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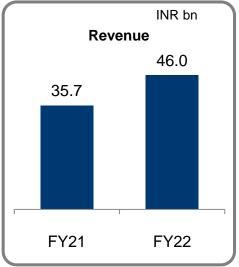
#### **GIL Performance Highlights – FY22**

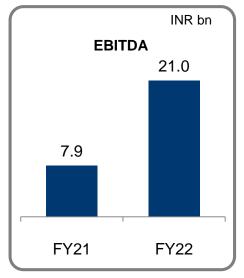


#### **Consolidated Financials**

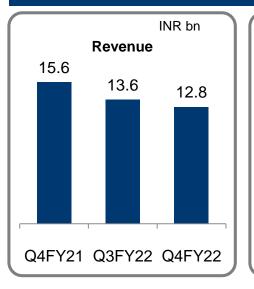
- Gross Revenues:
  - ✓ ▲ 29% YoY to INR 46.0 bn in FY22
  - ✓ ▼ 6% QoQ; ▼ 17% YoY to INR 12.8 bn in Q4FY22
- EBITDA
  - ✓ ▲ 2.7x YoY to INR 21.0 bn in FY22
  - ✓ **25%** QoQ; **32%** YoY to INR 5.3 bn in Q4FY22
- Net profit after tax<sup>1</sup>
  - ✓ Loss of INR 7.5 bn in FY22 vs. loss of INR 12.4 bn in FY21
  - ✓ Loss of INR 1.3 bn in Q4FY22 vs profit of INR 584 mn in Q3FY22 and profit of INR 2.8 bn in Q4FY21

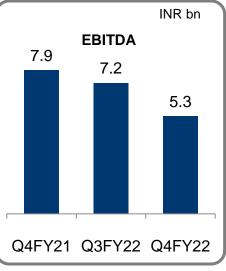






#### **Q4FY22**

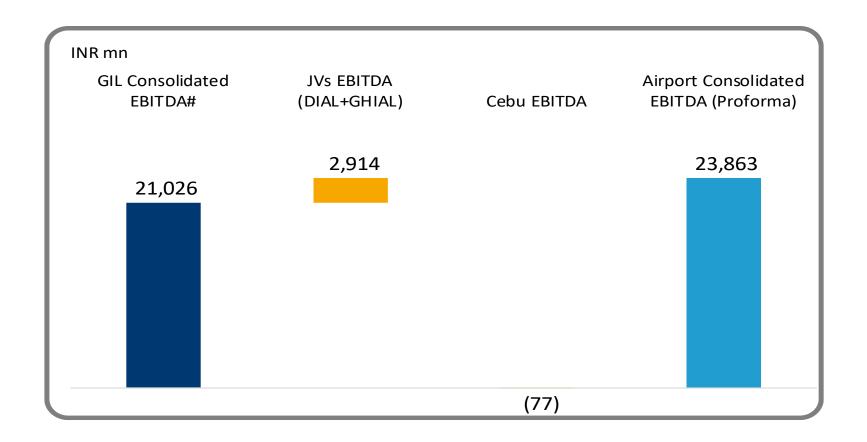




<sup>1</sup> from continuing operations

#### **GIL Consolidated EBITDA (Proforma) – FY22**

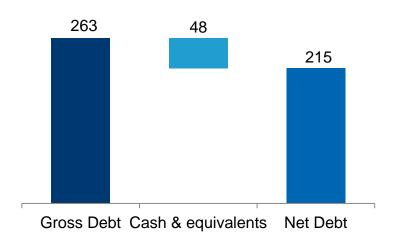




#### Consolidated Airport EBITDA (Proforma) is INR 23.9 bn



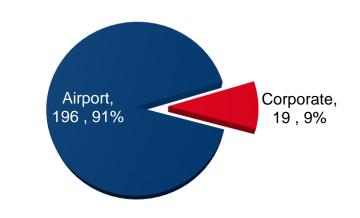




Net Debt increased QoQ mainly due to utilization of cash for capex and repayment of debt

✓ Cash reduced from INR 63 bn as of Dec 31, 2021 to INR 48 bn as of Mar 31, 2022

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



- Delhi Airport INR 87 bn
- Hyderabad Airport INR 56 bn

Note: FCCB of INR 1.8 bn not considered in debt, ^ As on Mar 31, 2022





#### **Key Highlights - FY22**



#### **Traffic**

- Strong domestic traffic recovery in Delhi and Hyderabad Airports to near 100% of pre-Covid levels
- Restrictions on International flights lifted on March 27, 2022

#### Capex

- Goa airport construction in full swing inauguration planned in August 2022
- Delhi and Hyderabad Airports expansion works progressing as per schedule

## Portfolio Expansion

- Won concession for operating Medan Airport, Indonesia
- Supreme Court upholds Bombay High Court judgement granting concession rights of Nagpur Airport to GMR Airport

#### Regulatory

- AERA issued CP3 tariff order for Hyderabad Airport on August 31, 2021
  - ✓ INR 480 INR 750 per domestic departing pax vs earlier INR 281 per departing pax
- ✓ INR 700 INR 1500 per international departing pax vs earlier INR 393 per departing pax

#### **Others**

- Delhi Airport starts payment of Monthly Annual Fee to AAI from start of FY23
- Delhi Airport CPD Commercial office transaction restructured and executed with Bharti Realty
- Crete GMR's equity fully funded; State grant received in full

#### **Covid Timeline in Indian Aviation**



Apr- Jun 2020 📍

Jul-Sep 2020

Oct-Mar 2021

Apr- May 2021

**Jun-Dec 2021** 

**Jan-Apr 2022** 

## Complete Lockdown

- Domestic flight resumption starting May 25<sup>th</sup>
- 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 2<sup>nd</sup> 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</li>
- 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 3<sup>rd</sup> Wave

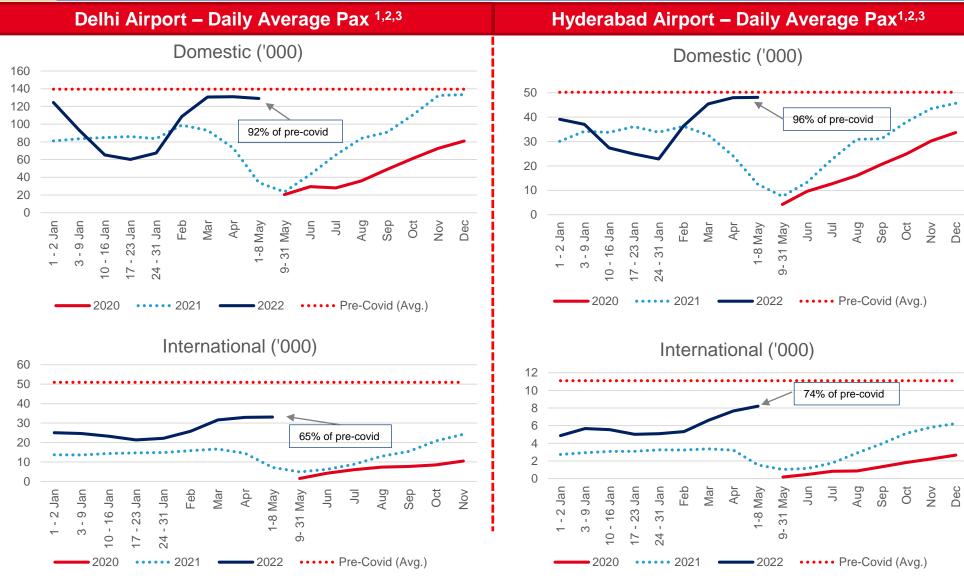
- New daily COVID cases @ ~300K in Jan 2022; down to ~1K in Mar. 22
- Domestic daily traffic recovers to ~90-100% levels in Apr'22
- Restrictions on Int. scheduled flights removed; traffic at ~50-60% pre-Covid levels



Strong traffic recovery seen post 3<sup>rd</sup> wave; all major pandemic time restrictions removed

#### Pax Traffic Recovering Strongly Post 3rd Covid Wave





Note: 1). %ages of pre-Covid levels and are non-adjusted gross numbers; 2). Pre-covid benchmark to average daily traffic for the entire FY20 (excluding March 2020); 3). Govt had allowed 33% capacity for the airlines till Jun 25, 2020 and increased to 45% till Sep 2, 2020, 60% till Nov 11, 2020, 70% till Dec 3, 2020 and 80% till 31 May 2021. Jun 1, 2021 onwards cap reduced to 50% and revised to 65% in Jul 5, 2021, 72.5% in Aug 12, 2021. Restriction for domestic flight lifted on Oct 18, 2021. Scheduled International Operations began on March 27, 2022.

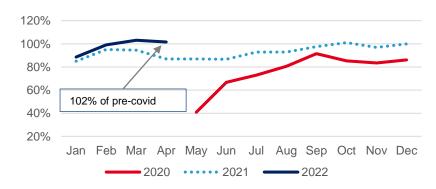


#### **Cargo Traffic unfazed by Covid Waves**



#### Hyderabad Airport<sup>1</sup>

% of pre-Covid



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

- Scheduled international operations began on March 27, 2022
- More international airlines resume pre-COVID flights with India
- Significant population in various countries is fully vaccinated. Eg. USA 66%, UK 74%, Canada 83%, Germany 78%, France 79%, Globally ~61%
- 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
- Possible 4th wave impact may be limited as economic and air traffic recovery post 2nd and 3rd waves were rapid

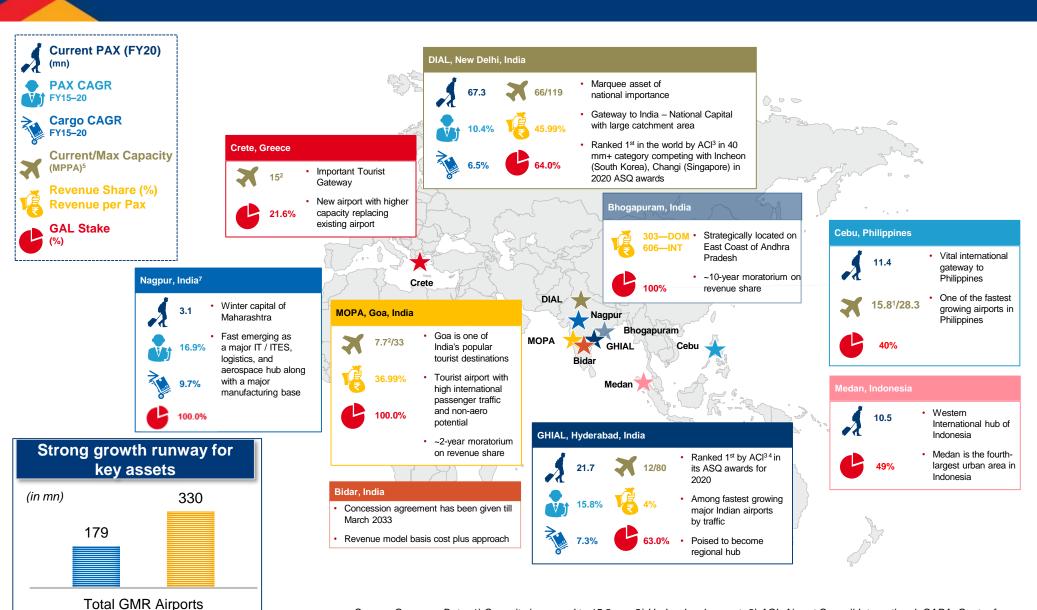




**Our Assets** 

#### **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





## **Domestic Airports**



#### **Delhi Airport (DIAL)**

- Traffic ▼13% QoQ (▲23% YoY) to 11.9 mn pax. Q4FY22 impacted by third covid wave
- Gross Revenue (▼2% QoQ, ▼30% YoY) to INR 8.0 bn
  - Aero revenue (▼8% QoQ, ▲26% YoY)
  - Non-aero revenue (▼1% QoQ, ▲25% YoY)
    - ✓ Retail incl. Duty Free (▼5% QoQ, ▲60% YoY)
  - CPD Rentals (▲5% QoQ, ▼77% YoY). YoY down as FY21 Ind AS 116 revenue was recorded in Q4FY21 only
- EBITDA of INR 4.7 bn in Q4FY22 (vs INR 5.5 bn in Q3FY22, INR 6.8 bn in Q4FY21)
- As an interim arrangement, DIAL and AAI entered into a Settlement Agreement for the payment of Monthly Annual Fee w.e.f from April 2022 prospectively.
- 77 domestic destinations connected as on Mar'22 (vs. 72 pre-covid). On international, 49 destinations are connected (vs. 78 pre-covid)
- Overall progress achieved 60.8% as on March 31, 2022 w.r.t expansion project
- Awards
  - ACI World's "Voice of Customer" recognition for second time in a row
  - "Best Airport by Size and Region" in Asia- Pacific by ACI under its Airport Service Quality (ASQ) programme for the fourth consecutive year
  - "Aviation Sustainability and Environment Award" and "Covid Champion Award" in Wings India 2022



#### **Hyderabad Airport (GHIAL)**

- Traffic ▼14% QoQ (▲13% YoY) to 3.8 mn pax. Q4FY22 impacted by third covid wave
- Gross Revenue (▼14% QoQ, ▲6% YoY) to INR 1.9 bn
  - Aero revenue (▼10% QoQ, ▲9% YoY)
  - Non-aero revenue (▼19% QoQ, ▲2% YoY)
    - ✓ Retail incl. Duty Free (▼7% QoQ, ▲69% YoY)
- EBITDA of INR 593 mn in Q4FY22 (vs INR 1.1 bn in Q3FY22, INR 773 mn in Q4FY21)
- 70 domestic destinations connected (vs. pre-Covid level of 55). 16 International destinations connected in line with Pre-Covid time.
- Overall progress achieved 73% as on March 31, 2022
- Awards:
  - 'Best Airport General Category' at Wings India Awards 2022
  - ACI Voice of Customer Recognition for 2021
  - "Gold Award" at the Telangana State Energy Conservation Awards 2020 & "Excellence Award" in 2021
  - Best Airport by Size and Region (15 to 25 mn passengers per year in Asia-Pacific)

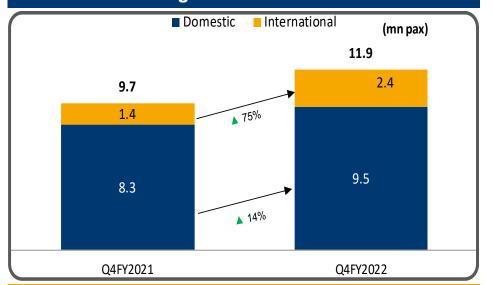
#### **Operational & Financial Highlights YoY - Q4FY22**



(figures in INR mn)

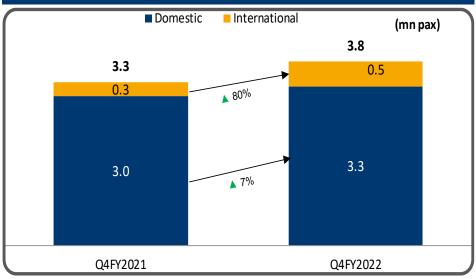
		Delhi Airport (Standalone)		Hyderabad Airport (Standalone)			
Particulars	Q4FY2021	Q3FY2022	Q4FY2022	Q4FY2021	Q3FY2022	Q4FY2022	
Net Revenues	9,420	7,804	7,893	1,739	2,148	1,845	
EBITDA	6,841	5,475	4,706	773	1,095	593	
Interest	1,927	2,088	2,012	637	660	634	
PAT	3,484	2,342	883	701	159	(357)	

#### Delhi – Passenger Traffic increased 23% YoY



Traffic decreased from 13.8 Mn in Q3FY22 to 11.9 Mn in Q4FY22

#### Hyderabad – Passenger Traffic increased 13% YoY



Traffic decreased from 4.3 Mn in Q3FY22 to 3.8 Mn in Q4FY22

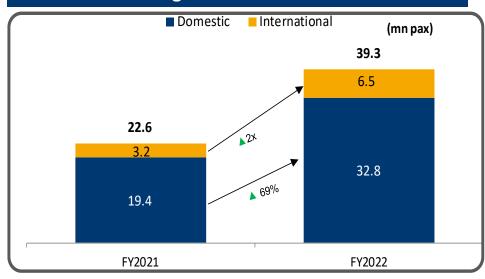
#### **Operational & Financial Highlights YoY - FY22**



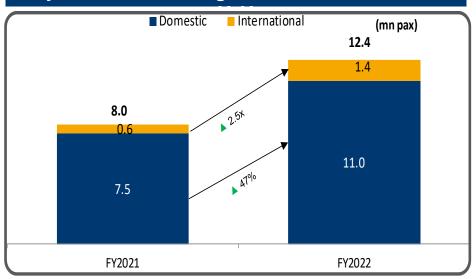
(figures in INR mn)

	Delhi <i>A</i> (Stand	Airport alone)		ad Airport lalone)
Particulars	FY2021	FY2022	FY2021	FY2022
Net Revenues	20,854	27,214	4,187	6,434
EBITDA	6,832	17,137	531	2,213
Interest	6,961	8,625	2,367	2,585
PAT	(3,174)	177	(1,511)	(1,081)

#### **Delhi – Passenger Traffic increased 74% YoY**



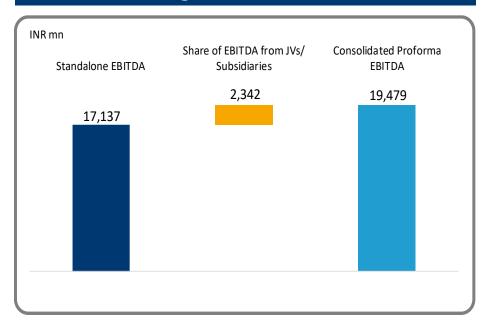
#### **Hyderabad – Passenger Traffic increased 54%**



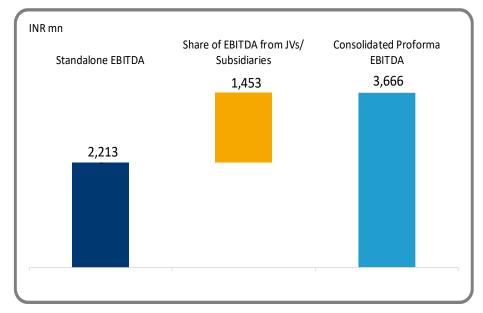
## Consolidated EBITDA (Proforma) – FY22 Significant Contribution of JVs and Subsidiaries



#### **Delhi – Passenger Traffic increased 74% YoY**



#### **Hyderabad – Passenger Traffic increased 54%**



#### **Consolidated Airport EBITDA (Proforma)**

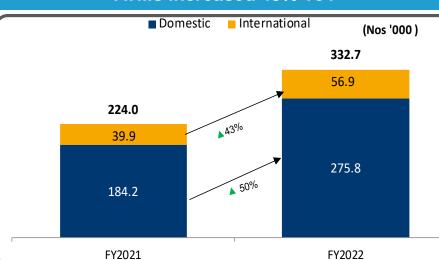
- Delhi Airport is INR 19.5 bn
- Hyderbad Airport is INR 3.7 bn

#### **Significant Improvement in Key Parameters**





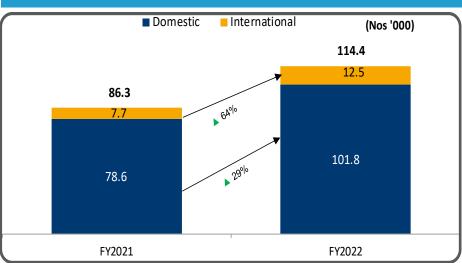
#### ATMs increased 48% YoY



Destinations	Pre-COVID	FY22	
Domestic	72	77	
International	78	49	
Yield/ Pax (INR)	FY20	FY22	
Aero*	141	159	
Non-Aero**	328	421	

## Hyderabad Airport

#### ATMs increased 33% YoY

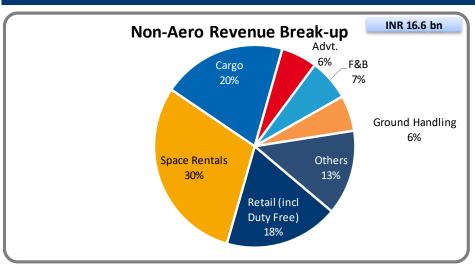


Destinations	Pre-COVID	FY22	
Domestic	55	70	
International	16	16	
Yield/ Pax (INR)	FY20	FY22	
Aero*	521	327	
Non-Aero**	182	216	

Note: \*Aero revenue/ total passengers; \*\*Non-aero revenues/ total passengers; For Hyderabad Airport FY20 aero tariff was based on ad-hoc tariff

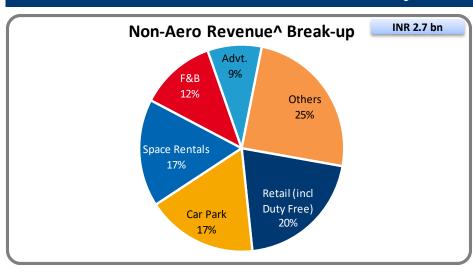


#### **Delhi Airport**



- Non-aero revenues ▲30% to INR 16.6bn
- Retail revenues ▲2.3x YoY to INR 3bn
  - Duty Free SPP increased to INR 990 in FY22 from INR 848 in FY21
- Cargo revenues ▲11% YoY to INR 3.3bn
  - Cargo vol. ▲25% YoY to 0.924 mn tons
- Advertisement revenues ▲89% YoY to INR 953mn
  - Site occupancy rate increased to 51% in FY22 vs 35% in FY21

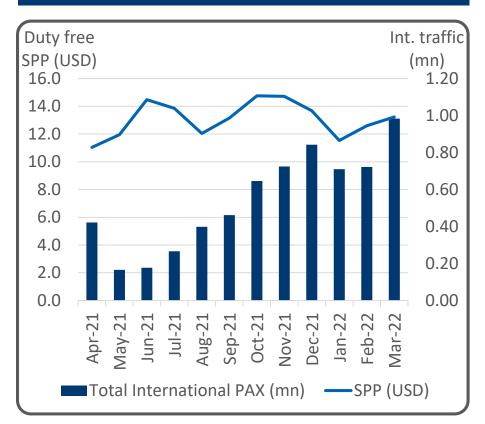
#### **Hyderabad Airport**



- Non-aero revenues ▲ 64% to INR 2.7bn
- Retail revenues ▲2.4x to INR 551mn
  - Duty Free SPP at INR 605 in FY22 vs. INR
     610 in FY21
- Car-Park revenue ▲95% to INR 469mn
- Advertisement : Revenues ▲74% to INR 230mn
  - Occupancy at 46% in FY22 vs 35% in FY21

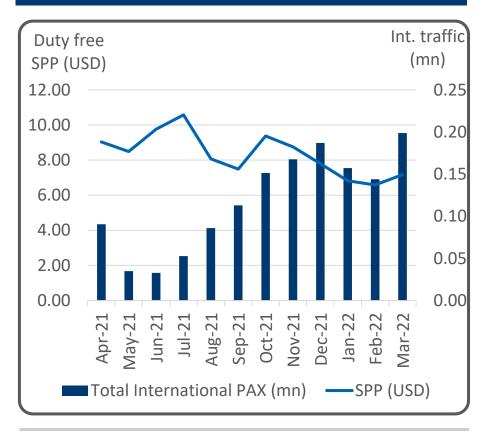


#### **Delhi Airport**



- DIAL Duty free SPP for FY22 at ~13 USD at ~50% of pre-Covid international traffic level
- Pre-Covid SPP was ~11-12 USD

#### **Hyderabad Airport**



- GHIAL Duty free SPP for FY22 at ~8 USD at ~50% of pre-Covid international traffic level
- Pre-Covid SPP was ~6-7 USD



#### **Goa Airport**

- Construction & Development work is in full swing at multiple locations and the Airport is expected to be inaugurated during August 2022
- Achieved physical progress of 72% as of March 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

#### **Bhogapuram Airport**

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

#### **Nagpur Airport**

 Supreme Court upholds Bombay High Court's judgement granting of concession rights of Nagpur Airport to GMR Airport





## International Airports



#### **Cebu Airport (Phillipines)**

- Traffic ▲98% QoQ (▲3.8x YoY) to 0.56 mn pax
- Revenue (▲55% QoQ, ▲81% YoY) in constant currency terms
  - Pax growth ▲98% QoQ, ▲3.8x YoY; Air traffic movement ▲67% QoQ, ▲2.6x YoY
  - Operating expenses ▼3% QoQ, ▼13% YoY
- 23 domestic destinations connected (vs. pre-Covid level of 24). 8 International destinations connected (vs. pre-Covid level of 21)
- Domestic daily pax near 50% of pre-Covid level; international at 7% in April 2022

#### **Cebu Airport - Operational & Financial Highlights**

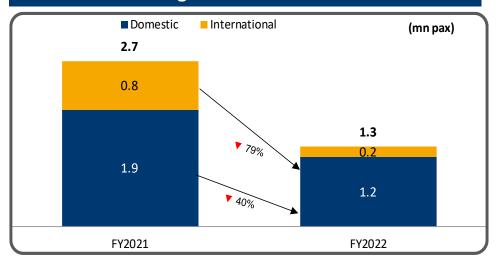


(figures in INR mn)

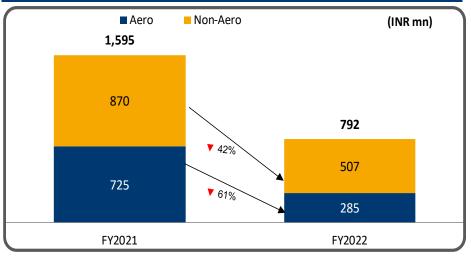
		Co	nstant Curre	ency		Reported				
INR mn	Q4FY2021	Q3FY2022	Q4FY2022	FY2021	FY2022	Q4FY2021	Q3FY2022	Q4FY2022	FY2021	FY2022
Revenues	159	186	289	1,595	787	159	181	279	1,595	792
EBITDA	(126)	(69)	40	251	(192)	(126)	(67)	39	251	(194)
PAT	(625)	(878)	(487)	(1,763)	(2,020)	(625)	(853)	(470)	(1,763)	(2,032)

- Q4FY22 Revenue (▲55% QoQ, ▲81% YoY) in constant currency terms
  - Pax growth ▲98% QoQ, ▲3.8x YoY; Air traffic movement ▲67% QoQ, ▲2.6x YoY
  - Operating expenses ▼3% QoQ, ▼13% YoY

#### **FY22 Passenger Traffic declined 52% YoY**



#### **FY22** Revenues declined 50% YoY



Note: Financials are at 100% level



#### **Crete Airport (Greece)**

- Project is fully funded mainly through State Grant which is already received and Airport Modernisation & Development Tax. It is a debt free Project
- Earthworks are progressing in multiple fronts of Runway, Apron, Terminal Building and Access Roads along with flood protection and drainage works
- ~11% financial progress is achieved with completion of ~76% of earthworks in airport area and 30% earthworks in access roads as of March 31, 2022

#### **Medan Airport (Indonesia)**

- Received Letter of Award; Project scope includes operation, development and expansion of the airport over a period of 25 years
- Handled more than 10 mn pax in 2018; Medan is the 4<sup>th</sup> largest urban area in the country
- GMR will hold 49% in SPV while remaining 51% will be held by AP2
- Team mobilization and preparations started to ensure SPV starts operating the airport by the start of Q2FY23

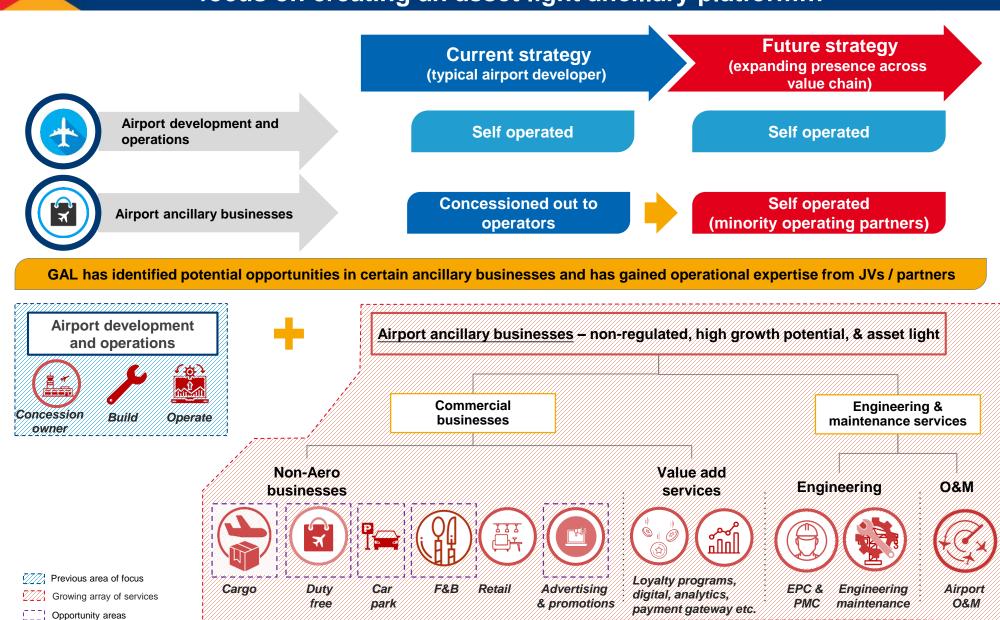




## **Well Placed to Build on Adjacencies**

## Building on its existing capabilities, GAL plans to focus on creating an asset light ancillary platform...





already identified and ongoing

# ...in a phased manner targeting opportunities across both own network as well as external airports



#### GAL platform growth strategy – significant progress made across all 3 phases



Phase 1: Platform building



Phase 2:
Own / network airports



Phase 3: External opportunities

Build and scale ancillary business platforms with presence across the airport value chain

- ✓ Duty free platform
- ✓ Car park platform
- ✓ Cargo platform
- ✓ F&B business platform
- ✓ Retail business platform

Scale platform presence across own + network airports

- ✓ Won the non-aero master concession bid for the upcoming Goa airport
- Won the bid for the cargo business at the upcomingGoa airport

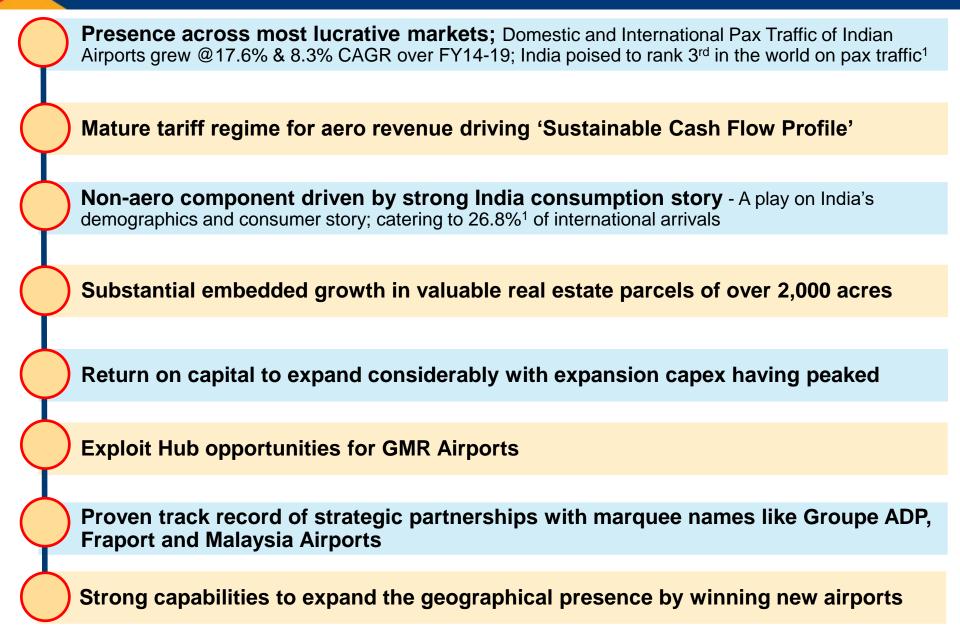
Expand presence to external and open market opportunities

- ✓ Operating the duty free business at Kannur airport
- ✓ GMR Engineering and

  Management Services won
  an IT infrastructure bid for an
  airport in Kuwait

#### **Poised for Breakout Growth as a Pure Airport Player**









### **ESG Practices**

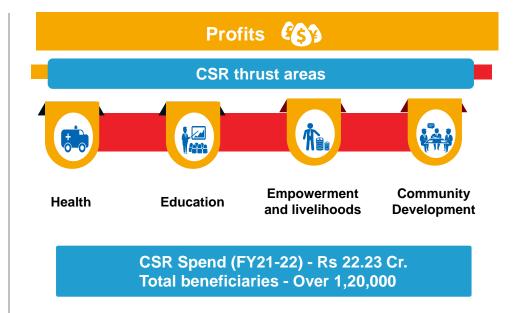


#### **Environment**

- 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 UNFCCC for Clean Development Mechanism for energy efficient measures.
- DIAL has achieved LEED NC Gold and IGBC Platinum for Terminal 3 green building.
- DIAL has also achieved PEER Platinum as the first Airport globally.
- DIAL is the first Airport in the world to achieve ISO 50001 for Energy Management System
- DIAL received ACI Asia-Pacific Green Airport recognition 2021-Platinum Level, for Air Quality Management
- GHIAL's Terminal Building is certified for "Leadership in Energy & Environmental Design" (LEED) "silver rating" by US Green Building Council.
- GHIAL has been accredited with Carbon Neutral Level 3+ certification successfully by ACI
- GHIAL has received ACI Asia-Pacific Green Airports Recognition 2021- Gold Level, for Air Quality Management
- Both the Airports has installed onsite solar power plants (7.84 MW for DIAL and 10 MW for GHIAL)
- Both the airports have achieved Airport Council International (ACI)
   Airport Health Accreditation

#### People \*\*\*

- Learning and Development
  - There were 259 business organized training and 127 corporate trainings conducted in FY22
  - 40,374 work hours of training provided covering 2125 unique permanent employees in the FY 2021-22, with 83% coverage



#### 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

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#### **Annexures**





Particulars				
Profitability Statement (Consolidated)				
Financial Performance				
<ul> <li>Delhi Airport (Standalone)</li> </ul>	В			
<ul> <li>Hyderabad Airport (Standalone)</li> </ul>	С			

#### **Annexure A : Profitability Statement (Consolidated)**



					INR mn
	Q4FY2021	Q3FY2022	Q4FY2022	FY2021	FY2022
Gross Revenue	15,556	13,641	12,836	35,660	46,007
Less: Revenue Share	2,107	438	206	3,608	2,240
Net Revenue	13,449	13,203	12,630	32,052	43,767
Total Expenditure	5,593	6,048	7,289	24,173	22,741
EBITDA	7,856	7,155	5,342	7,879	21,026
EBITDA margin	58%	54%	42%	25%	48%
Other Income	1,421	737	1,034	4,307	3,584
Interest & Finance Charges	3,898	5,240	5,278	18,030	20,187
Depreciation	2,015	2,144	2,598	8,861	8,894
PBT before exceptional items	3,364	507	(1,501)	(14,705)	(4,471)
Exceptional Income/(Expense)	-	-	(631)	-	(3,883)
PBT	3,364	507	(2,132)	(14,705)	(8,353)
Tax	(445)	89	(423)	(2,863)	(123)
Profit after Tax (PAT)	3,809	418	(1,709)	(11,842)	(8,230)
Add: Share in Profit / (Loss) of JVs / Associates	(1,059)	166	419	(591)	707
PAT from Continuing Operations	2,750	584	(1,290)	(12,433)	(7,523)
Add: Profit / (Loss) from Discontinued Operations	(9,983)	(5,737)	-	(21,845)	(3,791)
Add: Other Comprehensive Income (OCI)	(1,594)	(1,322)	(3,436)	1,976	(4,561)
Total Comprehensive Income	(8,828)	(6,476)	(4,725)	(32,301)	(15,875)
Less: Minority Interest (MI)	(33)	382	(1,871)	(5,725)	(3,606)
Total Comprehensive Income (Post MI)	(8,795)	(6,857)	(2,854)	(26,576)	(12,269)

#### **Annexure B : Delhi Airport (Standalone)**



					INR mn
Particulars	Q4FY2021	Q3FY2022	Q4FY2022	FY2021	FY2022
Aero Revenue	1,453	2,001	1,832	4,000	6,274
Non Aero Revenue	3,810	4,783	4,755	12,782	16,580
CPD Rentals	6,183	1,356	1,421	7,453	6,287
Gross Revenue	11,445	8,140	8,008	24,235	29,141
Less: Revenue Share	2,025	337	115	3,381	1,927
Net Revenue	9,420	7,804	7,893	20,854	27,214
Operating Expenditure	2,579	2,329	3,187	14,022	10,077
EBITDA	6,841	5,475	4,706	6,832	17,137
EBITDA margin	73%	70%	60%	33%	63%
Other Income	260	521	490	986	1,433
Interest & Finance Charges	1,927	2,088	2,012	6,961	8,625
Depreciation	1,302	1,367	1,862	5,688	5,883
Exceptional Income/(Expense)	-	(199)	(334)	-	(3,784)
PBT	3,872	2,342	988	(4,831)	278
Tax	388	(0)	104	(1,657)	101
Profit after Tax (PAT)	3,484	2,342	883	(3,174)	177
Other Comprehensive Income (OCI)	(720)	(447)	(1,786)	1,298	(1,990)
Total Income (Including OCI)	2,764	1,896	(903)	(1,876)	(1,813)

#### **Annexure B : Hyderabad Airport (Standalone)**



					INR mn
	Q4FY2021	Q3FY2022	Q4FY2022	FY2021	FY2022
Aero Revenue	1,092	1,327	1,190	2,781	4,054
Non Aero Revenue	728	919	741	1,631	2,683
Gross Revenue	1,820	2,246	1,931	4,412	6,737
Less: Revenue Share	81	99	86	225	303
Net Revenue	1,739	2,148	1,845	4,187	6,434
Operating Expenditure	966	1,053	1,252	3,656	4,220
EBITDA	773	1,095	593	531	2,213
EBITDA margin	44%	51%	32%	13%	34%
Other Income	276	261	285	1,434	1,050
Interest & Finance Charges	637	660	634	2,367	2,585
Depreciation	503	569	554	1,898	2,199
PBT	(90)	127	(309)	(2,300)	(1,521)
Tax	(791)	(32)	48	(790)	(440)
Profit after Tax (PAT)	701	159	(357)	(1,511)	(1,081)
Other Comprehensive Income (OCI)	(279)	(629)	(1,168)	(370)	(1,714)
Total Income (Including OCI)	423	(470)	(1,525)	(1,881)	(2,795)