



PARTNERING FOR SUCCESS

About GVK

1. One of the largest and diversified Indian Conglomerate
2. Investor, Owner, Operator of Major Airports, Hospitality and Infrastructure Assets:
 - **Power & Energy** - First company to develop power plant under PPP
 - **Transportation** - First company to develop toll road under PPP
 - **Hospitality** - Owner of luxury hotels, over 1500 rooms
 - **Real Estate**— Over 1mn sqm under GVK management
 - **Life Sciences** – Leading bio sciences company in India
3. Leading International Airport Company
4. CSR – Largest Free 24X7 Ambulance Services provider in the world

World's Largest Ambulance Service

- Not for Profit
- 40,000 employees
- 400,000 infant deliveries
- PPP with State Governments



Leading International Airport Company Owner & Operator

1. Mumbai International Airport ~ 65mppa

- Owner & Operator under PPP since 2006
- Traffic 50 mppa
- Investment to date US\$2.5b
- 60 Year concession

2. Navi (New) Mumbai International Airport ~ 100mppa

- India's largest greenfield airport
- PPP concession awarded to GVK in January 2018
- Phase 1 investment US\$2.5b
- 40 +20 year concession

3. Bangalore International Airport

- Transformed to become the fastest growing and 3rd busiest airport
- Exited in 2017 for an enterprise valuation of US\$2b

Mumbai International Airport Before PPP



Mumbai International Airport After PPP



Mumbai International Airport PPP Achievements

1. Ranked No 1 in the World by ACI (2017)
2. World Class Safety & Efficiency
3. Most efficient single RWY 52 ATM / 900 Day
4. Significant financial contribution to the Nation
5. PRIDE OF INDIA



Mumbai International Airport Voted Best in Class over 40 mppa



Summary of 7 Year Partnerships in Indonesia

2012 Before GVK Collaboration





Premium luxury brands

High quality retail store designs



API & GVK Collaboration

High standards of hygiene

Local and international products

Highest revenue income

Bali Airport Pride of Indonesia

1st in 15-25 Million Pax, Worldwide

2nd in Asia Pacific in Best Airport by Region Category (in all airport sizes)

6th in all Worldwide Airports Category (ranked 212 in year 2012)

FINANCIAL SUCCESS for AP1

- 1. 10 fold increase in non aero revenue in just 5 years**
- 2. Non Aero business enterprise valuation + IDR 12 TR**

AP1 & GVK Setting New Standards JOG Master Plan



Site Selection
Feasibility Study
Master Plan
Location Permit
Costs borne by GVK

Achievements since 2011

To date with AP1, AP2 & BKPM

1. JOG Site selection, FS, Master Plan and Location Permit
2. Bali Airport Transformation to become the No 1 in the world in its class
3. Re Imagining Makassar
4. Terminal Planning Optimization for Semarang & Banjarmasin
5. Innovative Bali New Master Plan to increase capacity to 39mppa with one RWY
6. CGK T2 reconfiguration from International to Domestic
7. Maximizing commercial revenue at KNO, Medan
8. Intensive capacity building, learning by doing, mutual learning
9. Partnership into 7th year

GVK Partnership Promise

- All airports urgently need upgrade, huge capacity addition + new airports
- Opportunity to build Next Gen Airports – Passenger Centric, Technology, Flexible
- RI is uniquely placed to become the Market Leader



Thank you