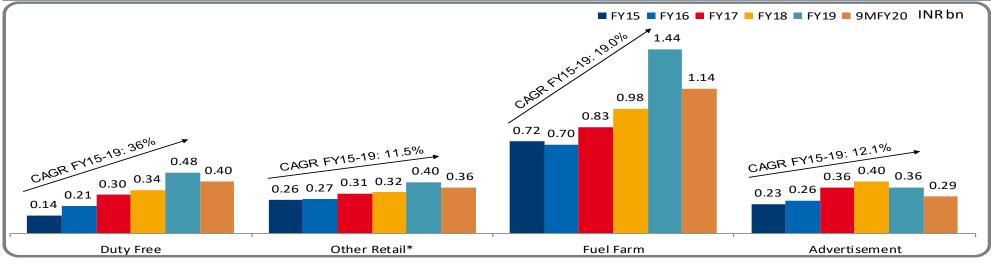


Hyderabad Airport - Non-Aero Revenues (9MFY20)





Key Segments growing at fast pace



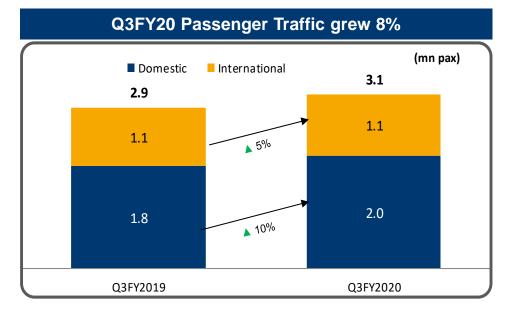
* reclassified data for FY18 and FY19 Humility | Entrepreneurship | Teamwork and Relationships | Deliver the Promise | Learning and Inner Excellence | Social Responsibility | Respect for Individual 12

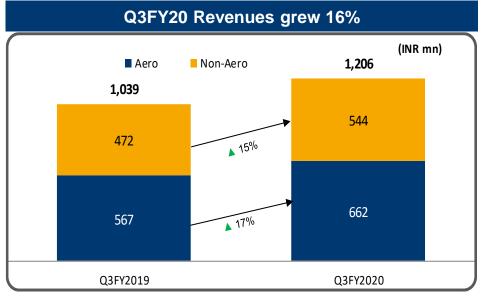
(figures in INR mn)

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INR mn	Constant Currency			nstant Currency Reported				
	Q3FY2019	Q3FY2020	9MFY2019	9MFY2020	Q3FY2019	Q3FY2020	9MFY2019	9MFY2020
Gross Revenues	1,039	1,111	2,649	3,297	1,039	1,206	2,649	3,565
EBITDA	728	733	1,968	2,151	728	796	1,968	2,326
PAT	96	87	1,023	474	96	95	1,023	513

- Pax growth of 8% YoY aided the revenue
- Operating performance in INR aided by ~7.5% YoY depreciation in INR vs PHP
- Profitability declined mainly due to recognition of interest cost and depreciation charges on operationalization of T2



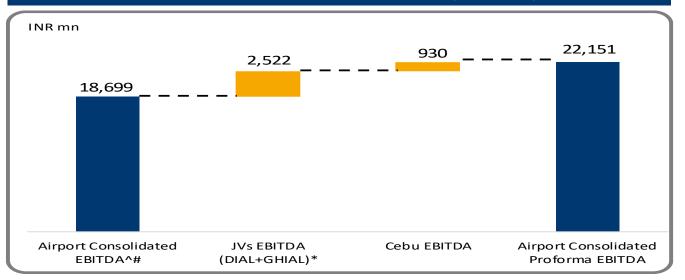


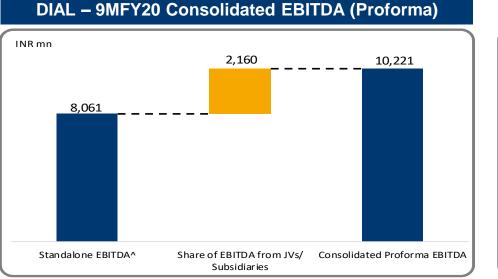
Note: Financials are at 100% level

Significant Contribution of JVs and Subsidiaries

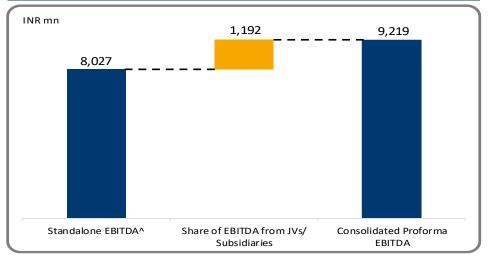


GAL – 9MFY20 Consolidated EBITDA (Proforma)





GHIAL – 9MFY20 Consolidated EBITDA (Proforma)



^ Adjusted for revenue share on other income; # also include airport subsidiaries; * also includes share of JVs EBITDA where GAL has direct ownership Humility | Entrepreneurship | Teamwork and Relationships | Deliver the Promise | Learning and Inner Excellence | Social Responsibility | Respect for Individual



Energy Business

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Warora Power Project

- Revenue
 10% YoY
 - PLF improved to 80.8% from 75.3% YoY
- EBITDA 26% YoY aided by improved PLF
- Cash profit of INR 660 mn vs. INR 352 mn in Q3FY19

Kamalanga Power Project

- PLF (63.2% vs. 74.0% YoY) due to strike in Mahanadi Coal Fields
 - Oct'19 PLF was impacted by strike in coal mine
 - PLF recovered to 74% during Nov'19 to Dec'19 period
- Revenue normalized for arrears ▼16% YoY due to low PLF
 - Arrears of INR 1 bn accounted in Q3FY20
- Cash profit of INR 1 bn vs. INR 1.15 bn in Q3FY19

GMR Energy Ltd (GEL) - Operational & Financial Highlights

(figures in INR mn)

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Particulars	GEL Cons Profe		War	ora	Kama	langa	So	lar
	Q3FY19	Q3FY20	Q3FY19	Q3FY20	Q3FY19	Q3FY20	Q3FY19	Q3FY20
Revenue	11,072	11,541	4,721	5,187	6,242	6,261	140	130
EBITDA	3,799	3,968	1,326	1,669	2,469	2,368	130	120
Interest	3,040	3,046	1,008	1,017	1,420	1,406	60	50
PAT	842	(336)	(143)	214	387	220	10	20
PLF %			75%	81%	74%	63%	18%	16%
	9MFY19	9MFY20	9MFY19	9MFY20	9MFY19	9MFY20	9MFY19	9MFY20
Revenue	29,820	30,230	13,114	13,801	16,420	16,160	410	400
EBITDA	9,122	9,838	3,900	4,329	5,282	5,598	380	370
Interest	9,134	9,108	3,096	3,082	4,254	4,218	200	160
PAT	(618)	(5,208)	(30)	(2,367)	112	(688)	20	50
PLF %			70%	79%	75%	63%	17%	16%

• Q3FY20 revenues includes arrears INR 1 bn (Kamalanga); 9MFY19 revenues includes (a) arrears INR 564 mn (Warora) and INR 510 mn (Kamalanga) and (b) revenue reversal of INR 1.4 bn (Kamalanga); 9MFY20 revenues includes (a) arrears INR 1.32 bn (Kamalanga)

Kamalanga is a JV of GEL but considered 100% of Kamalanga financials for GEL Consolidated Proforma

• Net Debt (excluding Bajoli Holi Project under construction) : INR 82 bn



(figures in INR mn)

Particulars	Golden Energy Mines							
Farticulars	Q3FY2019	Q3FY2020	9MFY2019	9MFY2020				
Sales Vol. (mn tons)	6.6	7.4	17.0	20.8				
Revenues	19,797	18,897	51,468	53,310				
EBITDA	2,942	1,805	9,469	6,127				
Net Interest	42	126	40	432				
PAT	2,036	750	6,589	3,294				

- Production
 18% YoY to 8.1 mn tons in Q3FY20
- Sales volumes ▲ 12% YoY in Q3FY20
- Realisation ▼ 19% YoY to USD 35/ton in Q3FY20 from USD 43/ton
- Reduced Per ton Costs by 14% YoY to USD32/ton in Q3FY20
- EBITDA per ton ▼ ~48% YoY in Q3FY20 mainly due to drop in coal prices





Thank You

For further information, please visit Website: <u>www.gmrgroup.in</u> or Contact: <u>investor.relations@gmrgroup.in</u>





Annexures

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Particulars	No.
Checklist of Companies : Ind AS Consolidation and Change in Accounting Policy	А
Profitability Statement (Consolidated)	В
Financial Performance	
Airport Sector (Consolidated)	С
 Delhi Airport (Standalone) 	D
 Hyderabad Airport (Standalone) 	E
Energy Sector (Consolidated)	F
Warora (Standalone)	G
Kamalanga (Standalone)	н
PT GEMS (Indonesian Coal Mine)	I
Highways Sector (Consolidated)	J



Segment	Companies	
	Delhi Airport	Yes
	Hyderabad Airport	Yes
	Mactan – Cebu Airport	No
Airports	Goa Airport	Yes
	DIAL JVs (excl Car Park JV)	No
	GHIAL JVs (excl Advertisement JV)	Yes
	GMR Airports Ltd	Yes
	GMR Energy Ltd (Standalone)	
Energy	Projects under GMR Energy Ltd - Warora, Kamalanga, Vemagiri, Solar, Hydro projects	No
	Indonesian Coal Mines	
	Chhattisgarh	
	Rajahmundry	
Highwovo	GMR Highways Ltd	Yes
Highways	All road projects	Yes

Note: Profit/(Loss) from companies not consolidated is included in Profit/(Loss) of JVs / Associates

Annexure B : Profitability Statement (Consolidated)

					INR mn
	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Gross Revenue	19,578	20,182	21,965	56,093	62,068
Less: Revenue Share	4,518	4,911	5,232	13,120	15,015
Net Revenue	15,060	15,270	16,733	42,973	47,053
Total Expenditure	10,938	8,842	9,410	29,117	27,312
EBITDA	4,122	6,429	7,324	13,857	19,740
EBITDA margin	27%	42%	44%	32%	42%
Other Income	1,620	1,461	1,012	4,088	4,610
Interest & Finance Charges	7,194	8,270	8,584	18,985	24,977
Depreciation	2,444	2,467	2,597	7,335	7,669
PBT before exceptional items	(3 <i>,</i> 895)	(2,847)	(2,845)	(8,375)	(8,295)
РВТ	(3 <i>,</i> 895)	(2 <i>,</i> 847)	(2,845)	(8 <i>,</i> 375)	(8,295)
Тах	30	106	188	(827)	855
Profit after Tax (PAT)	(3,925)	(2 <i>,</i> 953)	(3,033)	(7,548)	(9,150)
Add: Share in Profit / (Loss) of JVs / Associates	(1,493)	(1,620)	242	(3 <i>,</i> 590)	(1,564)
PAT from Continuing Operations	(5,418)	(4 <i>,</i> 573)	(2,792)	(11,138)	(10,713)
Add: Profit / (Loss) from Discontinued Operations	(193)	(12)	(16)	987	(40)
Add: Other Comprehensive Income (OCI)	2,452	(340)	284	2,923	1,892
Total Comprehensive Income	(3,158)	(4,925)	(2,523)	(7,228)	(8,861)
Less: Minority Interest (MI)	1,425	824	861	2,226	3,471
Total Comprehensive Income (post MI)	(4,583)	(5 <i>,</i> 748)	(3,384)	(9,453)	(12,332)

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Annexure C : Airport Business (Consolidated)

					INR mn
	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Aero Revenue	4,806	4,846	4,984	13,930	14,525
Non Aero Revenue	8,407	8,546	9,749	23,738	26,559
CPD Rentals	370	1,555	1,419	1,537	4,431
Gross Revenue	13,583	14,947	16,152	39,206	45,515
Less: Revenue Share	4,235	4,623	4,914	12,296	14,096
Net Revenue	9,348	10,324	11,237	26,910	31,419
Operating Expenditure	5,106	4,703	4,732	13,972	13,912
EBITDA	4,242	5,620	6 <i>,</i> 505	12,938	17,508
EBITDA margin	45%	54%	58%	48%	56%
Other Income	1,408	1,233	629	3,414	3,508
Interest & Finance Charges	3,078	3,019	3,626	7,652	9,815
Depreciation	2,065	2,119	2,198	6,226	6,495
РВТ	507	1,715	1,311	2,474	4,705
Тах	(51)	57	157	(1,029)	691
Profit after Tax (PAT)	557	1,659	1,153	3,503	4,014
Add: Share in Profit / (Loss) of JVs / Associates	412	495	497	1,427	1,364
PAT (After share in JVs/Associates)	970	2,154	1,651	4,930	5,378

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Annexure D : Delhi Airport (Standalone)

	GA	2
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					INR mn
Particulars	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Aero Revenue	2,539	2,471	2,582	7,147	7,418
Non Aero Revenue	5,471	5,232	6,138	15,649	16,893
CPD Rentals	345	1,586	1,402	1,443	4,378
Gross Revenue	8,355	9,290	10,122	24,239	28,690
Less: Revenue Share	4,078	4,457	4,739	11,839	13,593
Net Revenue	4,277	4,832	5,383	12,400	15,097
Operating Expenditure	2,606	2,735	2,625	8,897	8,197
EBITDA	1,671	2,097	2,758	3,503	6,899
EBITDA margin	39%	43%	51%	28%	46%
Other Income	1,334	792	469	3,210	2,776
Interest & Finance Charges	1,582	1,623	1,803	4,709	5,040
Depreciation	1,573	1,562	1,587	4,817	4,695
РВТ	(149)	(297)	(162)	(2,814)	(59)
Тах	(137)	(345)	(24)	(1,287)	(95)
Profit after Tax (PAT)	(12)	48	(138)	(1,526)	36
Other Comprehensive Income (OCI)	1,359	60	(182)	(400)	1,020
Total Income (Including OCI)	1,347	107	(320)	(1,926)	1,055
Operational EBITDA	(Adjusted for	revenue sha	<mark>re on other</mark> i	income)	
Reported EBITDA	1,671	2,097	2,758	3,503	6,899
Revenue share on Other Income (@45.99%)	360	319	189	1,222	779
SEIS Income	550	143	1	551	383
Operational EBITDA	2,582	2,560	2,949	5,275	8,061

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Annexure E : Hyderabad Airport (Standalone)

					INR mn
	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY202
Aero Revenue	2,267	2,374	2,402	6,785	7,106
Non Aero Revenue	1,427	1,546	1,712	3,976	4,741
Gross Revenue	3,694	3,920	4,114	10,762	11,847
Less: Revenue Share	157	166	175	457	50
Net Revenue	3,537	3,754	3,939	10,305	11,34
Operating Expenditure	981	1,131	1,148	2,742	3,34
EBITDA	2,556	2,623	2,791	7,563	7,99
EBITDA margin	72%	70%	71%	73%	70
Other Income	293	276	305	788	85
Interest & Finance Charges	442	545	541	1,303	1,61
Depreciation	353	407	430	994	1,25
РВТ	2,053	1,948	2,126	6,054	5,99
Tax	233	104	136	454	32
Profit after Tax (PAT)	1,820	1,843	1,989	5,599	5,66
Other Comprehensive Income (OCI)	21	37	62	949	1,27
Total Income (Including OCI)	1,841	1,880	2,051	6,548	6,93
Operational EBITDA (Adjusted for n	evenue sha	re on other	income)	
Reported EBITDA	2,556	2,623	2,791	7,563	7,99
Revenue share on Other Income (@4%)	10	10	11	27	3
Operational EBITDA	2,565	2,633	2,802	7,590	8,02

Humility I Entrepreneurship I Teamwork and Relationships I Deliver the Promise I Learning and Inner Excellence I Social Responsibility I Respect for Individual

GAR

INR	mn

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	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Gross Revenue	1,457	1,676	2,072	3,968	4,911
Operating Expenditure	1,309	1,869	2,132	4,356	5,284
EBITDA	148	(193)	(60)	(388)	(373)
EBITDA margin	10%	-12%	-3%	-10%	-8%
Other Income	54	280	185	178	683
Interest & Fin Charges	851	975	766	1,988	2,902
Depreciation	9	18	(0)	26	26
РВТ	(658)	(906)	(640)	(2,223)	(2,618)
Taxes	75	25	34	93	114
Profit after Tax (PAT)	(732)	(931)	(674)	(2,316)	(2,732)
Less: Minority Interest		-	-		
Add: Share in Profit / (Loss) of JVs / Associates	(1,957)	(2,225)	(347)	(5,081)	(3,207)
PAT (After share in JVs/Associates)	(2,689)	(3,156)	(1,021)	(7,397)	(5,939)

INR mn

Particulars	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Total Revenue	4,721	3,885	5,187	13,114	13,801
Fuel - Consumption	2,746	2,021	2,790	7,477	7,556
Other Expenses	648	589	728	1,738	1,915
EBITDA	1,326	1,275	1,669	3,900	4,329
EBITDA margin	28%	33%	32%	31%	31%
Other Income	33	54	8	244	97
Interest & Finance Charges	1,008	1,026	1,017	3,096	3,082
Depreciation	295	302	306	879	907
PBT	57	1	354	169	436
Taxes	200	2,606	140	199	2,803
РАТ	(143)	(2,606)	214	-30	(2,367)

Note: Financials are at 100% level

INR mn

Particulars	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Total Revenue	6,242	4,356	6,261	16,420	16,160
Fuel - Consumption	3,088	2,026	2,936	9,117	7,754
Other Expenses	686	805	957	2,021	2,808
EBITDA	2,469	1,524	2,368	5,282	5 <i>,</i> 598
EBITDA margin	40%	35%	38%	32%	35%
Other Income	100	101	40	1,364	263
Interest & Finance Charges	1,420	1,420	1,406	4,254	4,218
Depreciation	762	780	782	2,279	2,331
PBT	387	(575)	220	113	(688)
Taxes	1	1	(1)	0	0
PAT	387	(576)	220	112	(688)

Note: Financials are at 100% level

INR mn

Particulars	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Production (mn tons)	6.9	5.4	8.1	16.0	20.7
Sales Volumes (mn tons)	6.6	5.8	7.4	17.0	20.8
Gross Revenue	19,797	15,433	18,897	51,468	53,310
Total Expenditure	16,855	13,663	17,091	41,999	47,183
EBITDA	2,942	1,770	1,805	9,469	6,127
EBITDA margin	15%	11%	10%	18%	11%
Interest & Finance Charges (net)	42	177	126	40	432
Depreciation	166	191	327	562	690
PBT	2,733	1,402	1,352	8 <i>,</i> 867	5,005
Taxes	698	417	601	2,277	1,711
ΡΑΤ	2,036	985	750	6 <i>,</i> 589	3,294

Note: Financials are at 100% level; GMR owns 30% stake

Annexure J : Highway Business (Consolidated)

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					INR mn
	Q3FY2019	Q2FY2020	Q3FY2020	9MFY2019	9MFY2020
Gross Revenue	1,672	1,414	1,376	4,464	4,300
Less: Revenue Share	283	288	317	824	919
Net Revenue	1,389	1,127	1,059	3,640	3,381
Operating Expenses	384	332	265	1,270	850
EBITDA	1,005	794	794	2,370	2,531
EBITDA margin	72%	70%	75%	65%	75%
Other Income	38	63	36	123	235
Interest & Finance Charges	1,188	1,114	1,057	3,427	3,248
Depreciation	231	228	242	677	708
РВТ	(376)	(485)	(469)	(1,610)	(1,190)
Taxes	37	40	5	109	83
Profit after Tax (PAT)	(413)	(525)	(474)	(1,719)	(1,273)