

OPERATING AND FINANCIAL REVIEW

For the Nine Months Period ended December 31, 2024 compared to the Nine Months Period ended December 31, 2023

The financial information presented below has been prepared with respect to the financial statements for the Nine Months period ended December 31, 2024, compared to the Nine Months period ended December 31, 2023. The financial statements have been prepared and presented under Ind-AS on a consolidated basis.

Operating Performance:

Operating Parameters	For the nine months ended Dec 31, 2024	For the nine months ended Dec 31, 2023	% Change
Total passengers (in millions of persons)	21.39	18.57	15.21%
International passengers (in millions of persons)	3.51	3.13	12.30%
Domestic passengers (in millions of persons)	17.88	15.44	15.80%
Total Air Traffic Movements (ATMs)	1,49,072	1,30,107	14.58%
International ATMs	22,593	20,702	9.13%
Domestic ATMs	1,26,479	1,09,405	15.61%
Total Cargo (in metric tons)	1,25,883	1,10,634	13.78%
International Cargo	73,639	58,016	26.93%
Domestic Cargo	52,244	52,618	-0.71%

Passenger and aircraft traffic at the Airport are the key drivers in generation of revenues from aeronautical and non-aeronautical operations. There has been a significant increase in the passenger and aircraft traffic volumes at Hyderabad Airport during the Nine Months period ended December 31, 2024. Total passenger traffic at the Airport was 21.39 million for the Nine Months period ended December 31, 2024, 15.21% increase as compared to 18.57 million for the Nine Months period ended December 31, 2023. The international traffic increased by 12.3% while the domestic passenger traffic increased by 15.8%. The increase was due to growth in air travel.

For the Nine Months period ended December 31, 2024, total ATMs at the Airport were 149,072, resulting into a 14.58% increase as compared to 130,107 for Nine Months period ended December 31, 2023. Cargo tonnage increased by 13.78% from 110,634 metric tons during the Nine Months period ended December 31, 2023, to 125,883 metric tons for the Nine Months period ended December 31, 2024.

Financial Performance

INR Million

Particulars – Rs Mn.	For the nine months ended Dec 31, 2024	For the nine months ended Dec 31, 2023
Revenue from operations	25,778.4	19,442.5
Other income	1,582.2	1,489.2
Total Revenues	27,360.6	20,931.7
Concession fee	695.6	579.5
Purchase of traded goods	1,364.2	989.9
Increase/(decrease) in traded goods	(254.4)	(154.7)
Employee benefits expense	3,034.0	2,356.6
Other expenses	8,278.6	5,823.3
Finance Cost	5,516.5	4,055.7
Depreciation	4,173.8	3,560.4
Total Expenses	22,808.3	17,210.7
Exceptional Item	-	746.8
Profit Before Tax (Before Share of Profit/Loss of Associates and Joint Ventures)	4,552.3	4,467.8
Share of Profit / loss of an Associate and Joint Ventures	5.5	(44.0)
Profit Before Tax	4,557.8	4,423.8
Tax Expense	899.8	1,427.7
Profit After Tax	3,658.0	2,996.1
<i>Adjusted EBITDA</i>	50%	51%

1. *Adjusted EBITDA is calculated as earnings before interest (excluding finance income), tax expense, depreciation and amortization and share of profit of joint ventures*

Total Revenue

Total revenue was Rs. 27,360.6 million for the Nine Months period ended December 31, 2024, a 31% increase from Rs. 20,931.7 million for the Nine Months period ended December 31, 2023.

Revenue from operations:

Revenue from operations was Rs. 25,778.4 million for the Nine Months period ended December 31, 2024, a 33% increase from Rs. 19,442.5 million for the Nine Months period ended December 31, 2023 as a result of increase in aeronautical and non-aeronautical revenues on account of increased traffic and also due to higher tariffs as applicable in the current period. Detailed analysis of same as below:

INR Million

Revenue from operations	For the nine months ended Dec 31, 2024	For the nine months ended Dec 31, 2023	Variance	Variance %	Remarks
Income from services					
Aeronautical (A)	12,869.1	10,058.8	2,810.3	28%	
User Development Fee (UDF)	7,648.0	6,211.0	1,437.0	23%	Due to increase in Traffic & Tariff
Landing & Parking charges	2,356.7	1,621.0	735.7	45%	Due to increase in ATMs & Parking hours and Tariff
Cargo	1,541.6	1,001.1	540.5	54%	Increase on account of increase in Cargo volumes and tariff
Ground handling	391.3	329.6	61.7	19%	Increased on account of increase in ATMs
Fuel farm	720.4	684.7	35.7	5%	Increase on account of increase in ATMs and fuel upliftment
ICT & Others	211.1	211.4	(0.3)	0%	Decreased on account of other revenues
Non-Aeronautical (B)	11,535.1	7,894.7	3,640.4	46%	
Duty Free	3,695.2	2,472.5	1,222.7	49%	Increase is majorly on account of increase in international passenger traffic and per pax spent
Retail	583.7	623.8	(40.1)	-6%	Decreased due to non-operating of some stores on account of renovation at terminal.
Advertisement	581.6	482.2	99.4	21%	Increase on account of increase in advertising revenue.
Food and beverages	969.0	685.3	283.7	41%	Increase in revenue is due to increase in total passenger traffic
Parking	641.3	807.2	(165.9)	-21%	Decreased due to lesser parking hours
Land and space - Rentals	447.6	346.3	101.3	29%	Due to land & Space rental increment due to new contracts and annual increment
MRO services and others	4,616.7	2,477.4	2,139.3	86%	Increase in revenue majorly due to increase in number of checks in MRO
Revenue from sale of services (C=A+B)	24,404.2	17,953.5	6,450.7	36%	
Revenue from commercial property development	663.3	853.5	(190.2)	-22%	Decrease due to one-time revenue received in 9M of FY24
Revenue from hospitality services	710.9	635.5	75.4	12%	Owing to increase in occupancy and average room revenue
Revenue from non-airport services (C)	1,374.2	1,489.0	(114.8)	-8%	
Revenue from contracts with customers (D=A+B+C)	25,778.4	19,442.5	6,335.9	33%	

Other Income

Other income was Rs. 1,582.20 million in Nine Months period ended December 31, 2024, an increase of 6% from Rs. 1,489.20 million in Nine Months period ended December 31, 2023. This was primarily on account of the service tax refund amount and increase in investment income.

Total Expenses

Total expenses were Rs. 22,808.3 million for the Nine Months period ended December 31, 2024 , an increase of Rs. 5,597.6 million i.e. 33%, from Rs. 17,210.7 million for the Nine Months period ended December 31, 2023 detailed as below:

INR Million

Particulars	For the nine months ended Dec 31, 2024	For the nine months ended Dec 31, 2023	Variance	Variance %	Remarks
Concession fee	695.6	579.5	116.1	20%	Increased on account of increase in GHIAL revenue
Purchase of traded goods	1,364.2	989.9	374.3	38%	Increase in consumption of goods on account of increase in Duty Free business.
Increase/(decrease) in traded goods	(254.4)	(154.7)	(99.7)	64%	
Employee benefits expense	3,034.0	2,356.6	677.4	29%	Increase is due to annual increments & increase in manpower count.
Other expenses	8,278.6	5,823.3	2,455.3	42%	Increase is due to duty free concession fee reclassification and other operating expenditure
Finance Cost	5,516.5	4,055.7	1,460.8	36%	Increased on account of capitalization of expansion assets resulting in higher depreciation and interest charged to profit & loss account.
Depreciation	4,173.8	3,560.4	613.4	17%	
Total Expenses	22,808.3	17,210.7	5,597.6	33%	
Share of Profit / loss of an Associate and Joint Ventures	5.5	(44.0)	49.6	-113%	Net share of profit from JVs
Tax Expense	899.8	1,427.7	(527.9)	-37%	

Profit for the Year

As a result of the factors described above, the company made a profit of Rs. 3,658.0 million for the Nine Months period ended December 31, 2024 as compared to the profit of Rs. 2,996.1 million for the Nine Months period ended December 31, 2023.

Adjusted EBITDA/Total Revenue

Adjusted EBITDA to Total Revenue has decreased to 50% for the Nine Months period ended December 31, 2024 from 51% for the Nine Months period ended December 31, 2023 on account of increase in expenses due to expansion.

Cash Flows

The following table sets forth a summary of our cash flows for the given periods.

INR Million

Revenue from operations	For the nine months ended Dec 31, 2024	For the nine months ended Dec 31, 2023
Net cash flow from operating activities	10,450.9	10,885.9
Net cash flow used in investing activities	(4,700.4)	(6,539.2)
Net cash flow from (used in) financing activities	(10,733.2)	(5,454.9)

In the Nine Months period ended December 31, 2024, our net cash flows from operating activities were Rs. 10,450.9 million. For comparison the net cash flows from operating activities were Rs. 10,885.9 million in the Nine Months period ended December 31, 2023.

In the Nine Months period ended December 31, 2024 our net cash flows used in investing activities were Rs. (4,700.4) million compared to net cash flow of Rs. (6,539.2) million in the Nine Months period ended December 31, 2023. The net cash flow in investing activities is due to movement of funds between cash and cash equivalents to liquid investments, consumption of cash towards purchase of property, plant & equipment due to expansion.

In the Nine Months period ended December 31, 2024, our net cash flows from financing activities were Rs. (10,733.2) million as compared to net cash flows from financing activities of Rs. (5,454.9) million during the Nine Months period ended December 31, 2023.

Other Material Development:

Airports Economic Regulatory Authority of India (“AERA” or “the Regulator”) has issued Tariff Order for the third control period (01.04.2021 – 31.03.2026) for GMR Hyderabad International Airport Limited on August 31, 2021. Refer link; <https://aera.gov.in/uploads/airports/16466584108771.pdf>.

Further AERA appeal number 4/2021 filed by GHIAL has been allowed partially by TDSAT wide its judgement dated 14-02-2024. And Civil Appeal was filed by AERA against the Order passed by TDSAT on 11th May, 2024.