GMR Infrastructure Limited

GMR

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September 25, 2020

BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001. National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E) Mumbai - 400051.

Dear Sir/Madam,

Ref: Investor Presentation

Sub: Intimation under SEBI (Listing Obligations and Disclosure

Requirements) Regulations, 2015

Further to our intimation dated August 28, 2020 and August 29, 2020, please find enclosed herewith an updated presentation.

Please take the same on record.

Thanking you,

for GMR Infrastructure Limited

T. Venkat Ramana
Company Secretary &
Complaince Officer

Registered Office:

Plot No. C-31, G Block 7th Floor, Naman Centre Bandra Kurla Complex (Opp. Dena Bank) Bandra(East), Mumbai-400 051





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Group Overview

One of the Oldest Infrastructure Conglomerates



Over two decades of track record, consolidation aimed at creating shareholder value

1996-2008	2009-11	2012-14	2015-Today	Near term

- Founded in 1996
- Listed in 2006
- Won Delhi and Hyderabad airport concessions
- 200 MW power plant and 3 road projects commissioned
- Expanded overseas 50% stake in Intergen

- T3 of Delhi Airport commissioned in 37 months
- Acquired 30% stake in PT GEMS
- Commenced operations for 3 urban infra projects totaling 234 kms
- Won Cebu Airport concession
- Commenced operations for 3 urban infra projects totaling 309 kms and 2 power plants totaling of 1.7 GW
- Won concessions for 5 airports³
- Won EPC project on eastern DFCC (\$680mn)¹ and 8mn Pax Clark airport
- Granted OPS⁴ for Ninoy airport
- Equity partnership with lenders for 1 gas & 1 coal project

Deleverage

Focus on reducing debt and improving cash flow and profitability

Demerger

Vertical demerger of airports and non-airport businesses to create further value for shareholders

Established track record of accessing public and private pool of capital

- ♣ IPO: \$172mn²
- 🕹 QIP: \$1bn

- **♣** QIP: \$315mn
- \$330mn from PE investors for GMR Airports
- \$300mn from PE investors for GMR Energy

- ♣ QIP: \$197mn¹
- Rights issue: \$187mn¹
- FCCB from KIA: \$300mn
- ADP investment in airports: \$1.3bn¹
- Partnered with Tenaga (30%stake) for GMR Energy
- Bond raise for DIAL and GHIAL: \$2 bn

Divestment

Continue with monetizing and divesting select assets

Successfully created shareholder value through opportunistic divestments

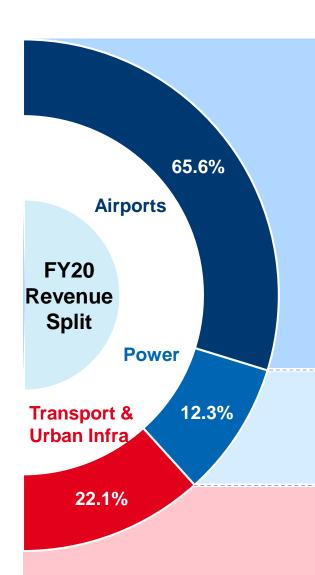
S Intergen Power

- S Istanbul Airport, Turkey
- S Island Power Project, Singapore
- S 2 Highway projects

- S 1 Highway project
- S Chhattisgarh power plant
- S Himtal hydro project

Leading Airport Focused Infrastructure Player





Amongst the Largest

Private airport developers in the world, largest in India

7 nos.

Of airport assets under operations or various stages of development

300 mm

Rated capacity across portfolio of airport assets

179 mm

Current capacity: 94 mm under operations

1bn Tons+

Coal reserves, total resources ~2.9 bn tons

4 nos.

Of highway projects covering ~350 km

4.5 GW

Of total generation capacity, over 2.8 GW commissioned

13,000 acres

Of land at strategic locations, integrated industrial development

101 mm

Passengers handled in FY20 across key gateway airports

~2,240 acres

Of land with strong RE development potential

Strategic Partnerships

With marquee operators at platform and asset level

Integrated

Airport development and operation capabilities

Marquee Investors

- Temasek Holdings Pte Limited
- Tenaga Nasional Bhd.
- IDFC Alternatives

417 km

Of railway stretch getting constructed

¹⁾ Includes Barge Plant (220 MW) for which Sale and Purchase Agreement for divestment is signed; 2) Revenue for GMR Energy Limited is not consolidated in FY20 financials hence, revenue for 'power' segment shown above includes mainly power trading and mining operations



Business Update

Strategic Partnership with Groupe ADP



Considerable synergistic advantages, bolstering GMR's growth plans

About Group ADP



One of the largest airport groups in Europe based out of Paris (France)



Operating 24 international airports across geographies



Handled¹ 234 Mn passengers (including Istanbul Atatürk)



Market Cap² of ~ € 9 Bn



Revenue¹ at €4,700 Mn and Net Income¹ at €588 Mn

Investment Merits

Creation of world-class Airport Development and Management platform in partnership with strategic airport operator

Significant deleveraging at GMR using the equity raise

- Improved cash-flow and profitability
- Lower cost of financing

Paves way for value unlocking through demerger of businesses³

 Transaction entails ease of & flexibility for demerger process

Strong partner to capitalize on future growth opportunities

Strategic Rationale

Leverage Expertise

- Combination of expertise to extract more value and create synergies
 - Building strong partnerships by leveraging aeronautical and nonaeronautical expertise through systematic best practices implementation
 - Sharing knowledge and best practices across airports

Strategic partnership

- Market access for service companies
- Route development
- Enhance expertise in operations / smart airport
- Retail and passenger experience, IT/Innovation, engineering etc.

Hospitality

 Achieving standardized and highest level of passenger experience and quality of service

Substantial portion of consideration utilized to deleverage

Significant Move Towards Deleveraging



Transaction Details

Minority stake sale of 49% in GMR Airports Ltd (GAL)



Investment Amount ✓ INR 98.13bn received

■ Tranche I: INR 52.5bn received in February 2020

Tranche II: INR 45.7bn received in July 2020

- Including INR 10bn primary capital @ GAL
- Balance secondary cash inflow at corporate level
- ✓ INR 10.60bn, currently part of Earn-outs to be received by FY24
 - subject to the achievement of certain performance related targets by GMR Airports Limited
- ✓ INR 44.8bn, further earn-outs in form of equity shares
 - Earn-outs achievements can potentially increase GMR stake up to 59%



Status

✓ Transaction completed



Utilization of Proceeds

✓ Servicing of debt and exit for private equity investors in GAL

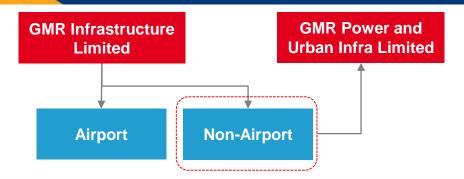
Deleveraging is expected to result in improved cash flows and profitability over the medium term

^{*}Linked to achievement of certain agreed operating performance metrics and receipt of certain regulatory clarifications over the next ~5 years;

^{**}including Earn-outs on consummation

Business Separation to Unlock Value for Shareholders





Rationale for Demerger



Value unlocking of Airport & Non-Airport businesses



Simplification of the Corporate Holding Structure



Enable both Airport & Non-Airport businesses to chart out their respective growth plan independently



Multiple platforms to raise fund to grow respective businesses – both from private & public market

Pro Forma Financials³

Click to View

Key Highlights of Scheme of Arrangement

- Vertical split demerger of the Non-Airport Business of GIL¹ into GPUIL¹ as a going concern
- Mirror shareholding of GIL in GPUIL with all existing shareholders of GIL becoming shareholder of GPUIL in same proportion
- Issue of 1 additional share of Rs.5/- each of GPUIL for every 10 shares in GIL of Rs.1/- each as on the record date
- Post the Scheme, GIL to emerge as India's Only Pure-Play Listed Airports Company
- Amalgamation of GPIL¹ with GIL as a step preceding demerger
- Appointed date² fixed at April 1, 2021

The Scheme of Arrangement has been filed with Stock Exchange and is subject to necessary approvals from shareholders, creditors and regulatory authorities

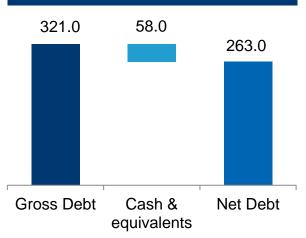
Note: 1) GIL: GMR Infrastructure Limited, GPUIL: GMR Power and Urban Infra Limited, GPIL: GMR Power Infra Limited 2) The date on which the undertakings shall vest in the respective resulting companies 3) Unaudited pro forma Condensed Consolidated Financial Information has been compiled by management to illustrate the impact of the proposed demerger of the Non-airport business of the Group into GPUIL, subsidiary of the GIL on the Group's Balance Sheet and Profit & Loss Account

Visible Path to Deleveraging

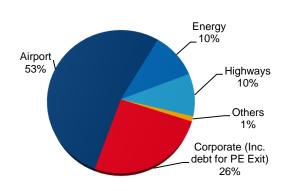


GMR Consolidated Debt





Net Debt (Sector-wise) ^



Plan to divest select assets across businesses

Divestment Initiatives

Airports

- Recent capital raise to help largely aimed at deleveraging
- Stable assets to generate robust cash flows towards servicing of existing debt

Power Business

- Cash flow from thermal assets sufficient to service debt,
- Strong prospects for divestment of thermal assets given improved performance
- Monetisation of Barge Plant SPA³ signed, partial consideration received

Port & Industrial Land

- Land at strategic industrial locations to benefit from manufacturing dislocation from China
- Total land—10,500 acre; significant potential to unlock large latent value

Highways

- Debt to be pared from favourable judgment on significant arbitration claim (Hyderabad-Vijayawada and Chennai ORR⁴)
- Monetization to gain momentum post arbitration claim settlement

Coal Mines (Indonesia)

To re-start the process of divestment once coal prices stabiles





Airports Vertical

One of the World's Leading Integrated Airport Platforms



India's Largest Airport Operator

Leading Integrated Airport Platform

Wide range of capabilities and services across the entire airport value chain; with demonstrated replicability and scalability

Large Market Opportunity in India

One of the fastest growing aviation market globally with an expected passenger traffic growth of 7.4% CAGR¹ for the period 2020-2037

Among the Largest Private Operators Globally

Portfolio of 7 marquee airports – Delhi, Hyderabad, Cebu, Goa, Bhogapuram, Bidar and Crete; handling ~101 mn² passengers globally

Regulated Aero Business

Highly visible cash flows through defined tariff setting; with a assured regulated return³

High-growth Non-Aero Business

Unique Consumer-facing, retailfocused play on India's demographics and consumer story; catering to 27.4%⁴ of international arrivals

Real Estate Development Opportunity

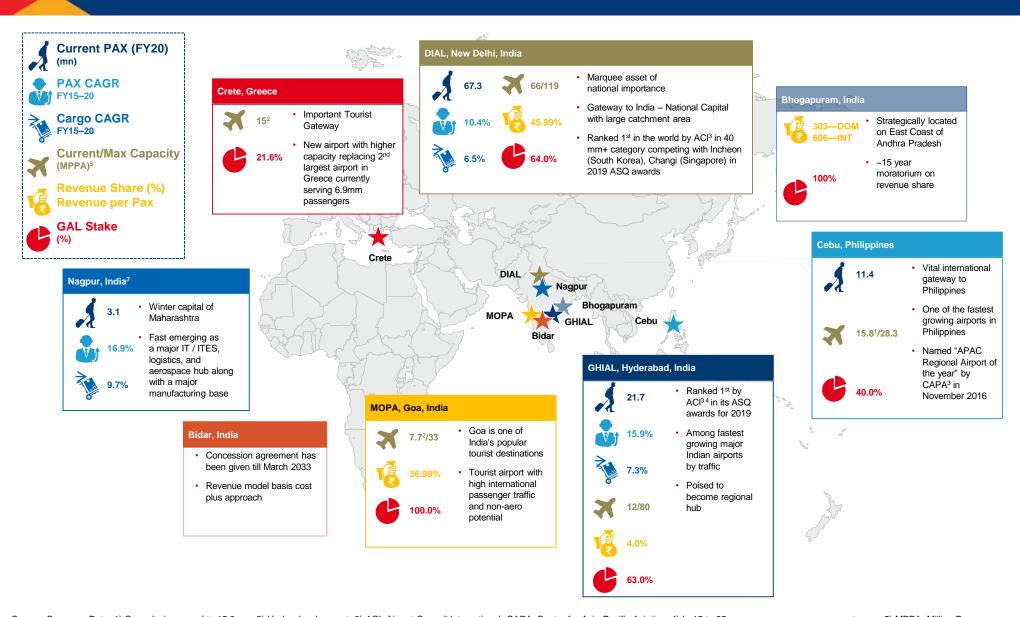
High quality, multiple contiguous land parcels spanning 2,240⁵ acres; located close to the heart of economic activity

Note: *Private Operator (Government holding <50%)

- Based on 2037 passenger forecast by IATA
- 2. Delhi, Hyderabad and Cebu LTM (Apr 2019-Mar 2020) passenger data; Nagpur airport award is sub-judice.
- Only for India
- As of Jan 2020 through Ministry of Tourism website
- 5. Includes DIAL (230 acres), GHIAL (1,463 acres), Goa (232 acres), Bhogapuram (294 acres), Cebu (11 acres), Greece (~ 10 acres).

Portfolio of World Class Assets

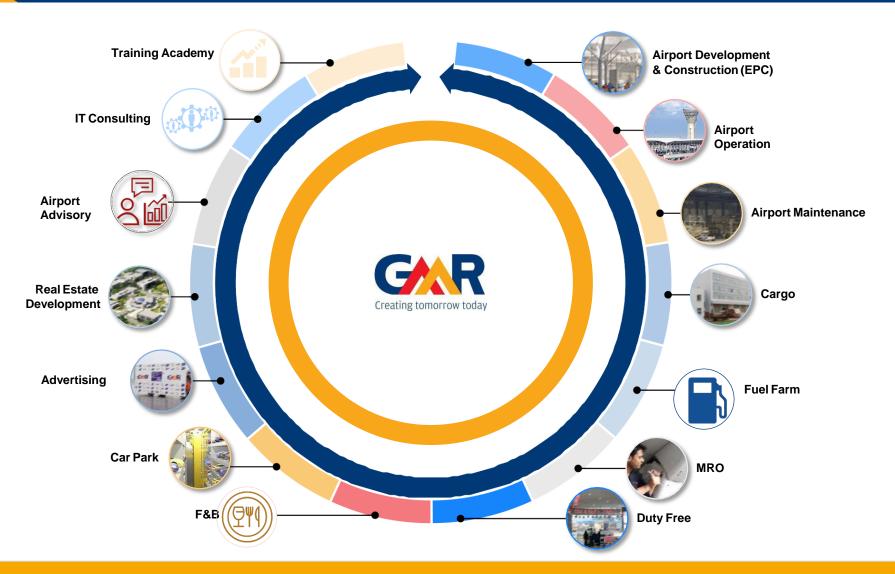




Source: Company Data; 1) Capacity increased to 15.8 mn, 2) Under-development, 3) ACI: Airport Council International. CAPA: Center for Asia-Pacific Aviation, 4) In 15 to 25mm passengers per annum category, 5) MPPA: Million Passengers per Annum, 6) As of FY19, 7) Nagpur airport award is sub-judice

Full Suite of Capabilities Across Airport Development & Operations

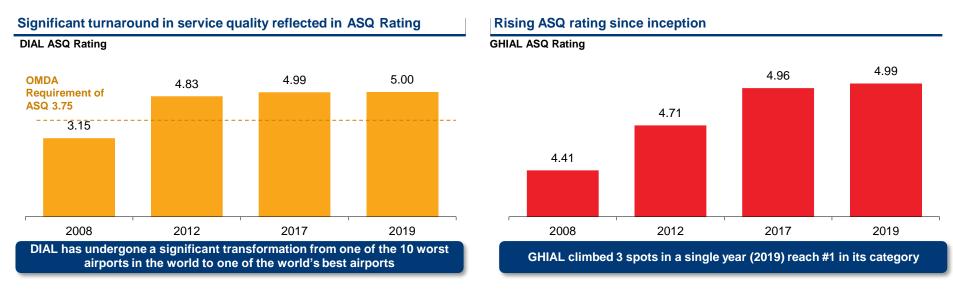




Successful track record of undertaking key functions across airport value chain

Some of The Best Rated Airports in The World









Source: Company information, ACI website.

4 Pillars of Value Creation in Airport Development and Operations



Market Opportunity Further Complemented by a Well Defined Regulatory Model









Aero

 Regulated nature provides strong visibility over cash flows, any short term disruptions expected to get mitigated over longer runs

Non-Aero

 Strong play over India consumption story and global tourism growth

Real Estate

 Large upside potential to be realized through monetization

Airport EPC & Allied Services

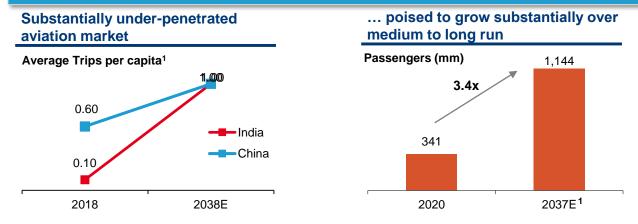
 Asset light business enhancing returns over capital

Multi-pronged Approach to Create Shareholder Value and Enhance Returns

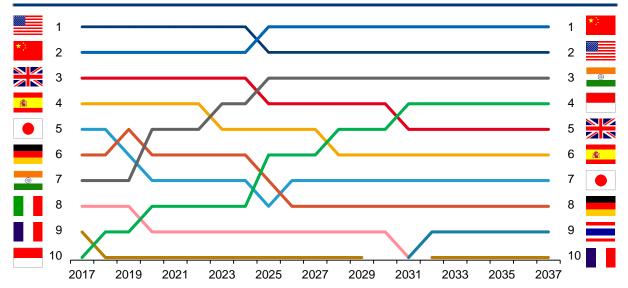
1. Aero Revenue



Growth in aero revenue driven by substantially under-penetrated Indian markets



Indian passenger market likely to outpace other key aviation markets¹



...supported by robust growth drivers

Supportive Regulatory Environment

Significant movement to a welldefined regulatory model

Growing Middle Class

~140mn households will move into middleincome bracket by 2030²

Fleet Growth

Indian carriers expected to double their fleet to 1,100 by 2027³

Rising Travel Spending

Business & leisure travel spending to increase 10x between 2018-28³

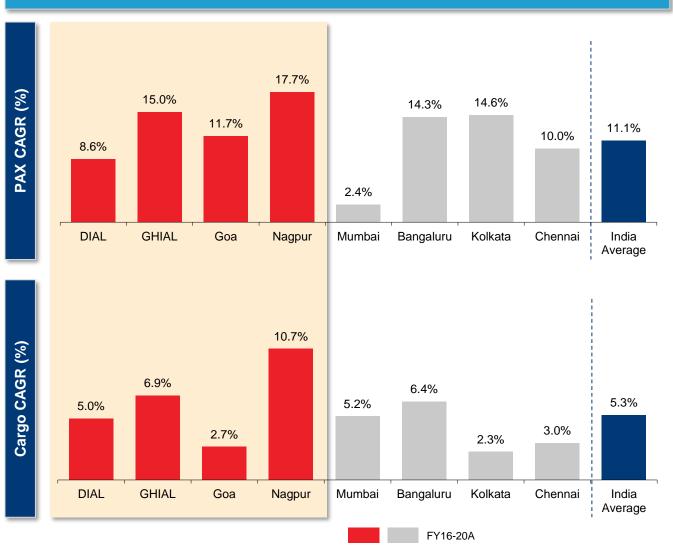
Increasing Airport Capacity

Government plans to expand airport capacity by five times to handle 1 billion trips a year⁴

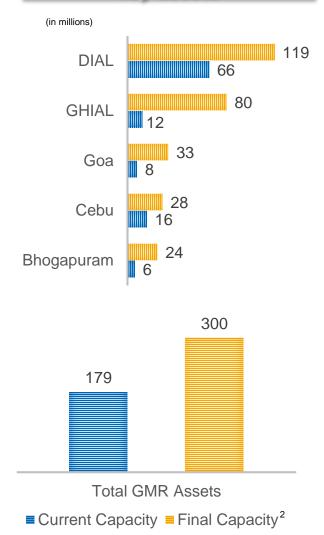
1. Aero Revenue (Cont'd)



Robust performance of assets in the high growth Indian market



Strong growth runway for key assets



Source: ICF.

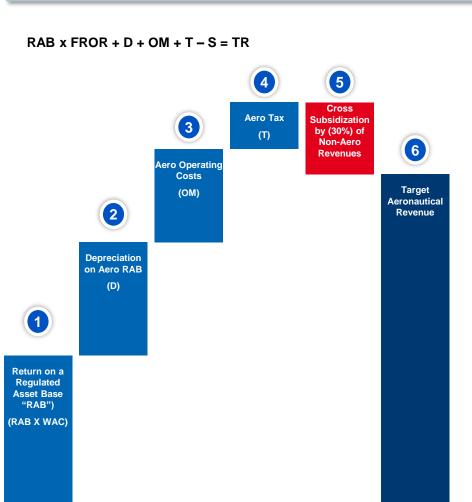
Note: 1) PAX CAGR includes both domestic and International passenger data 2) Including under development assets

1. Aero Revenue (Cont'd)



Regulated nature ensures strong visibility over cash flows

6



RAB Opening project cost of airport determined by AERA with future capex attributed to aeronautical development WACC Fair rate of return calculated to include cost of equity and actual cost of debt 2 **Depreciation on Aero RAB** Depreciated based on ratges in the Companies Act such that it matches accounting depreciation rates **Operating Costs** Operating and maintenance costs are pass through with difference in forecast and actuals adjusted every period **Aero Tax** Corporates Taxes pertaining to aeronautical services 5 **Hybrid Till** Cross subsidization of 30% of non-aero revenues

Tariff Protection through BAC⁽¹⁾
Contractual framework allows DIAL to charge BAC + 10%
as minimum tariff driving returns on capital

Well-Defined Model

Regulatory environment has evolved to become more mature and efficient

Policy Clarity

Clarity on hybrid till and end-use on Airport Real Estate (Endorsed by highest court)

Well-Defined Processes

Capex validation done before incurring

New Concessions

New concessions address issues faced in earlier concessions

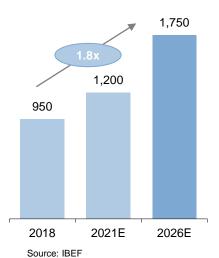
2. Non-Aero Business



Significant growth in underlying industries



Total retail market size (US\$ bn)

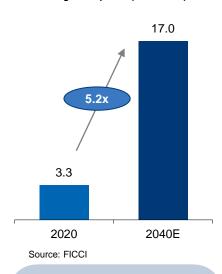


Organised Retail

expected to drive the total market size to US\$1,750 bn by 2026



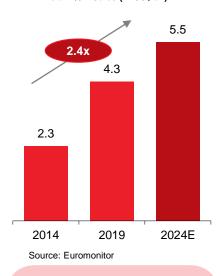
Total cargo transported (mm tonnes)



Promising growth in domestic cargo due to eCommerce; expected CAGR of ~8.5% over next 20 years



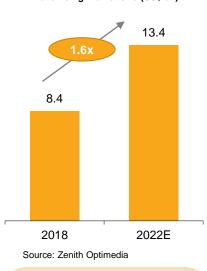
Total QSR Sales (in US\$ bn)1



Favourable
demographics
driving strong growth in
QSR Sector



Advertising market size (US\$ bn)1



Airports, Malls and Corporate Parks

expected to drive the growth

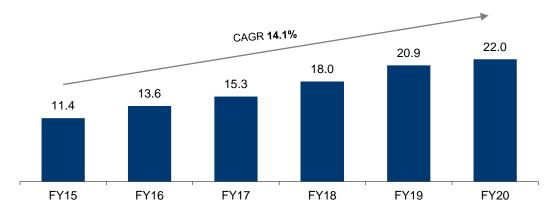
Expected growth in industries forming a considerable part of non-aero revenue

2. Non-Aero Business (Cont'd)

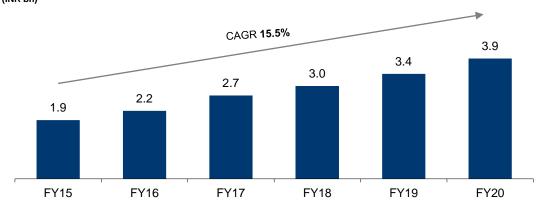


Delivering Significant Growth in Non Aero Business...

DIAL Non-aero Revenue¹ (INR bn)



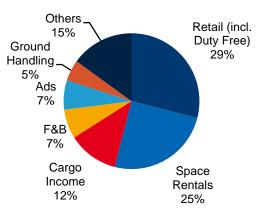
GHIAL Non-aero Revenue¹ (INR bn)



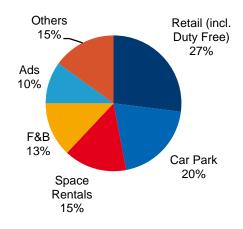
...With Diversified Revenue Streams

Non-aero revenue split (FY20)

DIAL Standalone Non Aero Mix



GHIAL Standalone Non Aero Mix



Source: Company data

Note: (1) Revenue numbers are based on IGAAP till FY17 and are in accordance with IND AS from FY18 onwards

3. Real Estate Business - DIAL and GHIAL



Delhi Airport

Aerocity – Upcoming Central Business District in NCR

Prime Real Estate

230 acres available for development

Track Record of Monetization

Hospitality, Retail, Commercial

Strategic Location

Between Central Delhi (current CBD) & Gurgaon (commercial hub)

Excellent Connectivity

Dedicated high speed metro line & 8-lane access road to NH8

Long Lease Period

Land parcels available till 2066

High Occupancy

Prime hospitality market with scope for hotel additions

Demonstrated Track Record of Monetization



45 acres 6.1 Msf



11 Hospitality
Operators



2.2 Msf of office & retail



Upcoming large conferencing facility

Hyderabad Airport

Aerotropolis - Large Integrated Ecosystem Synergistic with the Airport

Large Land Bank

1,463 acres available for development

Monetization gaining traction

Future strategy includes self-development

Key Location

Organic extension of commercialized west Hyderabad

Excellent Connectivity

Connected by NH44, NH765 and Nehru Ring Road

Long Lease Period

Land parcels available till 2068

Mixed Use Model

Land Use across hospitality, education, warehousing, entertainment etc.

Demonstrated Track Record of Monetization



~300 rooms Inventory



~2.2 Msf of Logistics & Warehousing



0.43 Msf of office & retail



~366 acres for Aerospace & Industrial

Company is also evaluating different monetization strategies including self-development

4. Airport Development & Services



GADL: Providing Services across the Airport Lifecycle

400+

People employed across Technical & Business Background

Multiple Revenue Streams

Revenue Stream divided across construction and services

State-of-art Systems

Comprehensive SOPs¹ covering all aspects of airport development

Wide range of Services

Services across the Airport Value Chain

Standardized Processes

Adherence to Global ISO Process Standards

Extensive

Training

Training and Familiarization sessions for all staff Large Set of Addressable Opportunities across India and Internationally

India

DIAL, GHIAL, Bhogapuram, Nagpur², Bidar Future GMR and third party airports in India

International

Cebu & future GMR airports outside India

Third party airports outside India

Complete Suite of Capabilities with a Significant Base of Marquee Customers

Capabilities

Design

Conceptualisation /
Design

Construction

Construction / Contract Management

Transition

Asset Handover / Contract Closure

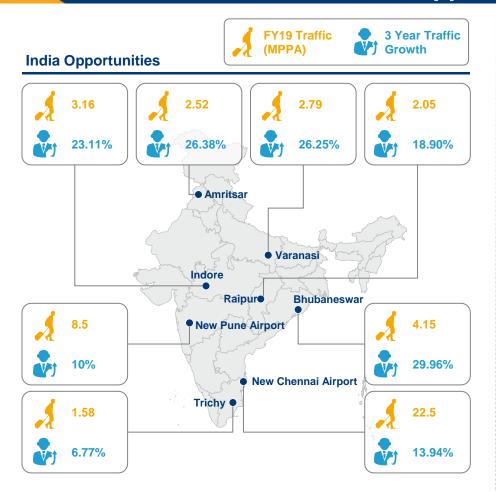
Operations

Engineering & Maintenance

Company has a proven track record of successfully executing contracts for a variety of customers under each of these project models

Well Poised to Benefit from Domestic and Overseas Growth Opportunities





Addressable opportunity pipeline of **47+ mm** passenger capacity through some of the fastest growing airports in India

Stringent Bid Evaluation Criteria focused on Risk Minimization and Threshold Returns Regulatory **Majority** Growth **Framework** Scale **Potential Participation** Knowledge **Detailed Criteria for Evaluation of International Opportunities Opportunity** Scope of Country **Analysis Participation Analysis** Political Type of Follow build to **Environment and** Engagement Risk operate (long (BOT, O&M) term orientation) Economic Opportunity size Avoid high risk Outlook and risks opportunities Social Risk Understanding Avoid acquisition local regulatory Geographical opportunities

Strong operating and development track record coupled with ADP's partnership expected to give significant boost to qualification scores

requirements

Notes: 1. Total capacity across multiple airports 2. Source: Airport Authority of India website

Features

Well Positioned to Become a Leading Growth Platform in the Global Airport Industry



Well placed to tap opportunity in airport construction and O&M business

- GADL to strategically capture value in Construction value chain
- Ongoing EPC project for developing new Terminal building of Clark Airport
- Original Proponent Status granted for development of Ninoy Aquino Airport (Manila)

Industry Dynamics – Growth Opportunities Galore In A Favorable Regulatory Environment

- Indian Airport sector is at the cusp of robust growth and favorable regulatory regime
- New emerging opportunities to be available in medium-term in India and outside.

'High-yield' Mature Assets –Robust Free Cash Flows Post Expansion

- DIAL & GHIAL to become a 'yield play' in the medium term post their expansion
- CEBU placed well to generate free cash flows as new terminal is in place

Value potential from Non-Aero Businesses

 Ability to scale high value businesses - Duty Free, Cargo, F&B, Car Park, MRO, Advertisement

Mix Of Marquee Assets - Large & Medium

- DIAL: The <u>largest</u> airport in India
- CEBU is a PPP project in Philippines (another strong growth market)
- Hyderabad has significant land bank (1500 acres monetizable)

Strategic Upsides In All Airports

- International Hub at Delhi and Regional Hub at Hyderabad
- DIAL Benefit from 2nd airport diverting domestic traffic in favor of higher international mix

Unique Real Estate Potential

- At DIAL, creation of Central Business District for Delhi
- At GHIAL, an Aerotropolis leveraging a major IT Hub of India



5

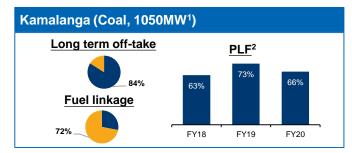


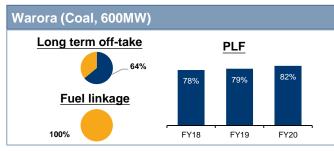
Other Businesses

Diversified Portfolio of Energy Assets



Key energy assets performing at healthy PLF, steady improvement over years





Key Operational Highlights

- Substantially Contracted Power Supply Power Offtake is contracted through long term PPAs with State Electricity Boards
- Strong Fuel Linkage Robust fuel supply chain with confirmed linkage from Coal India
- ► Improving PLF at asset level

Recovery in gas based plant performance

Vemagiri (388 MW)

 100% contracted under a long term PPA with State Government

PT Gems, Indonesia

- Debt free asset
- Operated under imported LNG

Bajoli Holi, (Himachal Pradesh)

Warora (Maharashtra) Kamalanga, (Orissa) Vemagiri, (Andhra Pradesh) Rajahmundry, (Andhra Pradesh)

Rajahmundry (768 MW)

- 45% ownership
- Debt resolution plan approved by lenders
- Visibility over gas supply with ramp-up in gas production at ONGC's and RIL's gas fields
- Well suited for round-the-clock clean energy by bundling with renewable which has received strong government focus recently

Bajoli Holi (Hydro, 180 MW)

- Near commissioning
- 50% capacity already tied up under long term PPA

PT Gems (Indonesia)

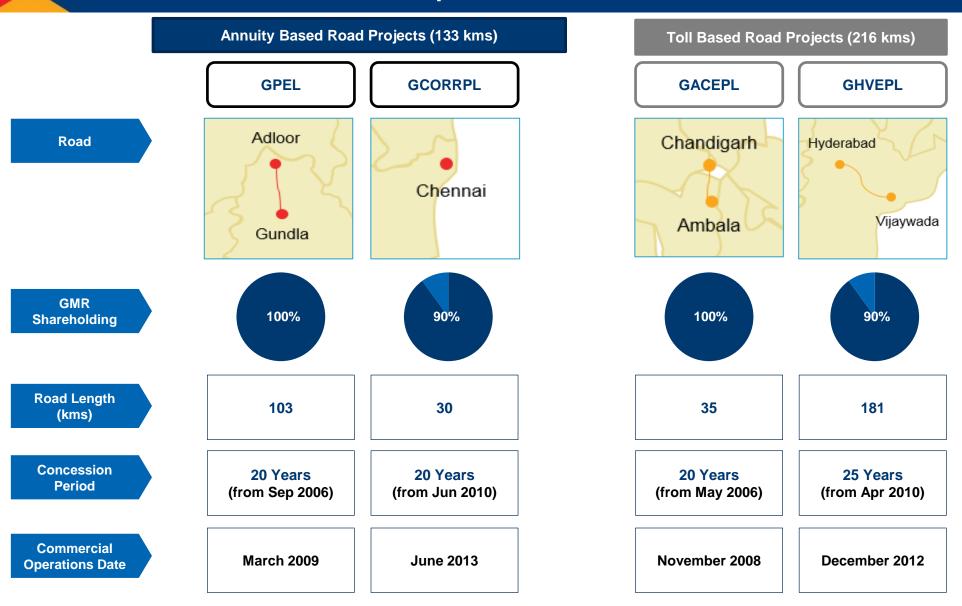
- 2.07 bn tons resources
- 710 mm tons reserves
- 30% stake
- 30 mm ton sales in CY20

Other Assets

- 1.2GW Hydro power capacity (under construction)
- ~28MW of operational renewables capacity

Transportation Assets





Note: 1) GPEL: GMR Pochanpalli Expressways Limited , 2) GCORRPL: GMR Chennai Outer Ring Road Private Limited, 3) GACEPL: GMR Ambala Chandigarh Expressways Private Limited, 4) GHVEPL: GMR Hyderabad Vijayawada Expressways Private Limited

Urban Infrastructure – Potential to Unlock Substantial Value



Kakinada Special Investment Region



Divestment¹ of Group's entire stake in KSEZ²

- Signed Definitive Agreements for divestment by GSPHL³ of its entire 51% stake in KSEZ² to Aurobindo Realty and Infrastructure Pvt. Ltd
- 100% equity stake of KGPL⁴ held by KSEZ² would also be transferred to Aurobindo Realty.
- ✓ Consideration for the equity stake and sub-debt in KSEZ² INR 26.1 bn
 - INR 16 bn to be received on the closing date
 - INR 10.1 bn to be received in next 2 3 years which is contingent upon certain agreed milestones

Krishnagiri Special Investment Region



- √ 2,500 acres of land
- 275 acres being used for infra development, approvals in place
- ✓ Joint Venture with TIDCO⁵
- ✓ Industrial cluster catering to aerospace, automobile, logistics, engineering and electronics sectors





Managing COVID-19 Impact

Effectively Managing COVID Impact on Airport Operations



Aligning Business Position



Cash conservation through rescheduling of our Capex plan



Consolidation of infrastructures to adapt to the nature of traffic and reduce operating costs.

 Closed Terminal 1 & 2 and is now operating from only Terminal 3 at Delhi Airport for both international and domestic flights



Reviewed all budgets which has resulted in reducing operating expenses



Ensuring maximum security & safety to our customers to restore their confidence through adoption of latest technologies and processes in sanitization and contact less travelling

Response Amidst Unprecedented Pandemic

Vande Bharat Mission

 Repatriation initiative by the Ministry of Civil Aviation

Establishment of Air Bubbles

Bilateral arrangements with US, France and Germany to restart commercial passenger services, more such arrangements likely in near term

'Test on Arrival or pre-Embarkation' Test on Arrival facility at CEBU Airport since June'20 – likely to aid traffic in India once such measure is permitted

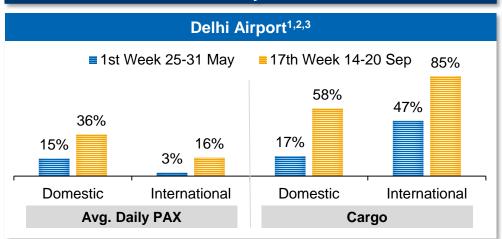
Increased safety in Aviation

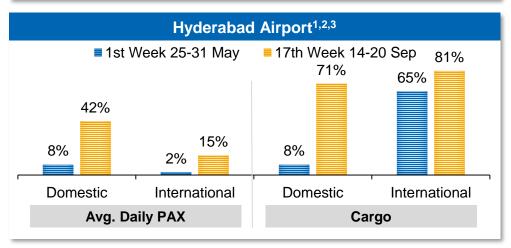
- Cabin air is freshened every 2 minutes with a mixture of fresh air and air being filtered through HEPA filters
- Clean and hygienic conditions through periodic sanitation

Green Shoots of Recovery Visible



Airport Business witnessing recovery of traffic post opening on May 25th





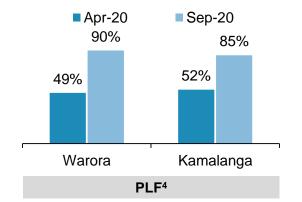
PAX growth is likely to accelerate as restriction on slots is lifted

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 June 25, 2020 and increased to 45% till September 2, 2020 post which the cap has been increased to 60%

Energy Business - PLFs recovered substantially in recent months

- Continuity of power supply during the period of lockdown
- PLF recovered on revival on industrial demand



- Ministry of Coal has accepted Usance Letter of Credit as a payment mechanism
- Maintaining 50% LC towards payment security made compulsory
- INR 900 bn liquidity injection scheme for DISCOMs to expedite recovery

Highway Business¹

- Substantial recovery in toll traffic: Hyderabad Vijayawada and Ambala Chandigarh expressways recorded 84% and 78% traffic as compared to pre-Covid levels in August 2020
- Revenues in remaining two projects not impacted as they are annuity projects



Key Takeaways

GMR Infrastructure – Key Takeaways



01



Significant deleveraging of the group via equity capital transaction with marquee partners

02



Pure play airport business on the cards – to drive GMR's leadership in airports business

03



Strong underlying macro fundamentals, including fast growing aviation market in India, to act as tailwinds for the group

04



One of the world's largest integrated airport platforms with significant potential for expansion

05



Non Aero – on the back of growing retail consumption – and Real Estate to provide additional upside for the Airport segment

06



Ability to derive value from strong partnerships with global majors across businesses

07



Strong management and leadership teams with ability to successfully build strong businesses

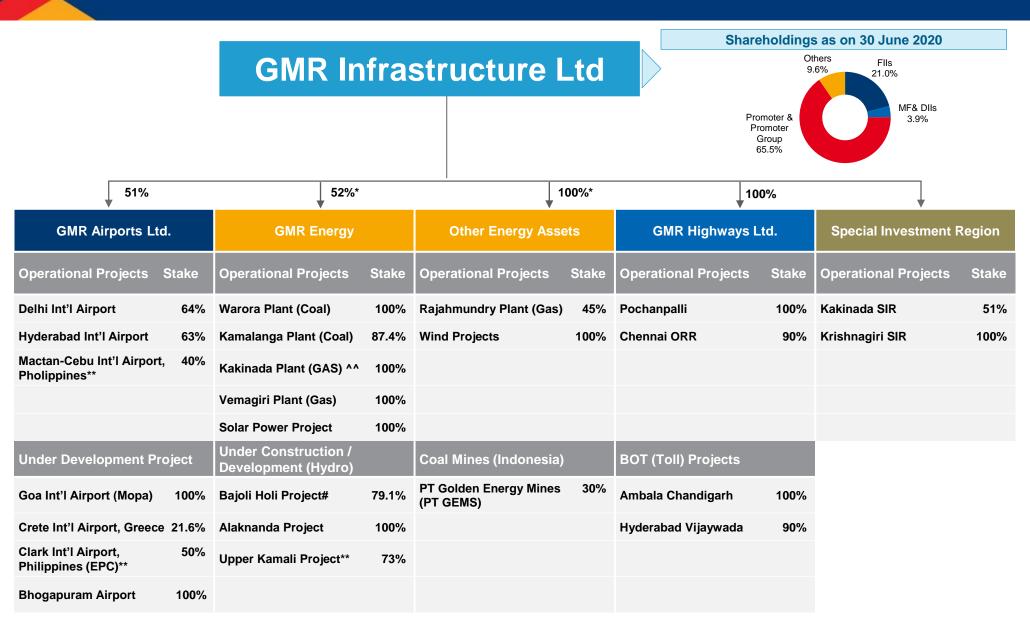




Annexures

Corporate Structure





[•] Includes both direct & indirect holding; ** direct and indirect holding including; # DIAL holds 20.9% stake; ** Barge Plant (220 MW) - Sale and purchase agreement for divestment is signed

DIAL – the Largest Indian Airport



Delhi Airport: Gateway to India

Indian Aviation Market Share in **FY20**

20%

78 / 71

International / **Domestic Routes** 67mn / 66mn

Current Passengers / Current Capacity

INR 125bn²

CAGR 1.2%

69.2

18.7

50.5

FY19

Project Cost for DIAL

(Passengers in millions)

65.7

17.4

48.3

FY18

119 mn

Planned Final Capacity

67.3

17.8

49.5

FY20

■ Domestic ■ International

30 + 30

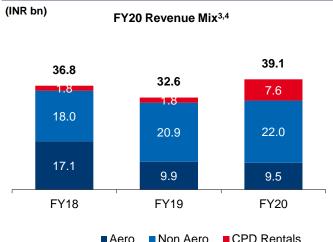
Total Years of Concession

Sizeable Catchment Area including Major Commercial Hubs

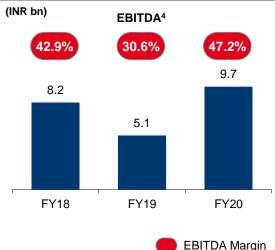


Robust Passenger Growth





EBITDA Margins



Source: Company data

Note: (1) From NCAER Report "The Economic Impact of Indira Gandhi International Airport, Delhi" March 2017. GSDP for year 2014-15.; (2) Project cost for Phase 1; (3) Refers to Gross Revenue (4) FY19 revenue and EBITDA lower due to change of control period and true-up exercise

GHIAL – Gateway to Southern India



One of the Fastest Growing Airports in India

6%

Indian Aviation Market Share in FY20

15 / 55

International / **Domestic Routes** 22mn /

Current Passengers Current Capacity

INR 29bn¹

CAGR 8.9%

21.4

3.9

17.4

FY19

Project Cost for GHIAL

(Passengers in

18.3

3.6

14.7

FY18

millions)

80mn

Planned Final Capacity

30 + 30

Total Years of Concession

Strategically Located Catchment Area



South and

Central India

Hyderabad

#2 Largest Contributor

to India's revenue from IT exports³

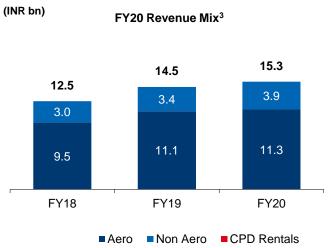
State of Telangana has **#2 Highest Number** of Operational SEZs³

Industrial Hub

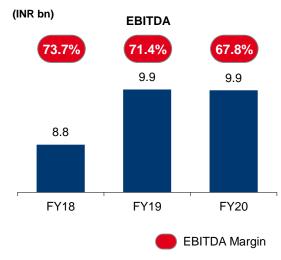
For Pharma, IT, and Real Estate

Robust Passenger Growth

Diversified Revenue Mix



EBITDA Margins



Source: Company data

Note: 1) Project cost for Phase 1; 2) Refers to Gross Revenue; 3) As mentioned on the website of Invest India, Ministry of Commerce and Industry

21.7

3.9

17.9

FY20

■ Domestic ■ International

Stable Tariff Framework Underpinning the Aero Business



Airport Economic Regulatory Authority (AERA) Airport Economic Regulatory Authority Sets the Economic Tariff Tribunal Which Addresses Any Disputes with AERA

Hybrid Till Suggests a 30% **Aero Capex Cross Subsidisation** Efficient O&M Expenses Depreciation **Aero Taxes** [x%] of **Regulatory Asset** Non-aero Base (RAB) Revenues WACC **Return on RAB Equity + Reserves** and Surplus Aero Revenues Means of Finance **Determined Such Towards Project** Debt that NPV Equals **Aggregate** Capex to NPV of ARR Revenue (ARR) 1 RSD²

Clear and Stable Tariff Framework Provides a Certainty on Post Tax Return on Equity

for All Privatized Airports

⁽¹⁾ For GHIAL, revenue share on aeronautical activities is also a part of the building block for reaching required aeronautical revenue.

⁽²⁾ Real Estate Deposits(RSD) of commercial property development can be used to finance project capex.

Environment



Company has invested substantially and allocated resources to increase adherence to environmental standards and pollution control measures and enhance environment health safety levels

DIAL

- 1st Carbon Neutral
 Airport in Asia Pacific region, under Airport Carbon Accreditation of ACI.
- Terminal 3 is First IGBC LEED* certified NC building –GOLD (Feb'11) and IGBC Platinum rated existing building (Oct'16)
- 7.85 MW on site solar PV plant installed – further renewable energy sourced through open access

GHIAL

- Received the best landscape awards from the State Government -~685 tons of CO² saved annually through green belt
- Passenger Terminal Building LEED certified for "silver rating" by the US Green Building Council (USGBC).
- Certified to the new international Environmental Management System ISO 14001:2015 in Sept'18
- Installation of 10 MW Solar Power Plant

Energy

- Majority of the operational and under construction assets are certified for ISO 9001 : QMS, ISO 14001 : EMS, OHSAS 18001
- Plantation of new 10,000+ saplings at different location to increase the green density in addition to already existing Green Belt

Others

- DFCC projects certified with ISO14001 for Environmental management system and working under the strict environmental norms of World Bank in DFCC projects.
- Operational units in Kakinada Industrial Park are in the Green & Orange Category

^{*} LEED = Leadership in Energy & Environmental Design

Visionary Leadership



GROUP DIRECTORS ON GMR BOARD



GM Rao Group Chairman

- Founder Chairman of the Group
- Since 1978, he has successfully led the Group creating infrastructure assets of national importance





GBS Raju Chairman, Airports





B V N Rao Chairman, Transportation and Urban Infra



INDEPENDENT DIRECTORS ON GMR BOARD

NC Sarabeswaran

 Ex- nominee director of RBI and Vysya Bank Board

S Sandilya

- Chairman Eicher Motors
- Board Member Mastek

C. R. Muralidharan

 Ex-CGM of RBI and an Exmember of IRDA

R S S L N Bhaskarudu

 Ex- MD of Maruti Udyog Limited

S Rajagopal

 Ex-Chairman & MD of Bank of India, Indian Bank

Kameswari Vissa

- CA with 24 yrs of experience
- Board Member: L&T valves, Madura microfin.

ADDITIONAL DIRECTOR

Suresh Narang

- Ex-Board member of Mandiri Securities
- Ex-Chief Country Officer of Deutsche Bank in Indonesia

Company has an independent external advisory council comprising eminent industry leaders providing inputs on business strategies

Committed to "Giving Back" to the Community through GMR Varalakshmi Foundation



Mission of GMR Varalakshmi Foundation "To make sustainable impact on the human development of under-served communities through initiatives in education, health and livelihoods"

Our Four Pronged approach



Through "Our Projects"

- Working with communities where:
 - Group has business operations- 25 locations in India & 1 in Nepal
 - o 350+ school & 35 K students
 - Vocational training to ~44K
- GHIAL recognized as an example of "Reaching out to Bottom of Pyramid" in 2012/13

Through "Personal Philanthropy"

- Started from Rajam (A.P) in 1991
- Personal Holding in the Group pledged to foundation by GM Rao
- Family Constitution ensures donation by the family members to the Foundation











^{*}National Voluntary Guidelines for Responsible Business published by Ministry of Corporate Affairs



Detailed Financials

GMR Infra - Consolidated					
(INR mm)	FY18	FY19	FY20	Q1FY20	Q1FY21
Gross Revenue	87,212	75,760	85,555	19,921	11,341
Less Revenue Share	19,115	17,648	20,372	4,872	1,775
Net Revenue	68,097	58,112	65,184	15,049	9,566
Total Expenditure	46,238	41,055	38,898	9,061	9,755
EBITDA	21,859	17,057	26,286	5,988	(189)
EBITDA Margin	32%	29%	40%	40%	(2%)
Other Income	5,530	7,088	6,666	2,138	904
Interest & Finance Charges	23,163	26,842	35,451	8,123	7,810
Depreciation	10,284	9,840	10,643	2,605	2,631
PBT before exceptional items	(6,058)	(12,536)	(13,142)	(2,602)	(9,727)
Exceptional Income / (Expense)	=	(22,123)	(6,809)	-	-
PBT	(6,058)	(34,659)	(19,951)	(2,602)	(9,727)
Tax	455	(874)	(849)	561	(1,511)
Profit after Tax (PAT)	(6,513)	(33,785)	(19,101)	(3,164)	(8,216)
Add: Share in Profit / Loss of JV's / Associates	(4,314)	(879)	(2,883)	(185)	(122)
PAT for Continuing Operations	(10,827)	(34,664)	(21,985)	(3,349)	(8,339)
Add: Profit / (Loss) from Discontinued Operations	(319)	1,101	(37)	(13)	(0)
Add: Other Comprehensive Income (OCI)	(1,107)	1,736	241	1,948	1,639
Total Comprehensive Income (OCI)	(12,253)	(31,827)	(21,780)	(1,413)	(6,700)
Less: Minority Interest (MI)	2,570	2,376	2,831	1,786	(2,105)
Total Comprehensive Income (post MI)	(14,822)	(34,203)	(24,611)	(3,199)	(4,595)



Detailed Financials

Airports Business - Consolidated						
(INR mm)	FY18	FY19	FY20	Q1FY20	Q1FY21	
Aero Revenue	25,108	18,982	20,628	4,695	746	
Non Aero Revenues	27,356	32,665	33,640	8,445	3,617	
CPD Rentals	1,874	2,069	7,641	1,457	580	
Gross Revenues	54,338	53,716	61,909	14,597	4,944	
Less: Revenue Share	18,144	16,528	19,136	4,558	1,607	
Net Revenue	36,194	37,188	42,773	10,039	3,337	
Operating Expenditure	15,887	20,696	20,121	4,723	4,288	
EBITDA	20,307	16,492	22,652	5,316	(951)	
EBITDA Margin	56%	44%	53%	53%	(29%)	
Other Income	4,138	5,642	5,205	1,622	534	
Interest & Finance Charges	8,918	10,982	13,825	3,216	3,586	
Depreciation	8,947	8,483	8,908	2,223	2,383	
PBT	6,580	2,669	5,124	1,499	(6,386)	
Tax	(50)	(1,104)	1,355	491	(1,534)	
Profit after Tax (PAT)	6,630	3,773	3,768	1,008	(4,852)	
Add: Share in Profit / Loss of JVs / Associates	1,662	1,820	1,570	372	(170)	
PAT (After share in JVs / Associates)	8,292	5,593	5,339	1,380	(5,022)	





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Group Overview

One of the Oldest Infrastructure Conglomerates



Over two decades of track record, consolidation aimed at creating shareholder value

1996-2008	2009-11	2012-14	2015-Today	Near term
-----------	---------	---------	------------	-----------

- Founded in 1996
- Listed in 2006
- Won Delhi and Hyderabad airport concessions
- 200 MW power plant and 3 road projects commissioned
- Legislation Expanded overseas 50% stake in Intergen

- T3 of Delhi Airport commissioned in 37 months
- Acquired 30% stake in PT GEMS
- Commenced operations for 3 urban infra projects totaling 234 kms
- Won Cebu Airport concession
- Commenced operations for 3 urban infra projects totaling 309 kms and 2 power plants totaling of 1.7 GW
- Won concessions for 5 airports³
- Won EPC project on eastern DFCC (\$680mn)¹ and 8mn Pax Clark airport
- Granted OPS⁴ for Ninoy airport
- Equity partnership with lenders for 1 gas & 1 coal project

Deleverage

Focus on reducing debt and improving cash flow and profitability

Demerger

Vertical demerger of airports and non-airport businesses to create further value for shareholders

Established track record of accessing public and private pool of capital

- ♣ IPO: \$172mn²
- 🗳 QIP: \$1bn

- **♣** QIP: \$315mn
- \$330mn from PE investors for GMR Airports
- \$300mn from PE investors for GMR Energy

- ♣ QIP: \$197mn¹
- Rights issue: \$187mn¹
- FCCB from KIA: \$300mn
- ADP investment in airports: \$1.3bn¹
- Partnered with Tenaga (30%stake) for GMR Energy
- Bond raise for DIAL and GHIAL: \$2 bn

Divestment

Continue with monetizing and divesting select assets

Successfully created shareholder value through opportunistic divestments

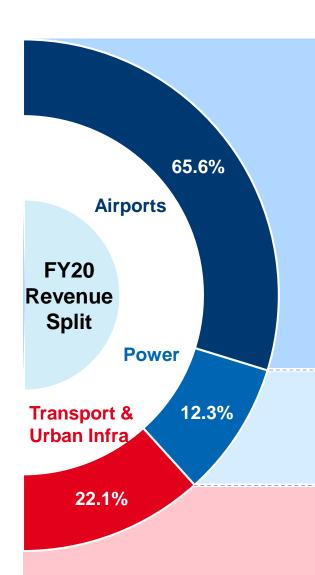
S Intergen Power

- S Istanbul Airport, Turkey
- S Island Power Project, Singapore

- S 1 Highway project
- S Chhattisgarh power plant
- S Himtal hydro project

Leading Airport Focused Infrastructure Player





Amongst the Largest

Private airport developers in the world, largest in India

7 nos.

Of airport assets under operations or various stages of development

300 mm

Rated capacity across portfolio of airport assets

179 mm

Current capacity: 94 mm under operations

1bn Tons+

Coal reserves, total resources ~2.9 bn tons

4 nos.

Of highway projects covering ~350 km

4.5 GW

Of total generation capacity, over 2.8 GW commissioned

13,000 acres

Of land at strategic locations, integrated industrial development

101 mm

Passengers handled in FY20 across key gateway airports

~2,240 acres

Of land with strong RE development potential

Strategic Partnerships

With marquee operators at platform and asset level

Integrated

Airport development and operation capabilities

Marquee Investors

- Temasek Holdings Pte Limited
- Tenaga Nasional Bhd.
- IDFC Alternatives

417 km

Of railway stretch getting constructed

¹⁾ Includes Barge Plant (220 MW) for which Sale and Purchase Agreement for divestment is signed; 2) Revenue for GMR Energy Limited is not consolidated in FY20 financials hence, revenue for 'power' segment shown above includes mainly power trading and mining operations



Business Update

Strategic Partnership with Groupe ADP



Considerable synergistic advantages, bolstering GMR's growth plans

About Group ADP



One of the largest airport groups in Europe based out of Paris (France)



Operating 24 international airports across geographies



Handled¹ 234 Mn passengers (including Istanbul Atatürk)



Market Cap² of ~ € 9 Bn



Revenue¹ at €4,700 Mn and Net Income¹ at €588 Mn

Investment Merits

Creation of world-class Airport Development and Management platform in partnership with strategic airport operator

Significant deleveraging at GMR using the equity raise

- Improved cash-flow and profitability
- Lower cost of financing

Paves way for value unlocking through demerger of businesses³

 Transaction entails ease of & flexibility for demerger process

Strong partner to capitalize on future growth opportunities

Strategic Rationale

Leverage Expertise

- Combination of expertise to extract more value and create synergies
 - Building strong partnerships by leveraging aeronautical and nonaeronautical expertise through systematic best practices implementation
 - Sharing knowledge and best practices across airports

Strategic partnership

- Market access for service companies
- Route development
- Enhance expertise in operations / smart airport
- Retail and passenger experience, IT/Innovation, engineering etc.

Hospitality

 Achieving standardized and highest level of passenger experience and quality of service

Substantial portion of consideration utilized to deleverage

Significant Move Towards Deleveraging



Transaction Details

Minority stake sale of 49% in GMR Airports Ltd (GAL)



Investment Amount ✓ INR 98.13bn received

■ Tranche I: INR 52.5bn received in February 2020

Tranche II: INR 45.7bn received in July 2020

- Including INR 10bn primary capital @ GAL
- Balance secondary cash inflow at corporate level
- ✓ INR 10.60bn, currently part of Earn-outs to be received by FY24
 - subject to the achievement of certain performance related targets by GMR Airports Limited
- ✓ INR 44.8bn, further earn-outs in form of equity shares
 - Earn-outs achievements can potentially increase GMR stake up to 59%



Status

✓ Transaction completed



Utilization of Proceeds

✓ Servicing of debt and exit for private equity investors in GAL

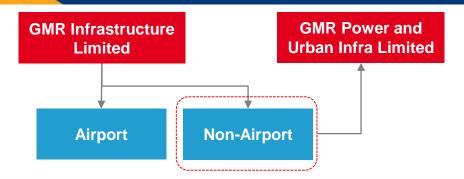
Deleveraging is expected to result in improved cash flows and profitability over the medium term

^{*}Linked to achievement of certain agreed operating performance metrics and receipt of certain regulatory clarifications over the next ~5 years;

^{**}including Earn-outs on consummation

Business Separation to Unlock Value for Shareholders





Rationale for Demerger



Value unlocking of Airport & Non-Airport businesses



Simplification of the Corporate Holding Structure



Enable both Airport & Non-Airport businesses to chart out their respective growth plan independently



Multiple platforms to raise fund to grow respective businesses – both from private & public market

Pro Forma Financials³

Click to View

Key Highlights of Scheme of Arrangement

- Vertical split demerger of the Non-Airport Business of GIL¹ into GPUIL¹ as a going concern
- Mirror shareholding of GIL in GPUIL with all existing shareholders of GIL becoming shareholder of GPUIL in same proportion
- Issue of 1 additional share of Rs.5/- each of GPUIL for every 10 shares in GIL of Rs.1/- each as on the record date
- Post the Scheme, GIL to emerge as India's Only Pure-Play Listed Airports Company
- Amalgamation of GPIL¹ with GIL as a step preceding demerger
- Appointed date² fixed at April 1, 2021

The Scheme of Arrangement has been filed with Stock Exchange and is subject to necessary approvals from shareholders, creditors and regulatory authorities

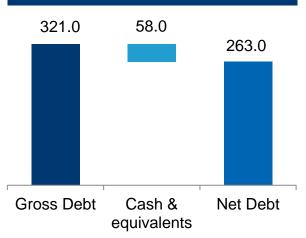
Note: 1) GIL: GMR Infrastructure Limited, GPUIL: GMR Power and Urban Infra Limited, GPIL: GMR Power Infra Limited 2) The date on which the undertakings shall vest in the respective resulting companies 3) Unaudited pro forma Condensed Consolidated Financial Information has been compiled by management to illustrate the impact of the proposed demerger of the Non-airport business of the Group into GPUIL, subsidiary of the GIL on the Group's Balance Sheet and Profit & Loss Account

Visible Path to Deleveraging

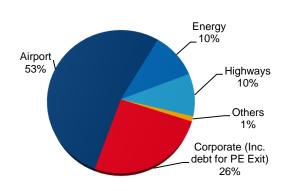


GMR Consolidated Debt





Net Debt (Sector-wise) ^



Plan to divest select assets across businesses

Divestment Initiatives

Airports

- Recent capital raise to help largely aimed at deleveraging
- Stable assets to generate robust cash flows towards servicing of existing debt

Power Business

- Cash flow from thermal assets sufficient to service debt,
- Strong prospects for divestment of thermal assets given improved performance
- Monetisation of Barge Plant SPA³ signed, partial consideration received

Port & Industrial Land

- Land at strategic industrial locations to benefit from manufacturing dislocation from China
- Total land—10,500 acre; significant potential to unlock large latent value

Highways

- Debt to be pared from favourable judgment on significant arbitration claim (Hyderabad-Vijayawada and Chennai ORR⁴)
- Monetization to gain momentum post arbitration claim settlement

Coal Mines (Indonesia)

To re-start the process of divestment once coal prices stabiles





Airports Vertical

One of the World's Leading Integrated Airport Platforms



India's Largest Airport Operator

Leading Integrated Airport Platform

Wide range of capabilities and services across the entire airport value chain; with demonstrated replicability and scalability

Large Market Opportunity in India

One of the fastest growing aviation market globally with an expected passenger traffic growth of 7.4% CAGR¹ for the period 2020-2037

Among the Largest Private Operators Globally

Portfolio of 7 marquee airports – Delhi, Hyderabad, Cebu, Goa, Bhogapuram, Bidar and Crete; handling ~101 mn² passengers globally

Regulated Aero Business

Highly visible cash flows through defined tariff setting; with a assured regulated return³

High-growth Non-Aero Business

Unique Consumer-facing, retailfocused play on India's demographics and consumer story; catering to 27.4%⁴ of international arrivals

Real Estate Development Opportunity

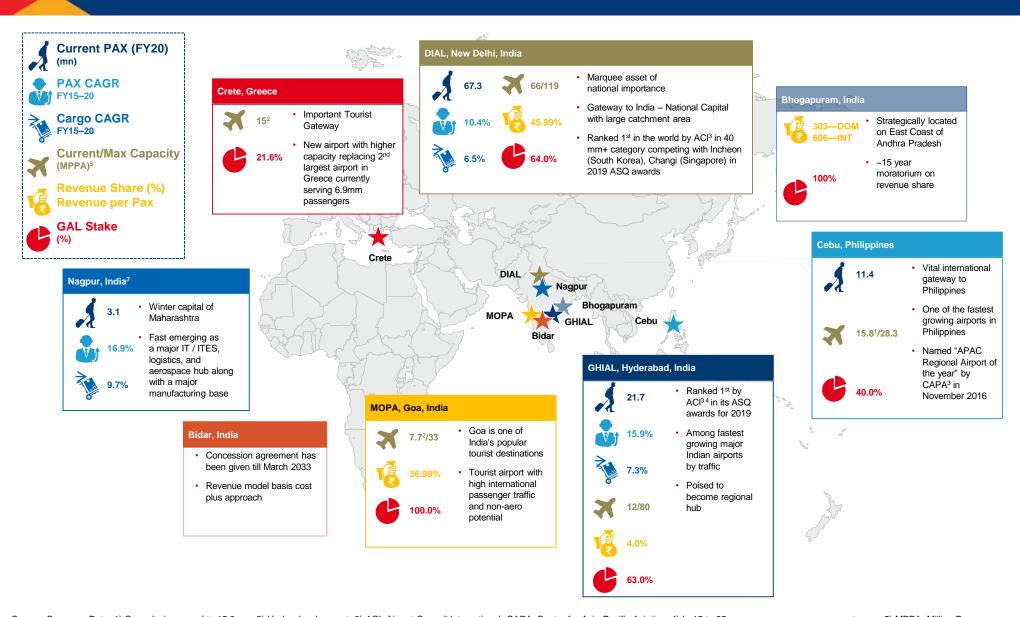
High quality, multiple contiguous land parcels spanning 2,240⁵ acres; located close to the heart of economic activity

Note: *Private Operator (Government holding <50%)

- Based on 2037 passenger forecast by IATA
- 2. Delhi, Hyderabad and Cebu LTM (Apr 2019-Mar 2020) passenger data; Nagpur airport award is sub-judice.
- Only for India
- As of Jan 2020 through Ministry of Tourism website
- 5. Includes DIAL (230 acres), GHIAL (1,463 acres), Goa (232 acres), Bhogapuram (294 acres), Cebu (11 acres), Greece (~ 10 acres).

Portfolio of World Class Assets

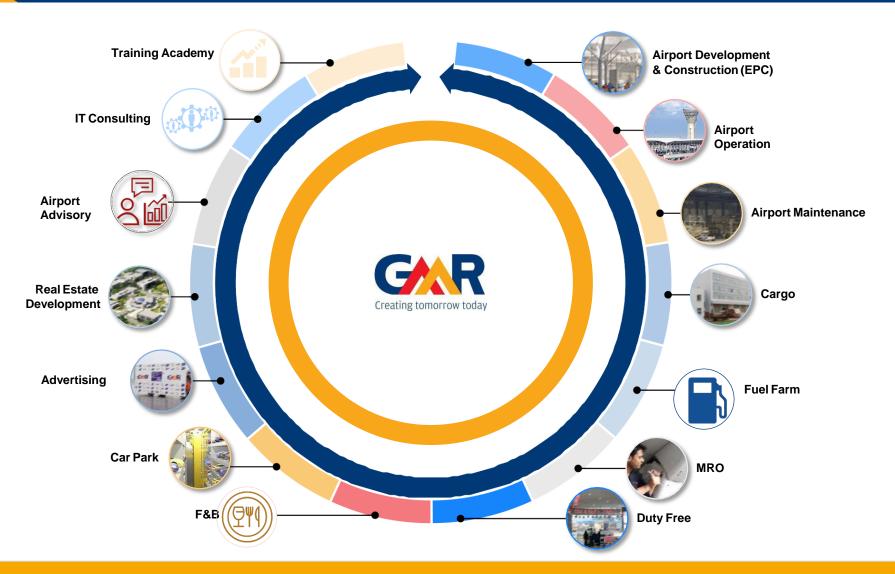




Source: Company Data; 1) Capacity increased to 15.8 mn, 2) Under-development, 3) ACI: Airport Council International. CAPA: Center for Asia-Pacific Aviation, 4) In 15 to 25mm passengers per annum category, 5) MPPA: Million Passengers per Annum, 6) As of FY19, 7) Nagpur airport award is sub-judice

Full Suite of Capabilities Across Airport Development & Operations

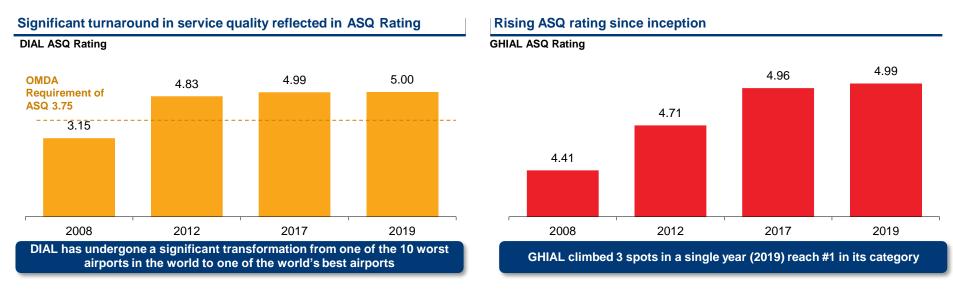




Successful track record of undertaking key functions across airport value chain

Some of The Best Rated Airports in The World









Source: Company information, ACI website.

4 Pillars of Value Creation in Airport Development and Operations



Market Opportunity Further Complemented by a Well Defined Regulatory Model









Aero

 Regulated nature provides strong visibility over cash flows, any short term disruptions expected to get mitigated over longer runs

Non-Aero

 Strong play over India consumption story and global tourism growth

Real Estate

 Large upside potential to be realized through monetization

Airport EPC & Allied Services

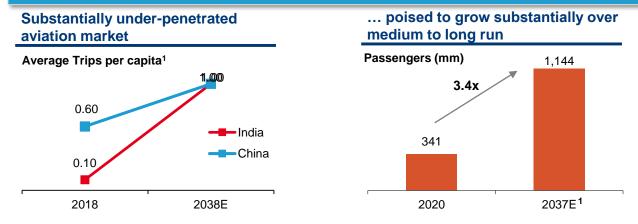
 Asset light business enhancing returns over capital

Multi-pronged Approach to Create Shareholder Value and Enhance Returns

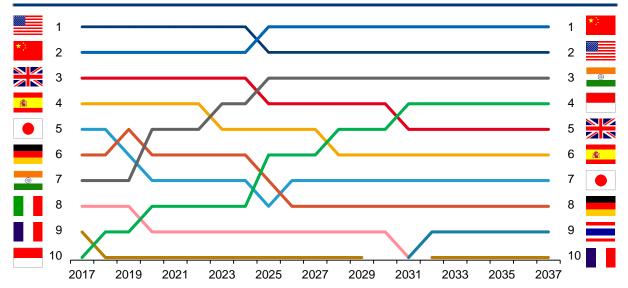
1. Aero Revenue



Growth in aero revenue driven by substantially under-penetrated Indian markets



Indian passenger market likely to outpace other key aviation markets¹



...supported by robust growth drivers

Supportive Regulatory Environment

Significant movement to a welldefined regulatory model

Growing Middle Class

~140mn households will move into middleincome bracket by 2030²

Fleet Growth

Indian carriers expected to double their fleet to 1,100 by 2027³

Rising Travel Spending

Business & leisure travel spending to increase 10x between 2018-28³

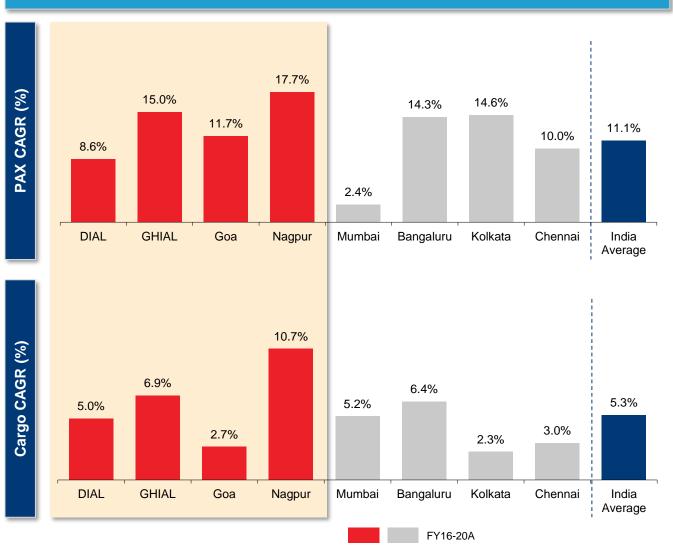
Increasing Airport Capacity

Government plans to expand airport capacity by five times to handle 1 billion trips a year⁴

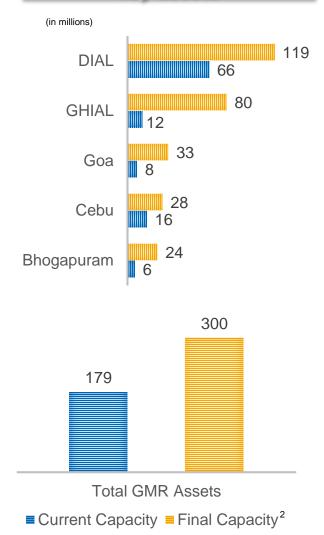
1. Aero Revenue (Cont'd)



Robust performance of assets in the high growth Indian market



Strong growth runway for key assets



Source: ICF.

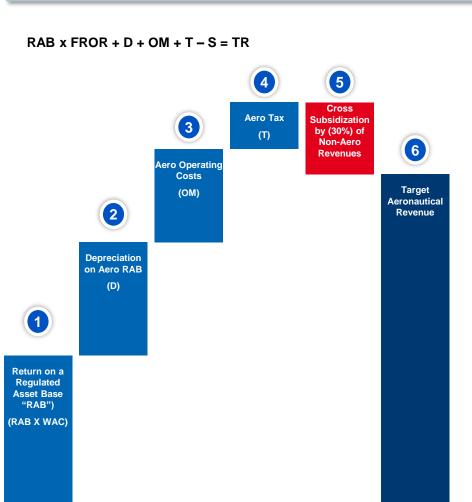
Note: 1) PAX CAGR includes both domestic and International passenger data 2) Including under development assets

1. Aero Revenue (Cont'd)



Regulated nature ensures strong visibility over cash flows

6



RAB Opening project cost of airport determined by AERA with future capex attributed to aeronautical development WACC Fair rate of return calculated to include cost of equity and actual cost of debt 2 **Depreciation on Aero RAB** Depreciated based on ratges in the Companies Act such that it matches accounting depreciation rates **Operating Costs** Operating and maintenance costs are pass through with difference in forecast and actuals adjusted every period **Aero Tax** Corporates Taxes pertaining to aeronautical services 5 **Hybrid Till** Cross subsidization of 30% of non-aero revenues

Tariff Protection through BAC⁽¹⁾
Contractual framework allows DIAL to charge BAC + 10%
as minimum tariff driving returns on capital

Well-Defined Model

Regulatory environment has evolved to become more mature and efficient

Policy Clarity

Clarity on hybrid till and end-use on Airport Real Estate (Endorsed by highest court)

Well-Defined Processes

Capex validation done before incurring

New Concessions

New concessions address issues faced in earlier concessions

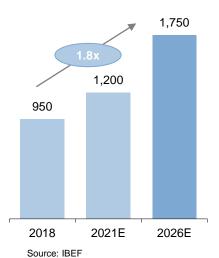
2. Non-Aero Business



Significant growth in underlying industries



Total retail market size (US\$ bn)

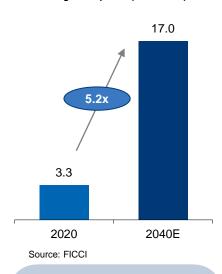


Organised Retail

expected to drive the total market size to US\$1,750 bn by 2026



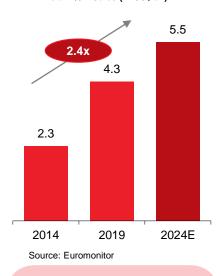
Total cargo transported (mm tonnes)



Promising growth in domestic cargo due to eCommerce; expected CAGR of ~8.5% over next 20 years



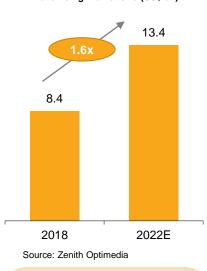
Total QSR Sales (in US\$ bn)1



Favourable
demographics
driving strong growth in
QSR Sector



Advertising market size (US\$ bn)1



Airports, Malls and Corporate Parks

expected to drive the growth

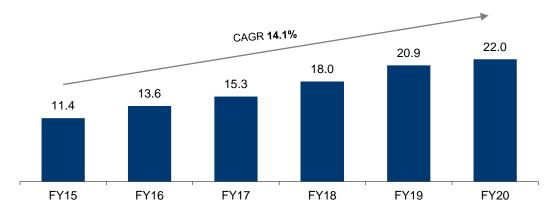
Expected growth in industries forming a considerable part of non-aero revenue

2. Non-Aero Business (Cont'd)

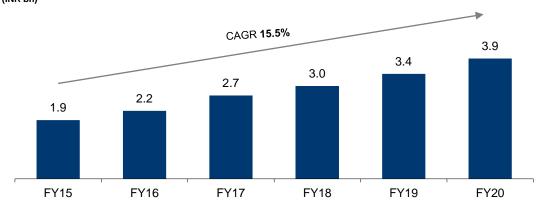


Delivering Significant Growth in Non Aero Business...

DIAL Non-aero Revenue¹ (INR bn)



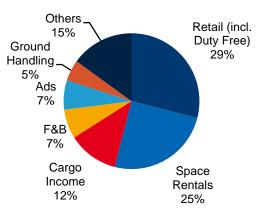
GHIAL Non-aero Revenue¹ (INR bn)



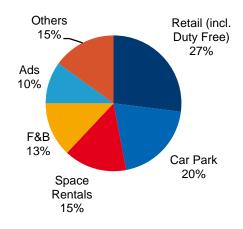
...With Diversified Revenue Streams

Non-aero revenue split (FY20)

DIAL Standalone Non Aero Mix



GHIAL Standalone Non Aero Mix



Source: Company data

Note: (1) Revenue numbers are based on IGAAP till FY17 and are in accordance with IND AS from FY18 onwards

3. Real Estate Business - DIAL and GHIAL



Delhi Airport

Aerocity – Upcoming Central Business District in NCR

Prime Real Estate

230 acres available for development

Track Record of Monetization

Hospitality, Retail, Commercial

Strategic Location

Between Central Delhi (current CBD) & Gurgaon (commercial hub)

Excellent Connectivity

Dedicated high speed metro line & 8-lane access road to NH8

Long Lease Period

Land parcels available till 2066

High Occupancy

Prime hospitality market with scope for hotel additions

Demonstrated Track Record of Monetization



45 acres 6.1 Msf



11 Hospitality
Operators



2.2 Msf of office & retail



Upcoming large conferencing facility

Hyderabad Airport

Aerotropolis - Large Integrated Ecosystem Synergistic with the Airport

Large Land Bank

1,463 acres available for development

Monetization gaining traction

Future strategy includes self-development

Key Location

Organic extension of commercialized west Hyderabad

Excellent Connectivity

Connected by NH44, NH765 and Nehru Ring Road

Long Lease Period

Land parcels available till 2068

Mixed Use Model

Land Use across hospitality, education, warehousing, entertainment etc.

Demonstrated Track Record of Monetization



~300 rooms Inventory



~2.2 Msf of Logistics & Warehousing



0.43 Msf of office & retail



~366 acres for Aerospace & Industrial

Company is also evaluating different monetization strategies including self-development

4. Airport Development & Services



GADL: Providing Services across the Airport Lifecycle

400+

People employed across Technical & Business Background

Multiple Revenue Streams

Revenue Stream divided across construction and services

State-of-art Systems

Comprehensive SOPs¹ covering all aspects of airport development

Wide range of Services

Services across the Airport Value Chain

Standardized Processes

Adherence to Global ISO Process Standards

Extensive

Training

Training and Familiarization sessions for all staff Large Set of Addressable Opportunities across India and Internationally

India

DIAL, GHIAL, Bhogapuram, Nagpur², Bidar Future GMR and third party airports in India

International

Cebu & future GMR airports outside India

Third party airports outside India

Complete Suite of Capabilities with a Significant Base of Marquee Customers

Capabilities

Design

Conceptualisation /
Design

Construction

Construction / Contract Management

Transition

Asset Handover / Contract Closure

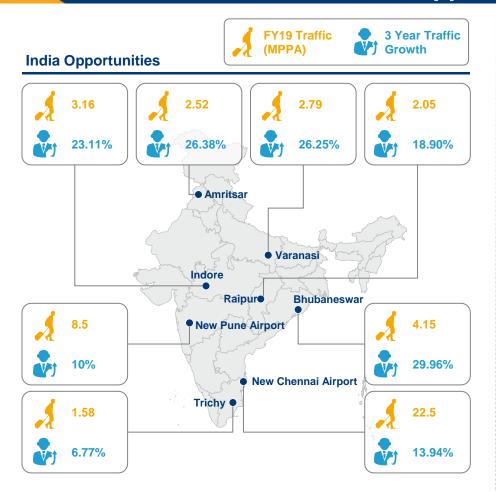
Operations

Engineering & Maintenance

Company has a proven track record of successfully executing contracts for a variety of customers under each of these project models

Well Poised to Benefit from Domestic and Overseas Growth Opportunities





Addressable opportunity pipeline of **47+ mm** passenger capacity through some of the fastest growing airports in India

Stringent Bid Evaluation Criteria focused on Risk Minimization and Threshold Returns Regulatory **Majority** Growth **Framework** Scale **Potential Participation** Knowledge **Detailed Criteria for Evaluation of International Opportunities Opportunity** Scope of Country **Analysis Participation Analysis** Political Type of Follow build to **Environment and** Engagement Risk operate (long (BOT, O&M) term orientation) Economic Opportunity size Avoid high risk Outlook and risks opportunities Social Risk Understanding Avoid acquisition local regulatory Geographical opportunities

Strong operating and development track record coupled with ADP's partnership expected to give significant boost to qualification scores

requirements

Notes: 1. Total capacity across multiple airports 2. Source: Airport Authority of India website

Features

Well Positioned to Become a Leading Growth Platform in the **Global Airport Industry**

GMR

Airports

5



Well placed to tap opportunity in airport construction and O&M business

- GADL to strategically capture value in Construction value chain
- Ongoing EPC project for developing new Terminal building of Clark Airport
- Original Proponent Status granted for development of Ninoy Aguino Airport (Manila)

Industry Dynamics – Growth Opportunities Galore In A Favorable Regulatory Environment

- Indian Airport sector is at the cusp of robust growth and favorable regulatory regime
- New emerging opportunities to be available in medium-term in India and outside.

'High-yield' Mature Assets -Robust Free Cash **Flows Post Expansion**

- DIAL & GHIAL to become a 'yield play' in the medium term post their expansion
- CEBU placed well to generate free cash flows as new terminal is in place

Value potential from Non-Aero Businesses

Ability to scale high value businesses - Duty Free, Cargo, F&B, Car Park, MRO, Advertisement

Mix Of Marquee Assets - Large & Medium

- DIAL: The largest airport in India
- CEBU is a PPP project in Philippines (another strong growth market)
- Hyderabad has significant land bank (1500 acres monetizable)

Strategic Upsides In All Airports

- International Hub at Delhi and Regional Hub at Hyderabad
- DIAL Benefit from 2nd airport diverting domestic traffic in favor of higher international mix

Unique Real Estate Potential

- At DIAL, creation of Central Business District for Delhi
- At GHIAL, an Aerotropolis leveraging a major IT Hub of India



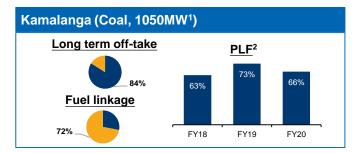


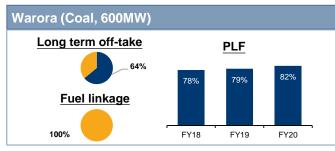
Other Businesses

Diversified Portfolio of Energy Assets



Key energy assets performing at healthy PLF, steady improvement over years





Key Operational Highlights

- Substantially Contracted Power Supply Power Offtake is contracted through long term PPAs with State Electricity Boards
- Strong Fuel Linkage Robust fuel supply chain with confirmed linkage from Coal India
- ► Improving PLF at asset level

Recovery in gas based plant performance

Vemagiri (388 MW)

 100% contracted under a long term PPA with State Government

PT Gems, Indonesia

- Debt free asset
- Operated under imported LNG

Bajoli Holi, (Himachal Pradesh)

Warora (Maharashtra) Kamalanga, (Orissa) Vemagiri, (Andhra Pradesh) Rajahmundry, (Andhra Pradesh)

Rajahmundry (768 MW)

- 45% ownership
- Debt resolution plan approved by lenders
- Visibility over gas supply with ramp-up in gas production at ONGC's and RIL's gas fields
- Well suited for round-the-clock clean energy by bundling with renewable which has received strong government focus recently

Bajoli Holi (Hydro, 180 MW)

- Near commissioning
- 50% capacity already tied up under long term PPA

PT Gems (Indonesia)

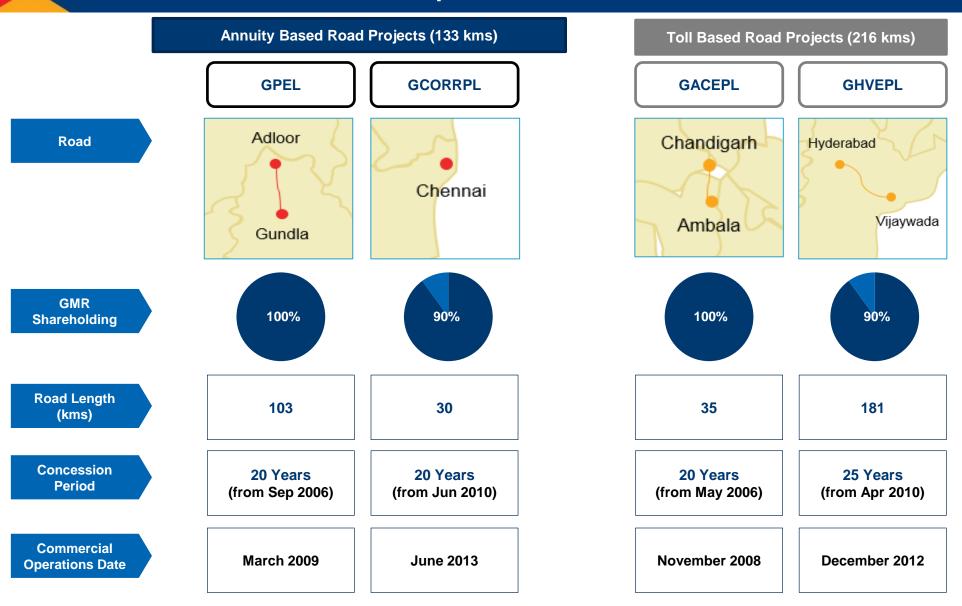
- 2.07 bn tons resources
- 710 mm tons reserves
- 30% stake
- 30 mm ton sales in CY20

Other Assets

- 1.2GW Hydro power capacity (under construction)
- ~28MW of operational renewables capacity

Transportation Assets





Note: 1) GPEL: GMR Pochanpalli Expressways Limited , 2) GCORRPL: GMR Chennai Outer Ring Road Private Limited, 3) GACEPL: GMR Ambala Chandigarh Expressways Private Limited, 4) GHVEPL: GMR Hyderabad Vijayawada Expressways Private Limited

Urban Infrastructure – Potential to Unlock Substantial Value



Kakinada Special Investment Region



Divestment¹ of Group's entire stake in KSEZ²

- Signed Definitive Agreements for divestment by GSPHL³ of its entire 51% stake in KSEZ² to Aurobindo Realty and Infrastructure Pvt. Ltd
- 100% equity stake of KGPL⁴ held by KSEZ² would also be transferred to Aurobindo Realty.
- ✓ Consideration for the equity stake and sub-debt in KSEZ² INR 26.1 bn
 - INR 16 bn to be received on the closing date
 - INR 10.1 bn to be received in next 2 3 years which is contingent upon certain agreed milestones

Krishnagiri Special Investment Region



- √ 2,500 acres of land
- 275 acres being used for infra development, approvals in place
- ✓ Joint Venture with TIDCO⁵
- ✓ Industrial cluster catering to aerospace, automobile, logistics, engineering and electronics sectors





Managing COVID-19 Impact

Effectively Managing COVID Impact on Airport Operations



Aligning Business Position



Cash conservation through rescheduling of our Capex plan



Consolidation of infrastructures to adapt to the nature of traffic and reduce operating costs.

 Closed Terminal 1 & 2 and is now operating from only Terminal 3 at Delhi Airport for both international and domestic flights



Reviewed all budgets which has resulted in reducing operating expenses



Ensuring maximum security & safety to our customers to restore their confidence through adoption of latest technologies and processes in sanitization and contact less travelling

Response Amidst Unprecedented Pandemic

Vande Bharat Mission

 Repatriation initiative by the Ministry of Civil Aviation

Establishment of Air Bubbles

Bilateral arrangements with US, France and Germany to restart commercial passenger services, more such arrangements likely in near term

'Test on Arrival or pre-Embarkation' Test on Arrival facility at CEBU Airport since June'20 – likely to aid traffic in India once such measure is permitted

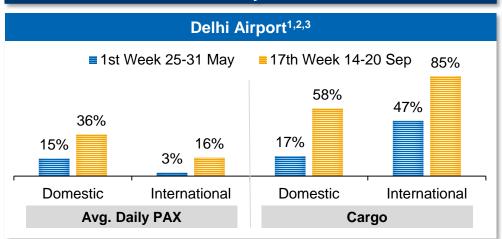
Increased safety in Aviation

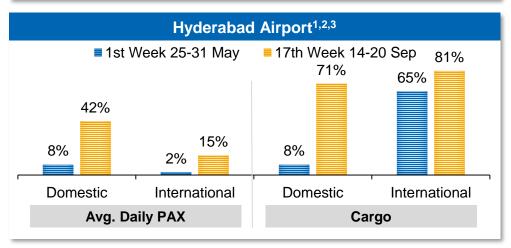
- Cabin air is freshened every 2 minutes with a mixture of fresh air and air being filtered through HEPA filters
- Clean and hygienic conditions through periodic sanitation

Green Shoots of Recovery Visible



Airport Business witnessing recovery of traffic post opening on May 25th





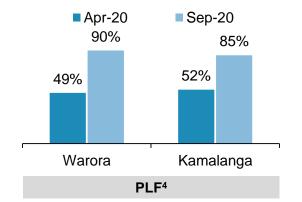
PAX growth is likely to accelerate as restriction on slots is lifted

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 June 25, 2020 and increased to 45% till September 2, 2020 post which the cap has been increased to 60%

Energy Business - PLFs recovered substantially in recent months

- Continuity of power supply during the period of lockdown
- PLF recovered on revival on industrial demand



- Ministry of Coal has accepted Usance Letter of Credit as a payment mechanism
- Maintaining 50% LC towards payment security made compulsory
- INR 900 bn liquidity injection scheme for DISCOMs to expedite recovery

Highway Business¹

- Substantial recovery in toll traffic: Hyderabad Vijayawada and Ambala Chandigarh expressways recorded 84% and 78% traffic as compared to pre-Covid levels in August 2020
- Revenues in remaining two projects not impacted as they are annuity projects



Key Takeaways

GMR Infrastructure – Key Takeaways



01



Significant deleveraging of the group via equity capital transaction with marquee partners

02



Pure play airport business on the cards – to drive GMR's leadership in airports business

03



Strong underlying macro fundamentals, including fast growing aviation market in India, to act as tailwinds for the group

04



One of the world's largest integrated airport platforms with significant potential for expansion

05



Non Aero – on the back of growing retail consumption – and Real Estate to provide additional upside for the Airport segment

06



Ability to derive value from strong partnerships with global majors across businesses

07



Strong management and leadership teams with ability to successfully build strong businesses

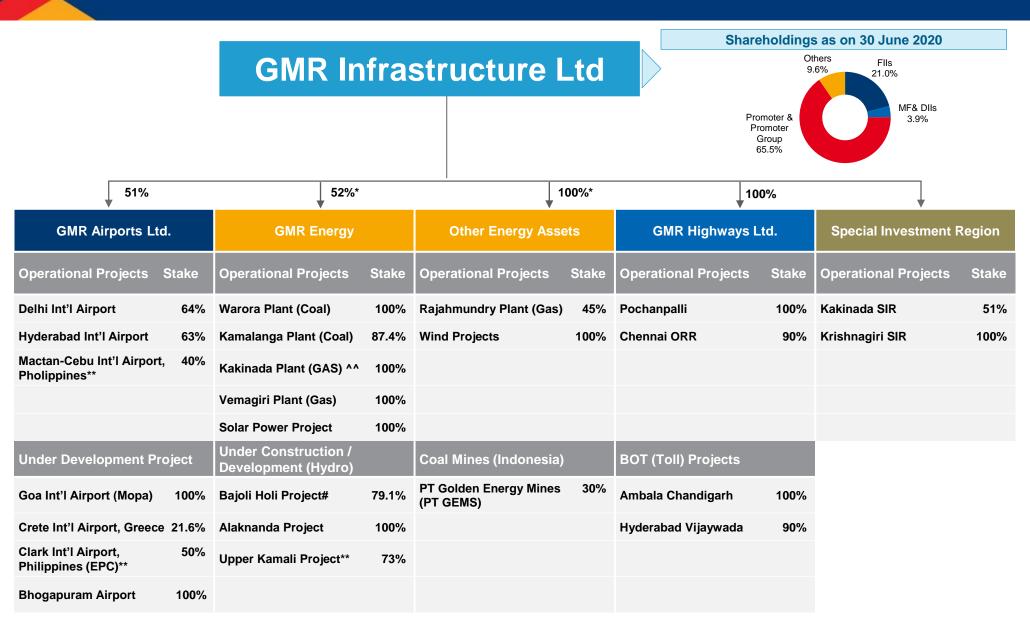




Annexures

Corporate Structure





[•] Includes both direct & indirect holding; ** direct and indirect holding including; # DIAL holds 20.9% stake; ** Barge Plant (220 MW) - Sale and purchase agreement for divestment is signed

DIAL – the Largest Indian Airport



Delhi Airport: Gateway to India

Indian Aviation Market Share in **FY20**

20%

78 / 71

International / **Domestic Routes** 67mn / 66mn

Current Passengers / Current Capacity

INR 125bn²

CAGR 1.2%

69.2

18.7

50.5

FY19

Project Cost for DIAL

(Passengers in millions)

65.7

17.4

48.3

FY18

119 mn

Planned Final Capacity

67.3

17.8

49.5

FY20

■ Domestic ■ International

30 + 30

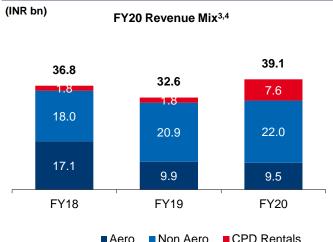
Total Years of Concession

Sizeable Catchment Area including Major Commercial Hubs

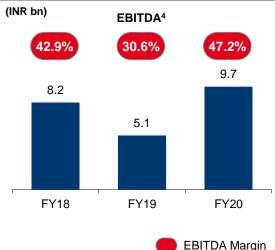


Robust Passenger Growth





EBITDA Margins



Source: Company data

Note: (1) From NCAER Report "The Economic Impact of Indira Gandhi International Airport, Delhi" March 2017. GSDP for year 2014-15.; (2) Project cost for Phase 1; (3) Refers to Gross Revenue (4) FY19 revenue and EBITDA lower due to change of control period and true-up exercise

GHIAL – Gateway to Southern India



One of the Fastest Growing Airports in India

6%

Indian Aviation Market Share in FY20

15 / 55

International / **Domestic Routes** 22mn /

Current Passengers Current Capacity

INR 29bn¹

CAGR 8.9%

21.4

3.9

17.4

FY19

Project Cost for GHIAL

(Passengers in

18.3

3.6

14.7

FY18

millions)

80mn

Planned Final Capacity

30 + 30

Total Years of Concession

Strategically Located Catchment Area



South and

Central India

Hyderabad

#2 Largest Contributor

to India's revenue from IT exports³

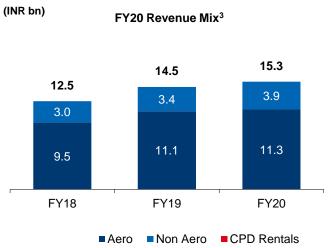
State of Telangana has **#2 Highest Number** of Operational SEZs³

Industrial Hub

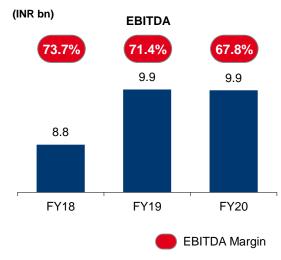
For Pharma, IT, and Real Estate

Robust Passenger Growth

Diversified Revenue Mix



EBITDA Margins



Source: Company data

Note: 1) Project cost for Phase 1; 2) Refers to Gross Revenue; 3) As mentioned on the website of Invest India, Ministry of Commerce and Industry

21.7

3.9

17.9

FY20

■ Domestic ■ International

Stable Tariff Framework Underpinning the Aero Business



Airport Economic Regulatory Authority (AERA) Airport Economic Regulatory Authority Sets the Economic Tariff Tribunal Which Addresses Any Disputes with AERA

Hybrid Till Suggests a 30% **Aero Capex Cross Subsidisation** Efficient O&M Expenses Depreciation **Aero Taxes** [x%] of **Regulatory Asset** Non-aero Base (RAB) Revenues WACC **Return on RAB Equity + Reserves** and Surplus Aero Revenues Means of Finance **Determined Such Towards Project** Debt that NPV Equals **Aggregate** Capex to NPV of ARR Revenue (ARR) 1 RSD²

Clear and Stable Tariff Framework Provides a Certainty on Post Tax Return on Equity

for All Privatized Airports

⁽¹⁾ For GHIAL, revenue share on aeronautical activities is also a part of the building block for reaching required aeronautical revenue.

⁽²⁾ Real Estate Deposits(RSD) of commercial property development can be used to finance project capex.

Environment



Company has invested substantially and allocated resources to increase adherence to environmental standards and pollution control measures and enhance environment health safety levels

DIAL

- 1st Carbon Neutral
 Airport in Asia Pacific region, under Airport Carbon Accreditation of ACI.
- Terminal 3 is First IGBC LEED* certified NC building –GOLD (Feb'11) and IGBC Platinum rated existing building (Oct'16)
- 7.85 MW on site solar PV plant installed – further renewable energy sourced through open access

GHIAL

- Received the best landscape awards from the State Government -~685 tons of CO² saved annually through green belt
- Passenger Terminal Building LEED certified for "silver rating" by the US Green Building Council (USGBC).
- Certified to the new international Environmental Management System ISO 14001:2015 in Sept'18
- Installation of 10 MW Solar Power Plant

Energy

- Majority of the operational and under construction assets are certified for ISO 9001 : QMS, ISO 14001 : EMS, OHSAS 18001
- Plantation of new 10,000+ saplings at different location to increase the green density in addition to already existing Green Belt

Others

- DFCC projects certified with ISO14001 for Environmental management system and working under the strict environmental norms of World Bank in DFCC projects.
- Operational units in Kakinada Industrial Park are in the Green & Orange Category

^{*} LEED = Leadership in Energy & Environmental Design

Visionary Leadership



GROUP DIRECTORS ON GMR BOARD



GM Rao Group Chairman

- Founder Chairman of the Group
- Since 1978, he has successfully led the Group creating infrastructure assets of national importance





GBS Raju Chairman, Airports





B V N Rao Chairman, Transportation and Urban Infra



INDEPENDENT DIRECTORS ON GMR BOARD

NC Sarabeswaran

 Ex- nominee director of RBI and Vysya Bank Board

S Sandilya

- Chairman Eicher Motors
- Board Member Mastek

C. R. Muralidharan

 Ex-CGM of RBI and an Exmember of IRDA

R S S L N Bhaskarudu

 Ex- MD of Maruti Udyog Limited

S Rajagopal

 Ex-Chairman & MD of Bank of India, Indian Bank

Kameswari Vissa

- CA with 24 yrs of experience
- Board Member: L&T valves, Madura microfin.

ADDITIONAL DIRECTOR

Suresh Narang

- Ex-Board member of Mandiri Securities
- Ex-Chief Country Officer of Deutsche Bank in Indonesia

Company has an independent external advisory council comprising eminent industry leaders providing inputs on business strategies

Committed to "Giving Back" to the Community through GMR Varalakshmi Foundation



Mission of GMR Varalakshmi Foundation "To make sustainable impact on the human development of under-served communities through initiatives in education, health and livelihoods"

Our Four Pronged approach



Through "Our Projects"

- Working with communities where:
 - Group has business operations- 25 locations in India & 1 in Nepal
 - o 350+ school & 35 K students
 - Vocational training to ~44K
- GHIAL recognized as an example of "Reaching out to Bottom of Pyramid" in 2012/13

Through "Personal Philanthropy"

- Started from Rajam (A.P) in 1991
- Personal Holding in the Group pledged to foundation by GM Rao
- Family Constitution ensures donation by the family members to the Foundation











^{*}National Voluntary Guidelines for Responsible Business published by Ministry of Corporate Affairs



Detailed Financials

GMR Infra - Consolidated								
(INR mm)	FY18	FY19	FY20	Q1FY20	Q1FY21			
Gross Revenue	87,212	75,760	85,555	19,921	11,341			
Less Revenue Share	19,115	17,648	20,372	4,872	1,775			
Net Revenue	68,097	58,112	65,184	15,049	9,566			
Total Expenditure	46,238	41,055	38,898	9,061	9,755			
EBITDA	21,859	17,057	26,286	5,988	(189)			
EBITDA Margin	32%	29%	40%	40%	(2%)			
Other Income	5,530	7,088	6,666	2,138	904			
Interest & Finance Charges	23,163	26,842	35,451	8,123	7,810			
Depreciation	10,284	9,840	10,643	2,605	2,631			
PBT before exceptional items	(6,058)	(12,536)	(13,142)	(2,602)	(9,727)			
Exceptional Income / (Expense)	=	(22,123)	(6,809)	-	-			
PBT	(6,058)	(34,659)	(19,951)	(2,602)	(9,727)			
Tax	455	(874)	(849)	561	(1,511)			
Profit after Tax (PAT)	(6,513)	(33,785)	(19,101)	(3,164)	(8,216)			
Add: Share in Profit / Loss of JV's / Associates	(4,314)	(879)	(2,883)	(185)	(122)			
PAT for Continuing Operations	(10,827)	(34,664)	(21,985)	(3,349)	(8,339)			
Add: Profit / (Loss) from Discontinued Operations	(319)	1,101	(37)	(13)	(0)			
Add: Other Comprehensive Income (OCI)	(1,107)	1,736	241	1,948	1,639			
Total Comprehensive Income (OCI)	(12,253)	(31,827)	(21,780)	(1,413)	(6,700)			
Less: Minority Interest (MI)	2,570	2,376	2,831	1,786	(2,105)			
Total Comprehensive Income (post MI)	(14,822)	(34,203)	(24,611)	(3,199)	(4,595)			



Detailed Financials

Airports Business - Consolidated									
(INR mm)	FY18	FY19	FY20	Q1FY20	Q1FY21				
Aero Revenue	25,108	18,982	20,628	4,695	746				
Non Aero Revenues	27,356	32,665	33,640	8,445	3,617				
CPD Rentals	1,874	2,069	7,641	1,457	580				
Gross Revenues	54,338	53,716	61,909	14,597	4,944				
Less: Revenue Share	18,144	16,528	19,136	4,558	1,607				
Net Revenue	36,194	37,188	42,773	10,039	3,337				
Operating Expenditure	15,887	20,696	20,121	4,723	4,288				
EBITDA	20,307	16,492	22,652	5,316	(951)				
EBITDA Margin	56%	44%	53%	53%	(29%)				
Other Income	4,138	5,642	5,205	1,622	534				
Interest & Finance Charges	8,918	10,982	13,825	3,216	3,586				
Depreciation	8,947	8,483	8,908	2,223	2,383				
PBT	6,580	2,669	5,124	1,499	(6,386)				
Tax	(50)	(1,104)	1,355	491	(1,534)				
Profit after Tax (PAT)	6,630	3,773	3,768	1,008	(4,852)				
Add: Share in Profit / Loss of JVs / Associates	1,662	1,820	1,570	372	(170)				
PAT (After share in JVs / Associates)	8,292	5,593	5,339	1,380	(5,022)				