



GMR Airports Infrastructure Limited

(formerly know as GMR Infrastructure Ltd.)

Investor Presentation

Q3FY2023





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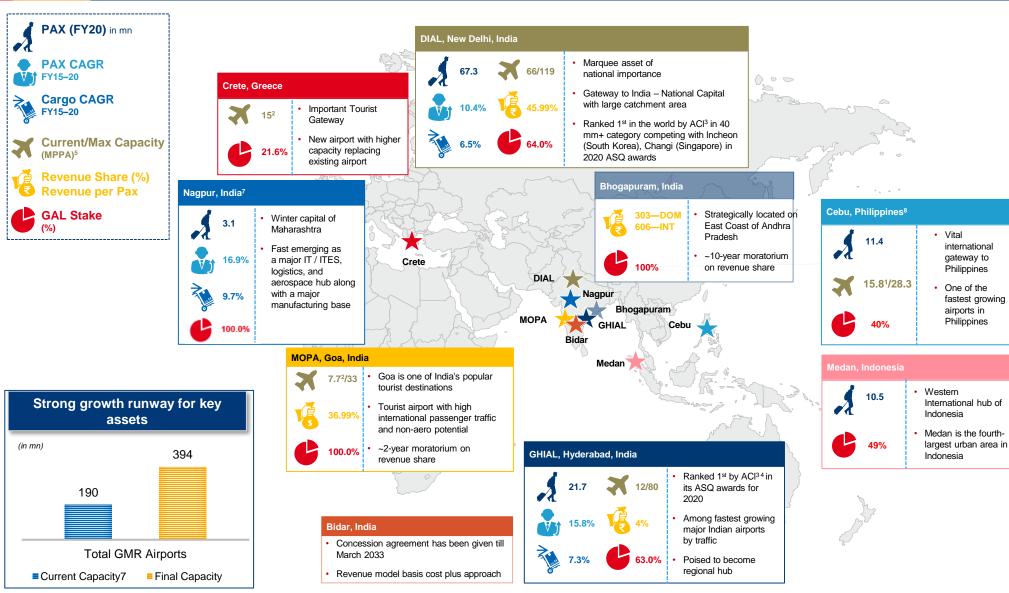
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Our Assets

Portfolio of World Class Assets





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 Airport traffic is not considered, GMR has won the bid but not taken over the operations yet. 8) Business divested but will operate as the Technical Services Provider until December 2026







Revenue



INR 17.7 bn

- ▲ 29% YoY
- ▲ 11% QoQ

Pax Traffic¹



25.8 mn

- ▲ 37% YoY
- ▲ 14% QoQ

Aero YPP²



INR 197

- ▲ 7% YoY
- **▼** 5% QoQ

Net Debt



INR 250 bn

Flat QoQ

EBITDA



INR 5.3 bn

- ▼ 26% YoY
- ▲ 12% QoQ

ATMs ('000)1



181.5

- ▲ 21% YoY
- ▲ 7% QoQ

Non-Aero IPP³



INR 351

- ▲ 11% YoY
- **▼** 1% QoQ

Capex Progress⁴



Delhi - 79.5%

Hyd – 80.8%

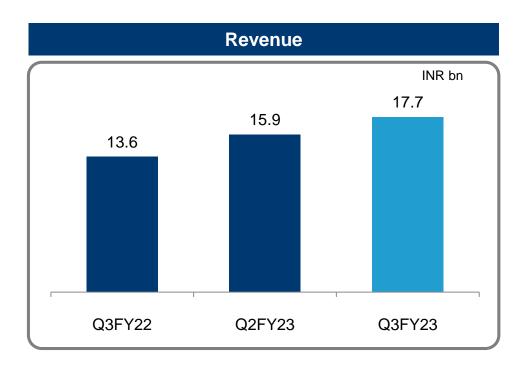
Goa - 97.9%

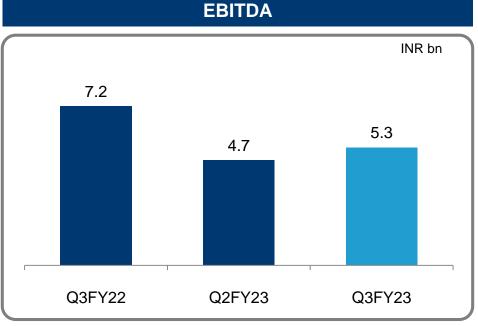
- 1. Includes Delhi, Hyderabad, Cebu and Medan. For comparison purpose considered Medan's operation for full quarter
- 2. Aero Yield Per Pax = Aero Revenue of Delhi and Hyderabad ÷ Pax of Delhi and Hyderabad
- 3. Non-Aero Income Per Pax = Non-aero Revenue of Delhi and Hyderabad ÷ Pax of Delhi and Hyderabad



Consolidated Financials

- Gross Revenues:
 - ✓ ▲11% QoQ; ▲29% YoY to INR 17.7 bn in Q3FY23
- EBITDA
 - ✓ ▲12% QoQ; ▼26% YoY to INR 5.3 bn in Q3FY23. YoY declined mainly due to commencement of revenue share payment to AAI in Delhi Airport from April 2022
- Net profit after tax¹
 - ✓ Profit of INR 1.0 bn in Q3FY23 vs loss of INR 2.0 bn in Q2FY23 and profit of INR 584 mn in Q3FY22

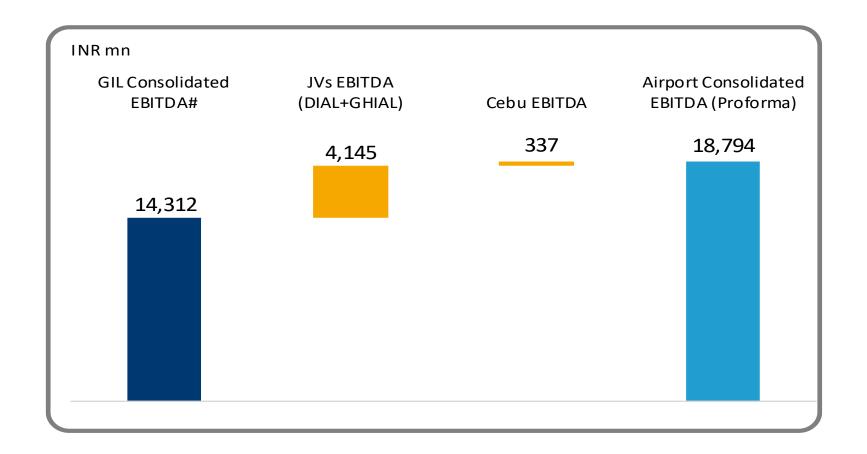




¹ from continuing operations

GIL Consolidated EBITDA (Proforma) – 9MFY23

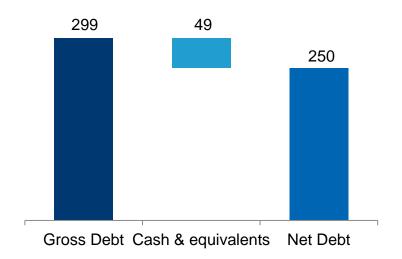




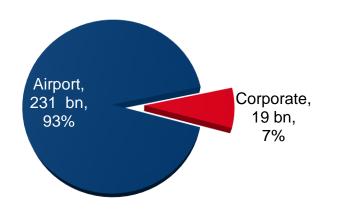
Consolidated Airport EBITDA (Proforma) is ~INR 19 bn



Gross & Net Debt ^ (INR bn)



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



- Delhi Airport INR 111 bn
- Hyderabad Airport INR 66 bn

Note: FCCB of INR 2.0 bn not considered in debt, ^ As on December 31, 2022





Key Highlights – Q3FY23



Traffic

- Domestic traffic up 13% YoY and 18% YoY in Delhi and Hyderabad respectively in Q3FY23
- International traffic up 95% YoY and 78% in Delhi and Hyderabad respectively in Q3FY23

Capex

- COD achieved; Domestic operations at Mopa Airport commenced from January 5, 2023
- Delhi, Hyderabad and Crete Airports expansion works progressing as per schedule

Deleveraging

- Received ~ INR 13.9 bn for divestment of our stake in Cebu Airport
- Will continue to operate as the Technical Services Provider until December 2026 and is entitled to additional deferred consideration based on the performance of Cebu

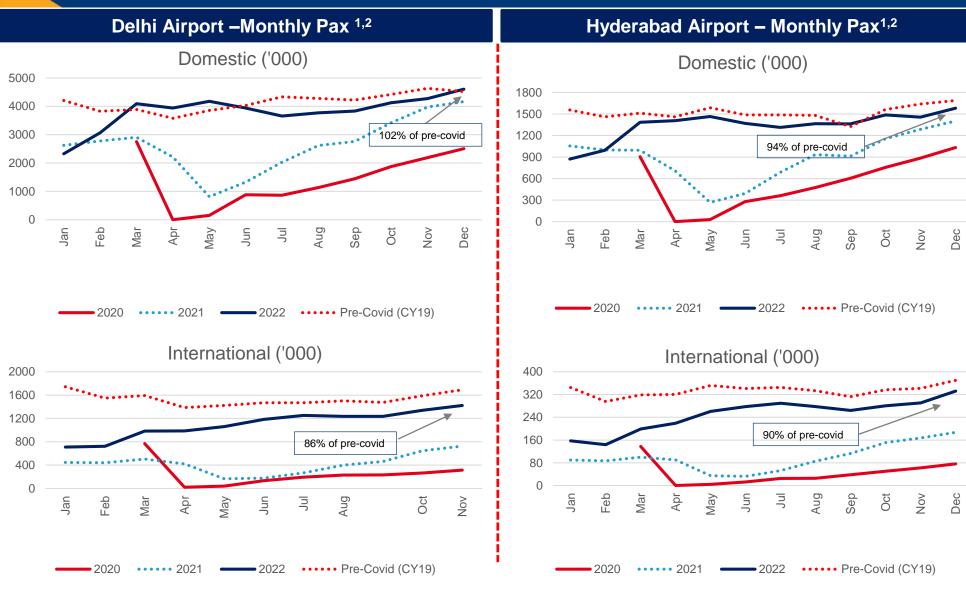
Partnership

- Financial partnership with NIIF for investing equity capital in three airport projects including Mopa (Goa) and Bhogapuram (Visakhapatnam, Andhra Pradesh) airports
- NIIF's primary investment of INR 6.31 bn in the form of CCD in Mopa Airport

Fund Raise

- Hyderabad Airport raised INR 11.5 bn via NCD
- Utilisation of proceeds for partial refinancing of existing ECB Bonds of ~ USD140 mn

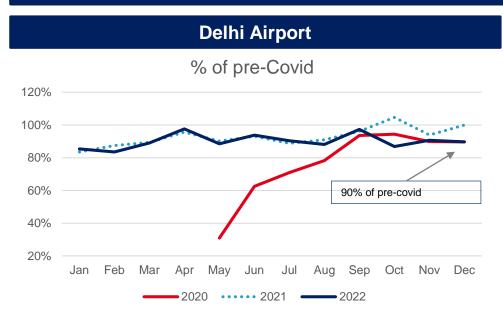


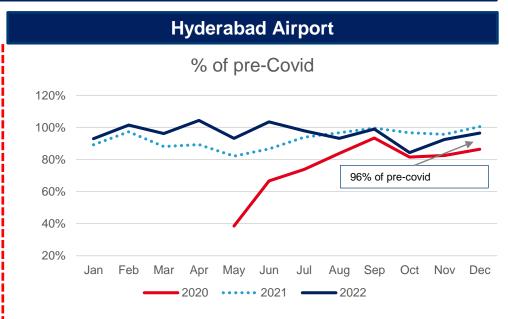


Note: 1) Pre-covid benchmark to monthly traffic for the FY20; 2). Govt had allowed 33% capacity for the airlines till Jun 25, 2020 and increased to 45% till Sep 2, 2020, 60% till Nov 11, 2020, 70% till Dec 3, 2020 and 80% till 31 May 2021. Jun 1, 2021 onwards cap reduced to 50% and revised to 65% in 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 business traffic





Traffic to gain further momentum with addition of routes and airline capacity



Asset Wise Performance





Domestic Airports

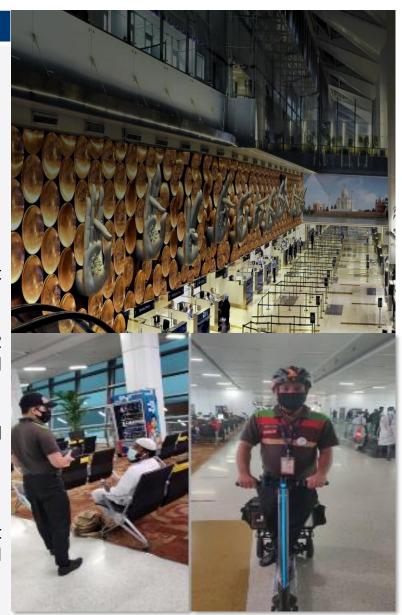


Delhi Airport (DIAL)

- Traffic ▲16% QoQ; ▲26% YoY to 17 mn pax
- Gross revenue ▲ 10% QoQ; ▲ 30% YoY to INR 10.6 bn
 - Aero revenue ▲10% QoQ; ▲21% YoY
 - Non-aero revenue ▲13% QoQ; ▲41% YoY
 - ✓ Retail incl. Duty Free ▲21% QoQ; ▲84% YoY
 - CPD Rentals flat QoQ; ▲3% YoY
- EBITDA of INR 3.0 bn in Q3FY23 vs INR 2.3 bn in Q2FY23, INR 5.5 bn in Q3FY22. YoY declined mainly due to commencement of revenue share payment to AAI from April 2022
- 79 domestic destinations connected as on December'22 (vs. 72 pre-covid). On international, 62 destinations are connected (vs. 78 pre-covid)
- Overall progress achieved 79.5% as on December 31, 2022 and 81.6% as on January 31, 2023 w.r.t expansion project

Awards

- Busiest Airport of FY22 and Best Sustainable Airport at "Assocham 14th International Conference cum Awards on Civil Aviation"
- ASQ score for Q3FY23 maintained at 5





Hyderabad Airport (GHIAL)

- Traffic ▲11% QoQ; ▲25% YoY to 5.4 mn pax
- Gross revenue ▲12% QoQ; ▲46% YoY to INR 3.3 bn
 - Aero revenue ▲9% QoQ; ▲55% YoY
 - Non-aero revenue ▲17% QoQ; ▲33% YoY
 - ✓ Retail incl. Duty Free ▲43% QoQ; ▲2.1x YoY
- EBITDA of INR 1.4 bn in Q3FY23 vs INR 1.7 bn in Q2FY23, INR 1.1 bn in Q3FY22
- 64 domestic destinations connected (vs. pre-Covid level of 55).
 17 International destinations connected (vs. pre-Covid level of 16)
- Overall progress achieved 80.8% as on December 31, 2022 and 82% as on January 31, 2023 w.r.t expansion project
- Awards:
 - Gold Recognition at the CII Excellence Summit for Business Excellence journey
 - ASQ score for Q3FY23 maintained at 5



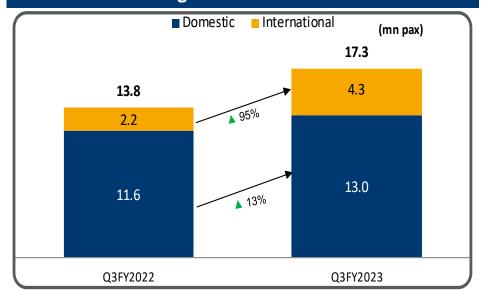
Operational & Financial Highlights YoY – Q3FY23



(figures in INR mn)

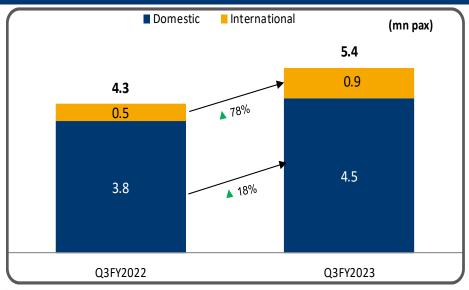
D (1)		Delhi Airport (Standalone)		Hyderabad Airport (Standalone)			
Particulars	Q3FY2022	Q2FY2023	Q3FY2023	Q3FY2022	Q2FY2023	Q3FY2023	
Net Revenues	7,804	5,120	5,588	2,148	2,804	3,135	
ЕВПОА	5,475	2,296	2,981	1,095	1,656	1,403	
Interest	2,088	2,021	2,067	660	752	919	
PAT	2,342	(990)	(672)	159	423	102	

Delhi – Passenger Traffic increased 26% YoY



Traffic increased from 15.0 Mn in Q2FY23 to 17.3 Mn in Q3FY23

Hyderabad – Passenger Traffic increased 25% YoY



Traffic increased from 4.9 Mn in Q2FY23 to 5.4 Mn in Q3FY23

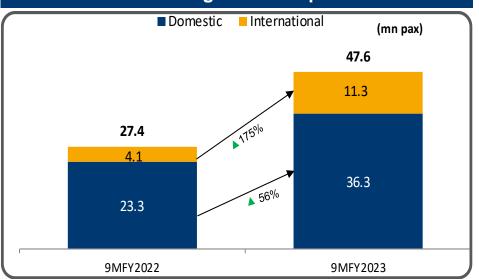
Operational & Financial Highlights YoY – 9MFY23



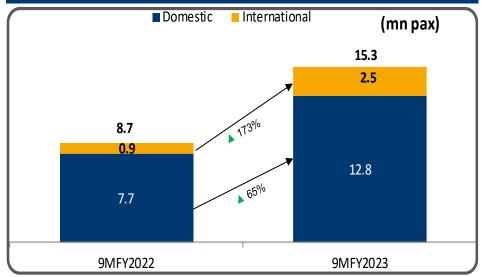
(figures in INR mn)

Davida Jana		Airport Ialone)	Hyderabad Airpor (Standalone)		
Particulars	9MFY2022	9MFY2023	9MFY2022	9MFY2023	
Net Revenues	19,321	15,559	4,588	8,567	
EBITDA	12,429	7,430	1,620	4,631	
Interest	6,612	6,013	1,951	2,338	
PAT	(709)	(2,041)	(724)	905	

Delhi – Passenger Traffic up 73% YoY

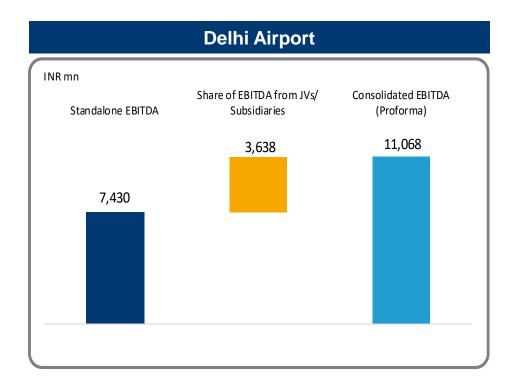


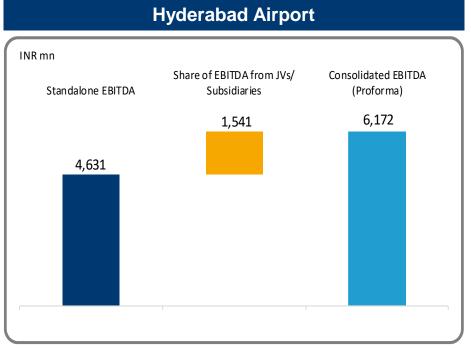
Hyderabad – Passenger Traffic up 77% YoY



Consolidated EBITDA (Proforma) – 9MFY23





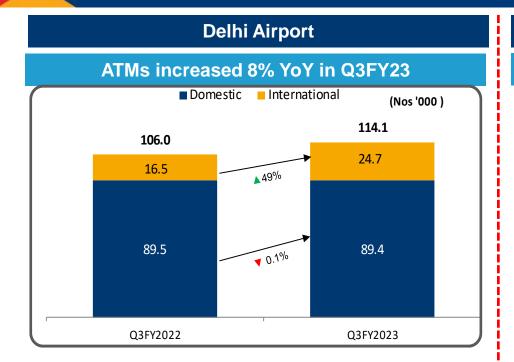


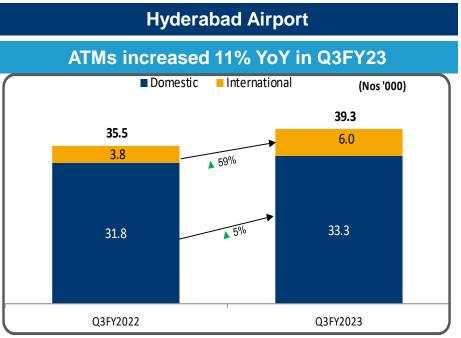
Consolidated Airport EBITDA (Proforma)

- Delhi Airport is INR 11.1 bn
- · Hyderabad Airport is INR 6.2 bn

Significant Improvement in Key Parameters







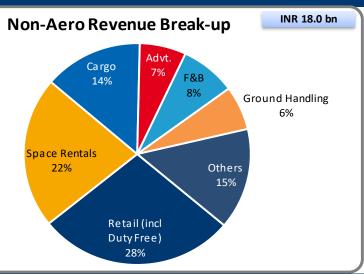
Significant Improvement in Destination Connected

Destinations	Pre-COVID	Q3FY23
Domestic	72	79
International	78	62

Destinations	Pre-COVID	Q3FY23
Domestic	55	64
International	16	17

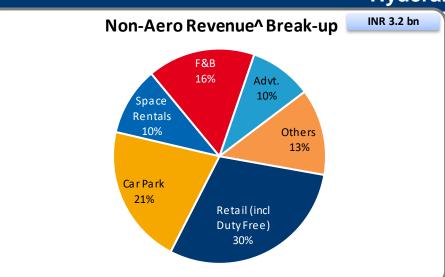






- Non-aero revenues ▲52% to INR 18.0bn
- Retail revenues ▲2.5x YoY to INR 5.1bn
 - Duty Free SPP at INR 996 in 9MFY23 vs INR 1017 in 9MFY22
- Cargo revenues ▲2% YoY to INR 2.5bn
 - Cargo vol. ▼ 4% YoY to 0.677 mn tons
- Advertisement revenues ▲1.9x YoY to INR 1.2bn
 - Site occupancy rate at 51% in 9MFY23 vs 53% in 9MFY22

Hyderabad Airport



- Non-aero revenues ▲66% to INR 3.2 bn
- Retail revenues ▲2.6x to INR 960mn
 - Duty Free SPP at INR 606 in 9MFY23 vs INR 648 in 9MFY22
- Car-Park revenue ▲ 2.1x to INR 677mn
- Advertisement : Revenues ▲ 2.1x to INR 305mn
 - Occupancy at 48% in 9MFY23 vs 45% in 9MFY22



Goa Airport

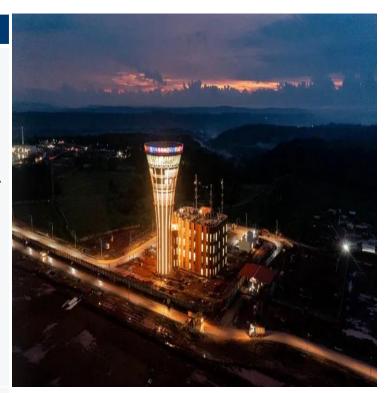
- COD achieved; commenced full fledged Domestic Flight Operations from January 5, 2023
 - IndiGo, Akasa, GoAir, Spicejet and Vistara are already operational
- Multi Year Tariff Proposals for first control period filed to AERA and received Ad-hoc Tariff order - INR 450 per departing domestic passenger and INR 1100 per departing international passenger
- The Ad-hoc tariff is applicable up to March 31, 2023 or the determination of final tariff whichever is earlier
- Letter of Award for construction of expressway (NH 166S) connecting NH 66 to Mopa Airport is awarded; expected to be operational by Sep 2023

Bhogapuram Airport (Visakapatnam, Andhra Pradesh)

- EOI for EPC received and RFP is expected to be issued in Feb 2023
- Land acquisition in the last stage of completion by Government and R&R works is in progress

Nagpur Airport

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









International Airports



Medan Airport (Indonesia)

- Traffic ▲3.7x YoY to 1.45 mn pax in Q3FY23[^]; Started operating the Airport from July 7, 2022
- Revenue of INR 853 mn and EBITDA of INR 296 mn in Q3FY23
- Ministry of Transport (Indonesia) approved rise in Domestic PSC[#] by 27% and International PSC by 16% w.e.f August 1, 2022
- Domestic daily pax ~97% of pre-Covid level; international pax over 89% in December 2022
- 18 domestic and 6 International destinations connected

Cebu Airport (Phillipines – Operating as TSP[®])

- Traffic ▲6% QoQ; ▲5.4x YoY to 1.55 mn pax
- Revenue ▲11% QoQ; ▲3.4x YoY
 - Pax ▲6% QoQ, ▲5.4x YoY; ATM ▲19% QoQ, ▲4.8x YoY
 - Operating expenses ▲9.4x QoQ, ▲39% YoY
- EBITDA of INR 270 mn vs INR 514 mn in Q2FY23 and loss of INR 67 mn in Q3FY22
- Net loss after tax of INR 1.0 bn vs INR 346 mn in Q2FY23 and INR 853 mn in Q3FY22
- Domestic daily pax ~80% of pre-Covid level; international pax over 30% in December 2022





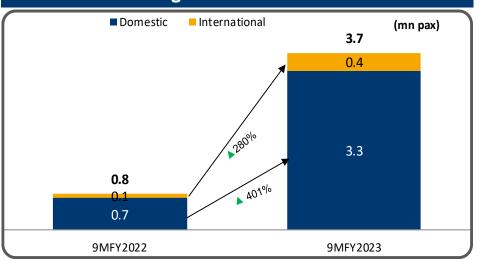
Cebu Airport - Operational & Financial Highlights



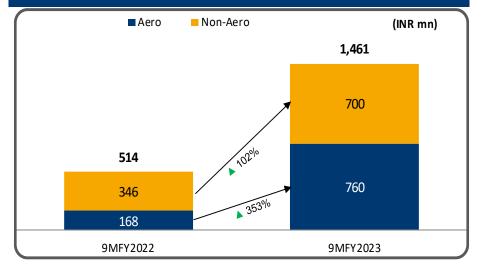
(figures in INR mn)

IN ID		Со	nstant Curre	ency		Reported				
INR mn	Q3FY2022	Q2FY2023	Q3FY2023	9MFY2022	9MFY2023	Q3FY2022	Q2FY2023	Q3FY2023	9MFY2022	9MFY2023
Revenues	181	560	640	514	1,517	181	551	614	514	1,461
EBITDA	(67)	523	281	(234)	874	(67)	514	270	(234)	841
PAT	(853)	(352)	(1,063)	(1,568)	(1,928)	(853)	(346)	(1,021)	(1,568)	(1,857)

9MFY23 Passenger Traffic increased 385% YoY



9MFY23 Revenues increased 184% 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
- Overall progress of 17.76% achieved as of December 31, 2022.
 Work progressing on multiple fronts of runway, taxiway, apron, terminal building, other buildings and access roads
- Terminal building base slab concreting works completed, concreting works of columns and Mezzanine level slab in progress
- Flood protection work is in progress in Airport and Access roads







ESG Practices



Environment (**)

- DIAL became Asia Pacific's 1st Level 4+ (Transition) accredited airport and 2nd airport globally under Airport Council International's (ACI) Airport Carbon Accreditation program. Target is to achieve Net Zero by 2030
- DIAL has achieved LEED NC Gold and IGBC Platinum for Terminal 3 green building & Platinum Pre-Cert for Terminal 1
- DIAL 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
- DIAL has 7.84 MW solar plant and has replaced >95% of its vehicle fleets by EVs
- GHIAL's terminal building is certified for "Leadership in Energy & Environmental Design" (LEED) "gold rating" by US Green Building Council
- GHIAL is accredited with Carbon Neutral Level 3+ certification successfully by ACI
- GHIAL has received ACI Asia-Pacific Green Airports Recognition 2022-Silver Level for Carbon Emission Management
- Both the airports have achieved ACI Airport Health Accreditation
- GHIAL produce compost from processing of food waste
- GHIAL is doing rainwater harvesting at large scale and the surface water is used to minimize the municipal water intake
- GHIAL operates fixed continuous ambient air quality and noise levels monitoring stations at the Airport
- At GHIAL, a biodiesel filling station is being operated for the vehicles
- GGIAL awarded Best Sustainable Greenfield Airport of the Year at ASSOCHAM's 14th Civil Aviation Conference
- · GGIAL certified for Platinum Level for New Building by IGBC
- GGIAL has Sewage Treatment Plant on Zero Liquid Discharge
- Conveyance of ATF through Fuel Hydrant System
- GGIAL has LED lighting system including Airfield Ground Lighting
- At GGIAL Rainwater Harvesting and Ground Water Recharge executed as per Water Resources Department, Government of Goa
- Installed onsite solar power plants (7.84 MW for DIAL, 10 MW for GHIAL, and 5 MW for GGIAL)

Social 特殊

CSR Spend (Q3FY23) - INR 39.17 mn Total beneficiaries - Over 27,000

- CSR activities implemented in the thrust areas of Education, Health and Livelihoods
- Initiated Cloud Computing course at Hyderabad in partnership with Tech Mahindra Foundation
- Hubli skill training centre recognized as a TOT centre by Construction Skill Sector Council for Asst. Electrician course
- MoUs bave been made with TVS and Encalm Hospitality for partnership in skill training programs
- Pilot batch of Fork lift operator course was conducted at Shamshabad.
 with the support of GACEAL
- Smart classrooms, STEM lab, Early Intervention Center etc. were initiated at Shamshabad
- Distributed battery Lights and Weighing scales to 80 SMILE beneficiaries from Bawana & Shahbad in Delhi

Learning and Development

- √ 122 business/corporate trainings conducted in Q3FY23
- √ 18,596 work hours of training provided covering 1833 unique permanent employees in the Q3FY23. 45% male and 48% female employees have undergone at least one training in Q3

Governance ()

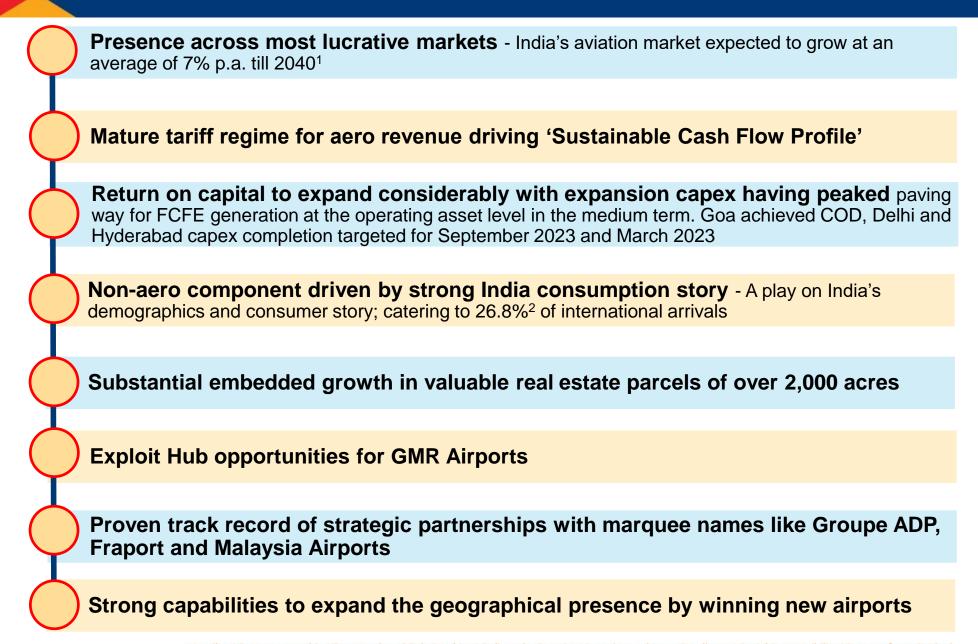
- Strict **governance principles** through guided values of the organization and all the **secretarial compliances** in place
- Internal audits, MAG audits keep processes very transparent
- Regular **Board meetings** conducted to keep Board updated on all aspects
- Periodic **training of employees**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





Poised for Breakout Growth as a Pure Airport Player









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
	Q3FY2022	Q2FY2023	Q3FY2023	9MFY2022	9MFY2023
Gross Revenue	13,641	15,885	17,664	33,171	47,988
Less: Revenue Share	438	4,622	5,137	2,034	13,896
Net Revenue	13,203	11,262	12,527	31,137	34,092
Total Expenditure	6,048	6,535	7,227	15,453	19,780
EBITDA	7,155	4,727	5,300	15,684	14,312
EBITDA margin	54%	42%	42%	50%	42%
Other Income	737	1,637	1,608	2,551	5,220
Interest & Finance Charges	5,240	5,614	5,912	14,909	16,698
Depreciation	2,144	2,547	2,671	6,296	7,409
PBT before exceptional items	507	(1,797)	(1,675)	(2,969)	(4,575)
Exceptional Income/(Expense)	-	-	2,925	(3,252)	2,925
РВТ	507	(1,797)	1,250	(6,221)	(1,650)
Tax	89	295	223	300	778
Profit after Tax (PAT)	418	(2,093)	1,027	(6,521)	(2,427)
Add: Share in Profit / (Loss) of JVs / Associates	166	142	21	288	396
PAT from Continuing Operations	584	(1,950)	1,048	(6,234)	(2,032)
Add: Profit / (Loss) from Discontinued Operations	(5,737)	-	-	(3,791)	-
Add: Other Comprehensive Income (OCI)	(1,322)	(4,762)	(578)	(1,125)	(8,967)
Total Comprehensive Income	(6,476)	(6,712)	470	(11,150)	(10,999)
Less: Minority Interest (MI)	382	(6,796)	(1,158)	(1,735)	(9,510)
Total Comprehensive Income (Post MI)	(6,857)	84	1,628	(9,414)	(1,489)

Annexure B : Delhi Airport (Standalone)



					INR mn
Particulars	Q3FY2022	Q2FY2023	Q3FY2023	9MFY2022	9MFY2023
Aero Revenue	2,001	2,207	2,417	4,442	6,818
Non Aero Revenue	4,783	5,994	6,752	11,825	18,002
CPD Rentals	1,356	1,406	1,402	4,866	4,224
Gross Revenue	8,140	9,607	10,572	21,133	29,045
Less: Revenue Share	337	4,487	4,984	1,812	13,486
Net Revenue	7,804	5,120	5,588	19,321	15,559
Operating Expenditure	2,329	2,824	2,608	6,891	8,129
EBITDA	5,475	2,296	2,981	12,429	7,430
EBITDA margin	70%	45%	53%	64%	48%
Other Income	521	494	643	943	1,967
Interest & Finance Charges	2,088	2,021	2,067	6,612	6,013
Depreciation	1,367	1,758	1,685	4,021	4,883
Exceptional Income/(Expense)	(199)	-	(467)	(3,451)	(467)
PBT	2,342	(990)	(596)	(712)	(1,966)
Tax	(0)	-	76	(3)	76
Profit after Tax (PAT)	2,342	(990)	(672)	(709)	(2,041)
Other Comprehensive Income (OCI)	(447)	(2,722)	80	(204)	(4,661)
Total Income (Including OCI)	1,896	(3,712)	(592)	(912)	(6,702)

Annexure C: Hyderabad Airport (Standalone)



					INR mn
	Q3FY2022	Q2FY2023	Q3FY2023	9MFY2022	9MFY2023
Aero Revenue	1,327	1,893	2,058	2,864	5,739
Non Aero Revenue	919	1,040	1,222	1,942	3,220
Gross Revenue	2,246	2,933	3,280	4,806	8,959
Less: Revenue Share	99	129	145	217	392
Net Revenue	2,148	2,804	3,135	4,588	8,567
Operating Expenditure	1,053	1,148	1,732	2,968	3,936
EBITDA	1,095	1,656	1,403	1,620	4,631
EBITDA margin	51%	59%	45%	35%	54%
Other Income	261	349	398	765	991
Interest & Finance Charges	660	752	919	1,951	2,338
Depreciation	569	597	706	1,645	1,858
Exceptional Income/(Expense)	-	-	-	-	
РВТ	127	656	176	(1,211)	1,427
Tax	(32)	233	74	(487)	522
Profit after Tax (PAT)	159	423	102	(724)	905
Other Comprehensive Income (OCI)	(629)	(1,170)	(156)	(546)	(1,894)
Total Income (Including OCI)	(470)	(747)	(55)	(1,270)	(989)