

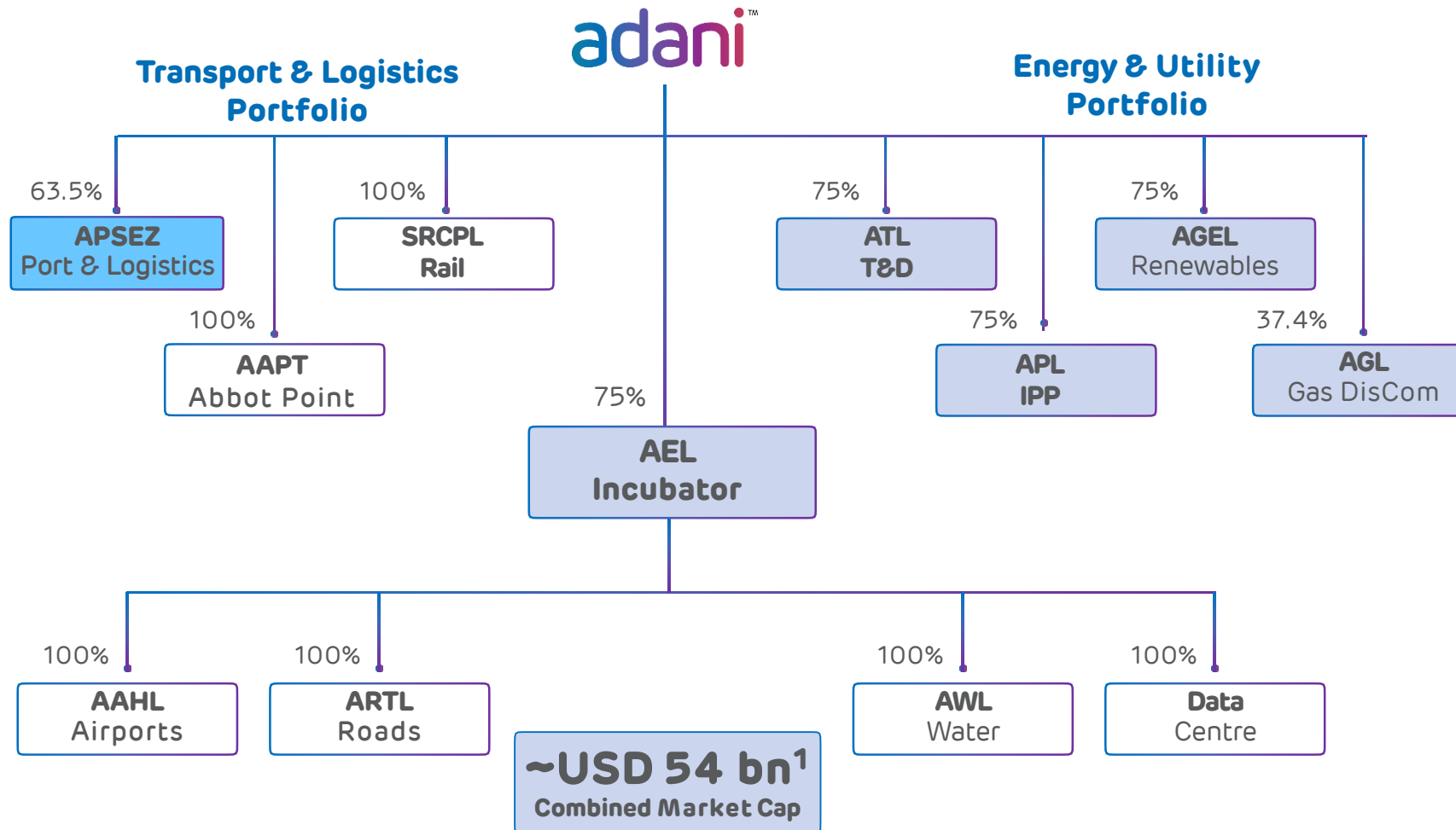
Spotlight on Krishnapatnam Port

Adani Ports and SEZ Ltd., December 2020.

Contents

- **A** • **Group profile**
- **B** • Company profile
- **C** • Krishnapatnam port (KPCL) the transformative asset
- **D** • KPCL assets – Marine, Terminal and Evacuation Infrastructure
- **E** • KPCL operational efficiency post agreement
- **F** • KPCL future outlook
- **G** • ESG, CSR
- **H** • Annexure

Adani Group: A world class infrastructure & utility portfolio



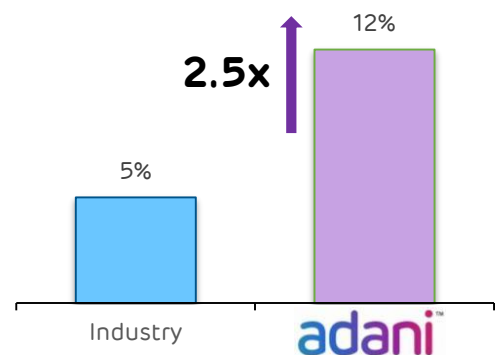
Adani

- **Marked shift from B2B to B2C businesses –**
- **AGL** – Gas distribution network to serve key geographies across India
- **AEML** – Electricity distribution network that powers the financial capital of India
- **Adani Airports** – To operate, manage and develop eight airports in the country
- **Locked in Growth 2020 –**
 - Transport & Logistics - Airports and Roads
 - Energy & Utility – Water and Data Centre

Opportunity identification, development and beneficiation is intrinsic to diversification and growth of the group.

Adani Group: Decades long track record of industry best growth rates across sectors

Port Cargo Throughput (MT)



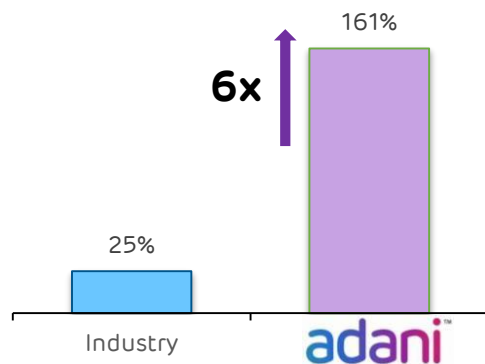
| | | |
|------|----------|--------|
| 2014 | 972 MT | 113 MT |
| 2020 | 1,339 MT | 223 MT |



APSEZ

Highest Margin among Peers globally
EBITDA margin: 70%^{1,2}
Next best peer margin: 55%

Renewable Capacity (GW)



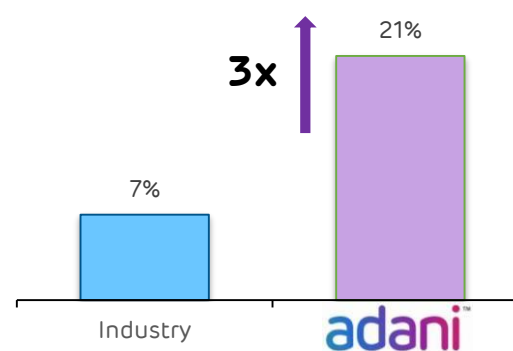
| | | |
|------|--------|----------------------|
| 2016 | 46 GW | 0.3 GW |
| 2020 | 114 GW | 14.2 GW ⁶ |



AGEL

World's largest developer
EBITDA margin: 89%^{1,4}
Next best peer margin: 53%

Transmission Network (ckm)



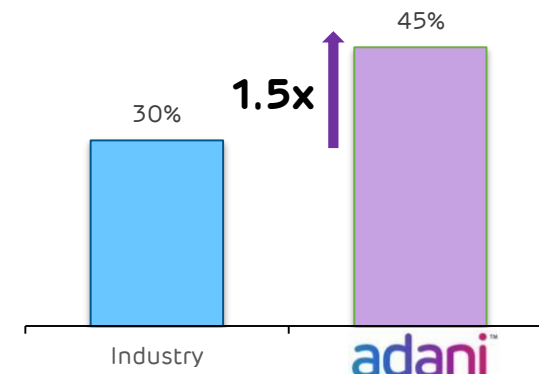
| | | |
|------|-------------|------------|
| 2016 | 320,000 ckm | 6,950 ckm |
| 2020 | 423,000 ckm | 14,837 ckm |



ATL

Highest availability among Peers
EBITDA margin: 92%^{1,3,5}
Next best peer margin: 89%

CGD⁷ (GAs⁸ covered)



| | | |
|------|---------|--------|
| 2015 | 62 GAs | 6 GAs |
| 2020 | 228 GAs | 38 GAs |



AGL

India's Largest private CGD business
EBITDA margin: 31%¹
Next best peer margin: 30%

Transformative model driving scale, growth and free cashflow

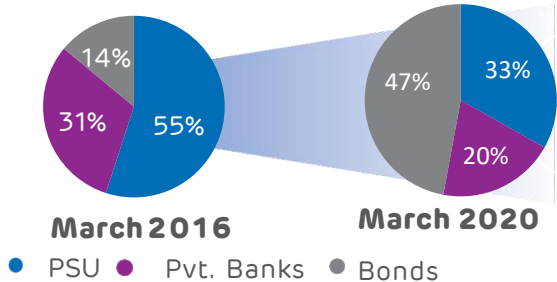
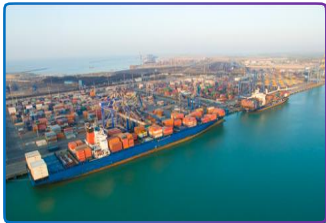
Note: 1 Data for FY20; 2 Margin for ports business only, Excludes forex gains/losses; 3 EBITDA = PBT + Depreciation + Net Finance Costs – Other Income; 4 EBITDA Margin represents EBITDA earned from power sales and exclude other items; 5. EBITDA margin of transmission business only, does not include distribution business. 6. Contracted & awarded capacity 7. CGD – City Gas distribution GAs 8. Geographical Areas - Including JV

Adani Group: Repeatable, robust & proven transformative model of investment



| Activity | Origination | Site Development | Construction | Operation | Capital Mgmt |
|----------|--|---|--|---|--|
| | <ul style="list-style-type: none"> Analysis & market intelligence Viability analysis Strategic value | <ul style="list-style-type: none"> Site acquisition Concessions and regulatory agreements Investment case development | <ul style="list-style-type: none"> Engineering & design Sourcing & quality levels Equity & debt funding at project | <ul style="list-style-type: none"> Life cycle O&M planning Asset Management plan | <ul style="list-style-type: none"> Redesigning the capital structure of the asset Operational phase funding consistent with asset life |

| Performance | India's Largest Commercial Port (at Mundra) | Longest Private HVDC Line in Asia (Mundra - Mohindergarh) | Largest Single Location Private Thermal IPP (at Mundra) | 648 MW Ultra Mega Solar Power Plant (at Kamuthi, TamilNadu) | In FY20 issued seven international bonds across the yield curve totalling~USD4Bn |
|-------------|---|---|---|---|--|
| | Highest Margin among Peers | Highest line availability | High declared capacity of 89% ¹ | Constructed and Commissioned in nine months | All listed entities maintain liquidity cover of 1.2x- 2x as a matter of policy. |



1. FY20 data for commercial availability declared under long term power purchase agreements;

Company Profile

APSEZ: A transport utility with string of ports and integrated logistics network

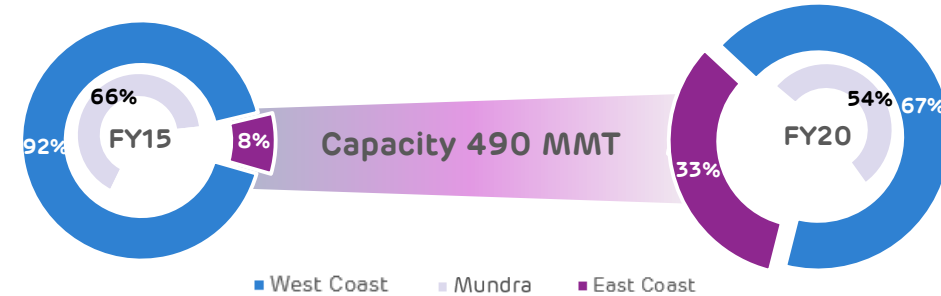
String of Ports

- Twelve Ports ~490 MMT of augmented capacity.
- Setting benchmark in turnaround time across industry.
- Single window service & excellence in operations resulting in world's best port EBITDA margin ~70%

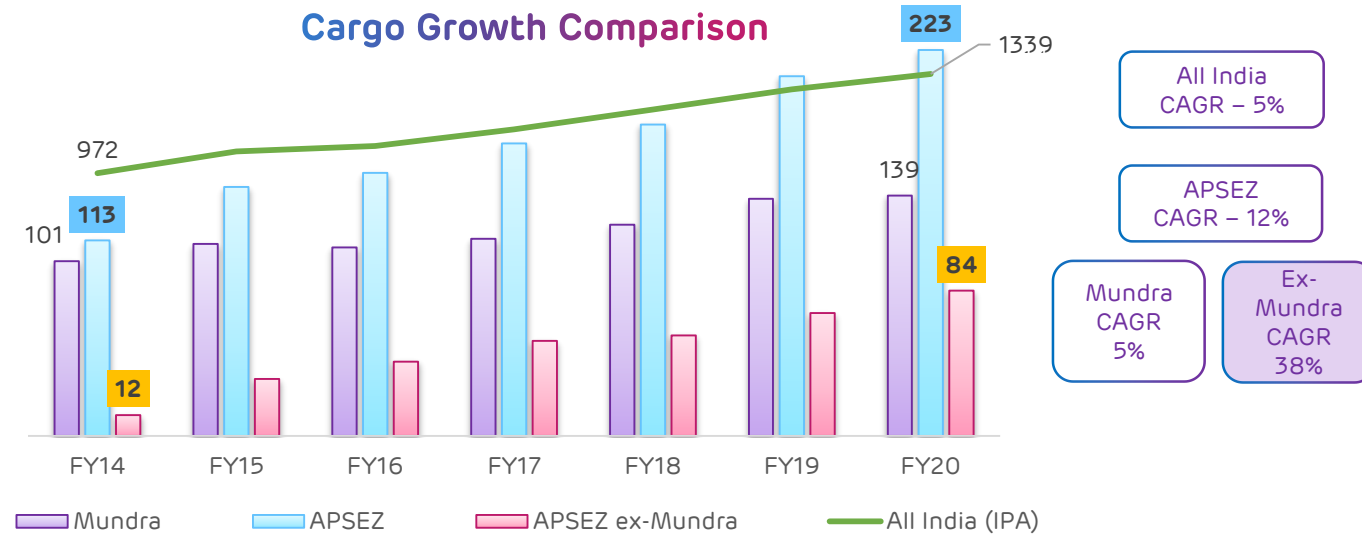
Logistics Platform

- Hinterland reach of >90%
- Achieving East and West Coast Parity
- Multi pronged growth in logistics business to amplify end mile connectivity.
- Embedded ESG Framework for securing value.

Achieving East Coast - West Coast Parity

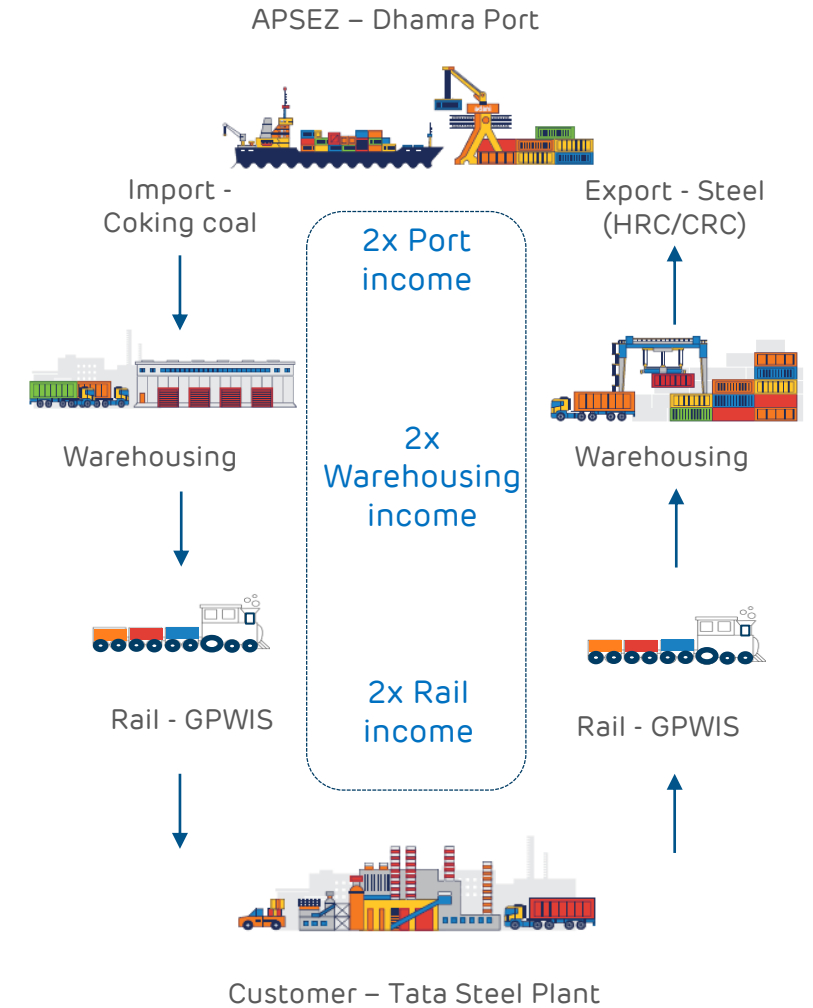
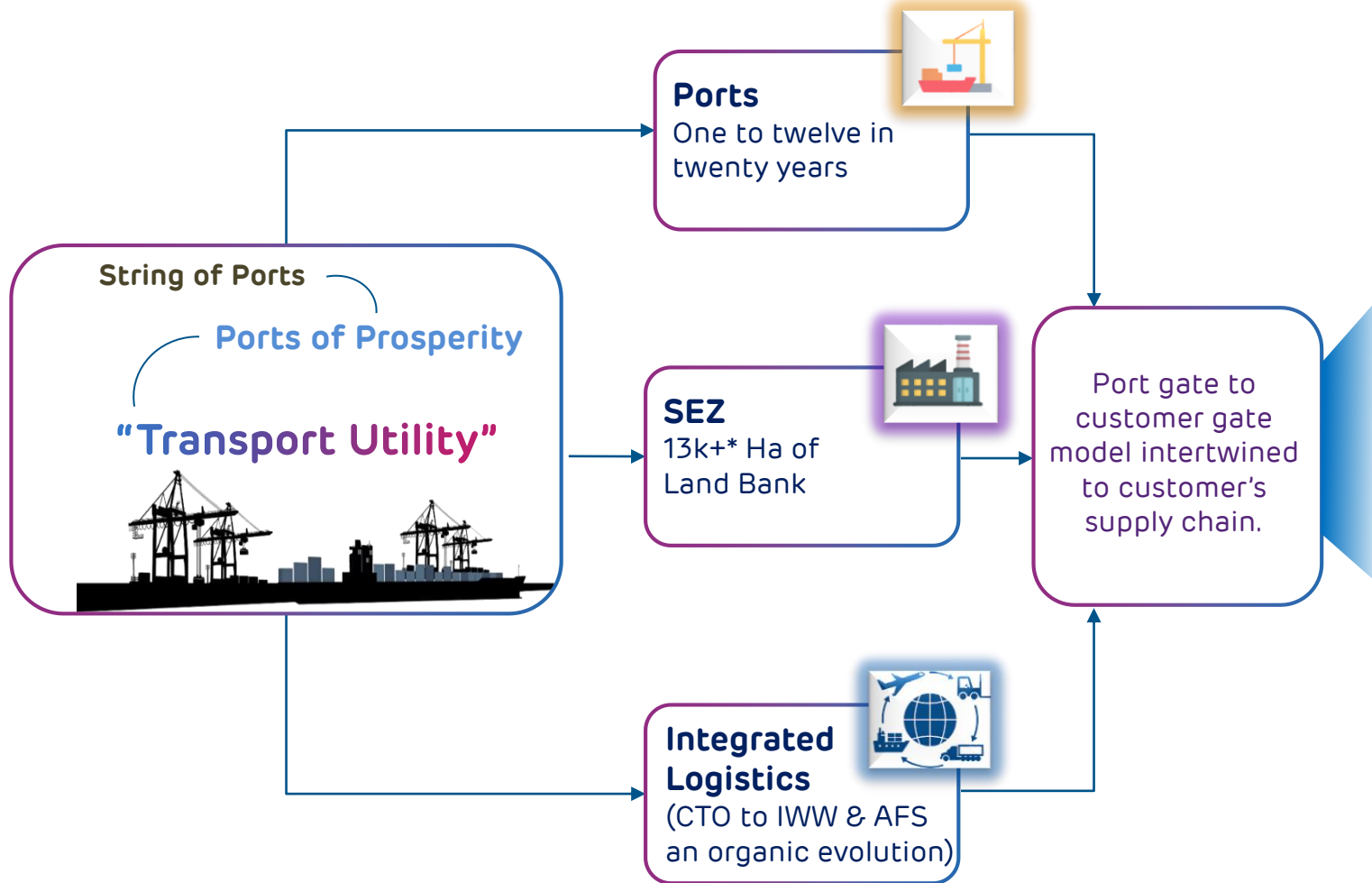


Cargo Growth Comparison



Consistent gain market share and grew at 2.5x of market, led by Non-Mundra Ports CAGR of 38%

APSEZ : Largest private transport utility



An integrated approach through Ports, SEZ and Logistics creating a multiplier effect



60

APSEZ: Financial discipline and prudent policy creates value

Capital Management

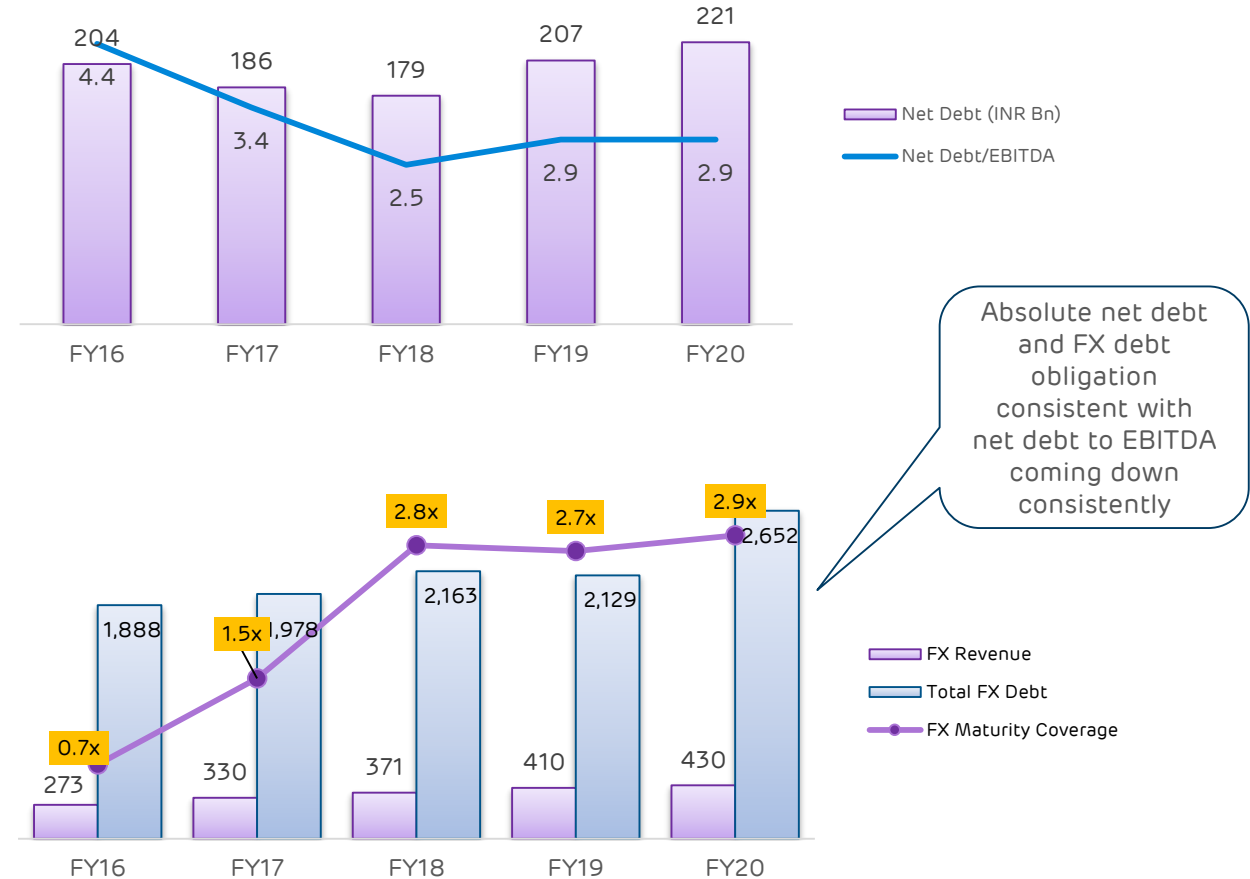
- Investment Grade rated since FY16
- Improve leverage ratio (from 4.4x to 2.9x)
- Incremental earnings deployed for growth (EBIDTA CAGR of 13% with constant Net Debt)

Forex denominated long term debt

- Strategy based on underlying FX earnings
- FX revenue as a percentage of FX debt continues to be stable
- Exponential increase in FX earnings to FX debt service coverage

Capital Allocation

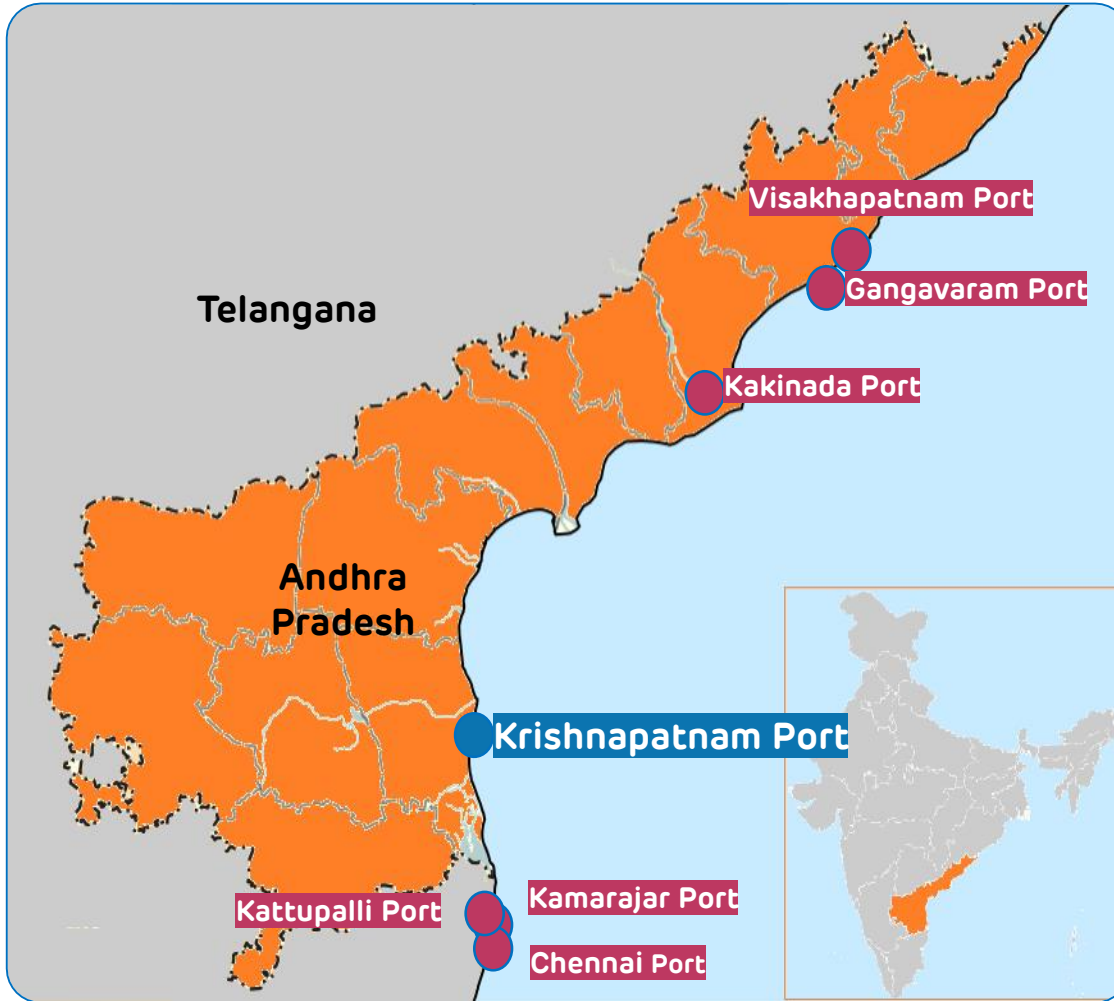
- New projects - Pre-tax project IRR of 16%
- ROCE to be higher than cost of capital



Capital flow mirrors growth vision

Krishnapatnam port (KPCL) the transformative asset

APSEZ : Krishnapatnam port – Location of the asset



Krishnapatnam Port

- Located on east coast of India in Nellore district of Andhra Pradesh. (~180 km north of the Chennai Port)
- Largest private port on the east coast & the 2nd largest private port in the country
- BOST* Concession Model for 50 years
- Nearby Ports :

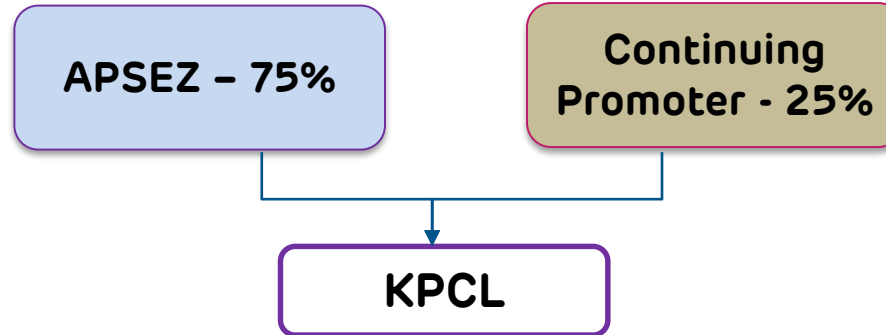
| | |
|---------------------------|----------|
| • Chennai Port | - 200 km |
| • Kamarajar Port (Ennore) | - 180 km |
| • Kakinada Sea Port | - 520 km |
| • Gangavaram Port | - 660 Km |
| • Visakhapatnam Port | - 665 km |

All weather deep water port, capable of handling cape size vessels.

*BOST: Built operate share and transfer

APSEZ : Krishnapatnam port the value accretive acquisition

Shareholding



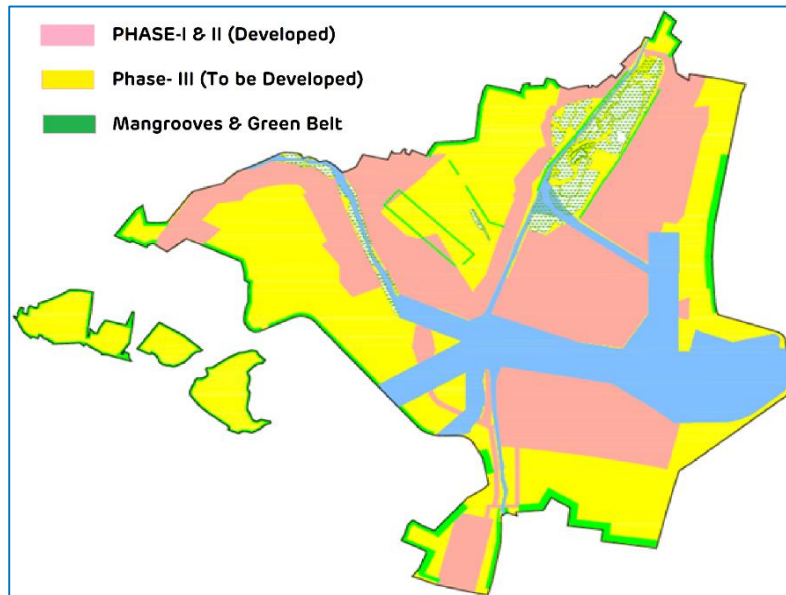
Enterprise Value of INR 12,000 cr. and expected EBITDA for FY 21 to be around INR 1,200 cr. resulting in acquisition EV/ EBITDA multiple of 10x

**APSEZ trades
@ EV / EBITDA
multiple of ~17x**

**KPCL acquisition
@ EV / EBITDA of
10x enhances
APSEZ's value**

| Particulars | Amount in Rs. cr. |
|-------------------|-------------------|
| Enterprise value | 12,000 |
| Total debt | 7,500 |
| Total equity | 4,500 |
| APSEZ share (75%) | 3,375 |

APSEZ : Krishnapatnam port - Infrastructure



Port at a glance

- Master plan has an approved capacity of 300 MMT pa.
- Current capacity of 64 MMT pa.
- Waterfront of 20 km. under the concession with deep draught of 18.5 meters
- Port land of 3,064 acre developed out of 6,800 acre of available land
- Adequate waterfront and land bank for future development to capture growth

APSEZ : KPCL - Salient features of concession

Concession Period and its extension

Concession is for 30 years from COD with automatic extension of 2 blocks of 10 years each

Concession Start / End

Concession started from March 2009 / March 2059

Revenue share to GoAP as % of Gross Income

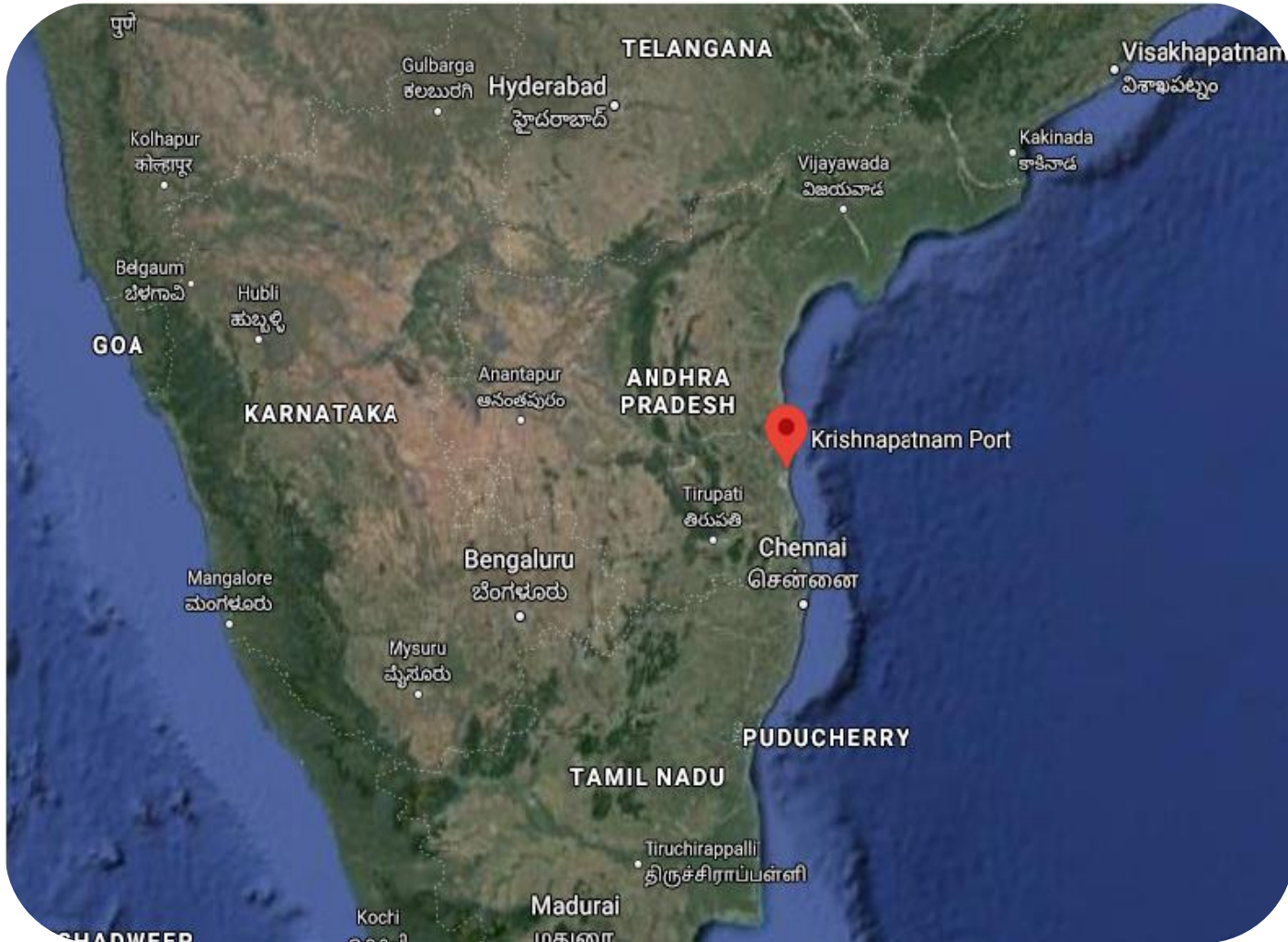
| Year | % of Gross Revenue |
|-----------------------------|--------------------|
| March 2009 to February 2039 | 2.6% |
| March 2040 to February 2049 | 5.2% |
| March 2050 to February 2059 | 10.4% |

Terminal value at concession expiry

Higher of fair market value as determined by experts or the debt outstanding at the end of concession period

Residual Concession Life of 39 years

APSEZ : Krishnapatnam port – Hinterland reach



Hinterland

- Central & Southern Andhra Pradesh, Telangana and Eastern Karnataka
- Port caters to thermal power, cement plants & edible oil refinery cluster
- Attracts export commodities like Agri, cement, minerals, fish products (reefer), etc. through container cargo
- Nearby Major Cities :
 - Chennai – 175 km
 - Hyderabad – 475 km
 - Bangalore – 390 Km
 - Visakhapatnam – 650 km

APSEZ : Krishnapatnam port - Inter and intra connectivity



Road Connectivity

- Internal road network of 55 Kms
- Connected by 25 kms long dedicated four-lane road with four lane NH-5 Chennai Kolkata corridor
- Upgradation of the 4 lane to 6 lane road is in progress with ROW of 60 m

APSEZ : Krishnapatnam port - Inter and intra connectivity



Rail Connectivity

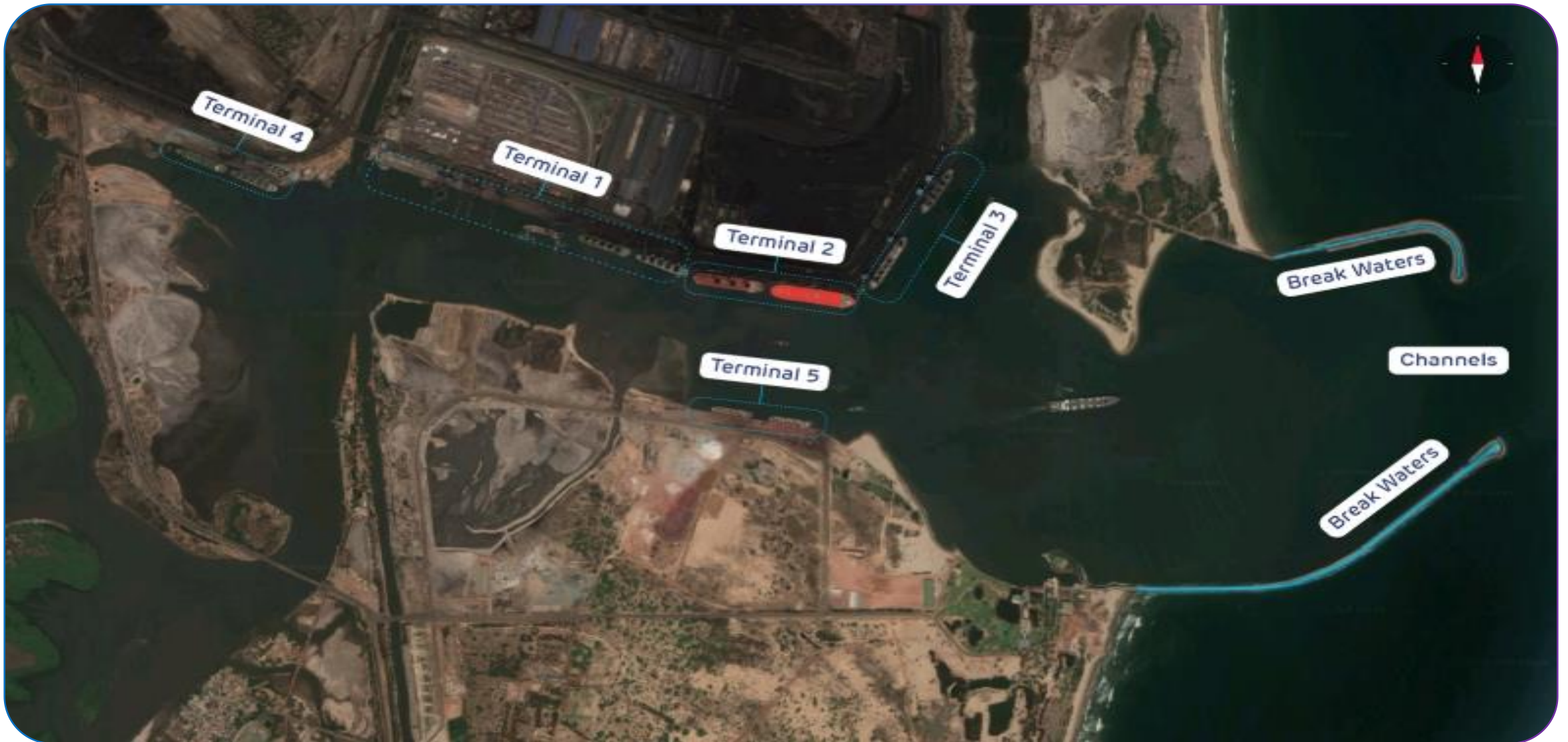
- **Krishnapatnam Rail Co. Ltd. (KRCL)** – SPV formed for rail connectivity to Port
- **Works Executed by SPV:**
 - Double Rail Line from Venkatachalam to Port. (15 Km) with ROW of 30 m
 - Single Rail Line from Venkatachalam to Obulavaripalle (91 Km)
- **Share-Holding Pattern of KRCL (SPV):**

| | |
|-----------------------|----------|
| • RVNL | - 49.76% |
| • KPCL | - 12.96% |
| • GoAP | - 05.60% |
| • Sagarmala | - 20.00% |
| • NMDC | - 06.40% |
| • Bramhani Industries | - 02.58% |

- Internal Track length of 52 kms of which 35 kms is electrified, Capacity of 60 rakes per day
- Connected through an electrified double rail line to Venkatachalam road junction, which is 15 kms from the port, which has access to Chennai-Kolkata trunk route

KPCL assets – Marine, Terminal and Evacuation Infrastructure

APSEZ : Krishnapatnam port - Infrastructure



APSEZ : Krishnapatnam port – Details of Terminal Infrastructure

| Terminal No | Quay Length (m) | Capacity (MT) | Cargo type |
|-------------|-----------------|---------------|--|
| Terminal -1 | 1200 | 21 | <ul style="list-style-type: none"> • Container • General Dry Cargo |
| Terminal -2 | 600 | 14 | <ul style="list-style-type: none"> • General Dry Cargo |
| Terminal -3 | 600 | 16 | <ul style="list-style-type: none"> • Coal (Mechanized) |
| Terminal -4 | 600 | 8 | <ul style="list-style-type: none"> • General Dry Cargo • Vegetable Oil |
| Terminal -5 | 300 | 5 | <ul style="list-style-type: none"> • General Dry Cargo |
| Total: | 3300 | 64 | |

APSEZ : Krishnapatnam port - Marine infrastructure - **Terminal -1**



Terminal-1

Capacity : 21 MMT

Quay length : 1200 Mt.

Cargo Type :

Containers & General Cargo

APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -2



Terminal-2

Capacity : 14MMT

Quay length : 600 Mt.

Cargo Type : General Cargo

APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -3



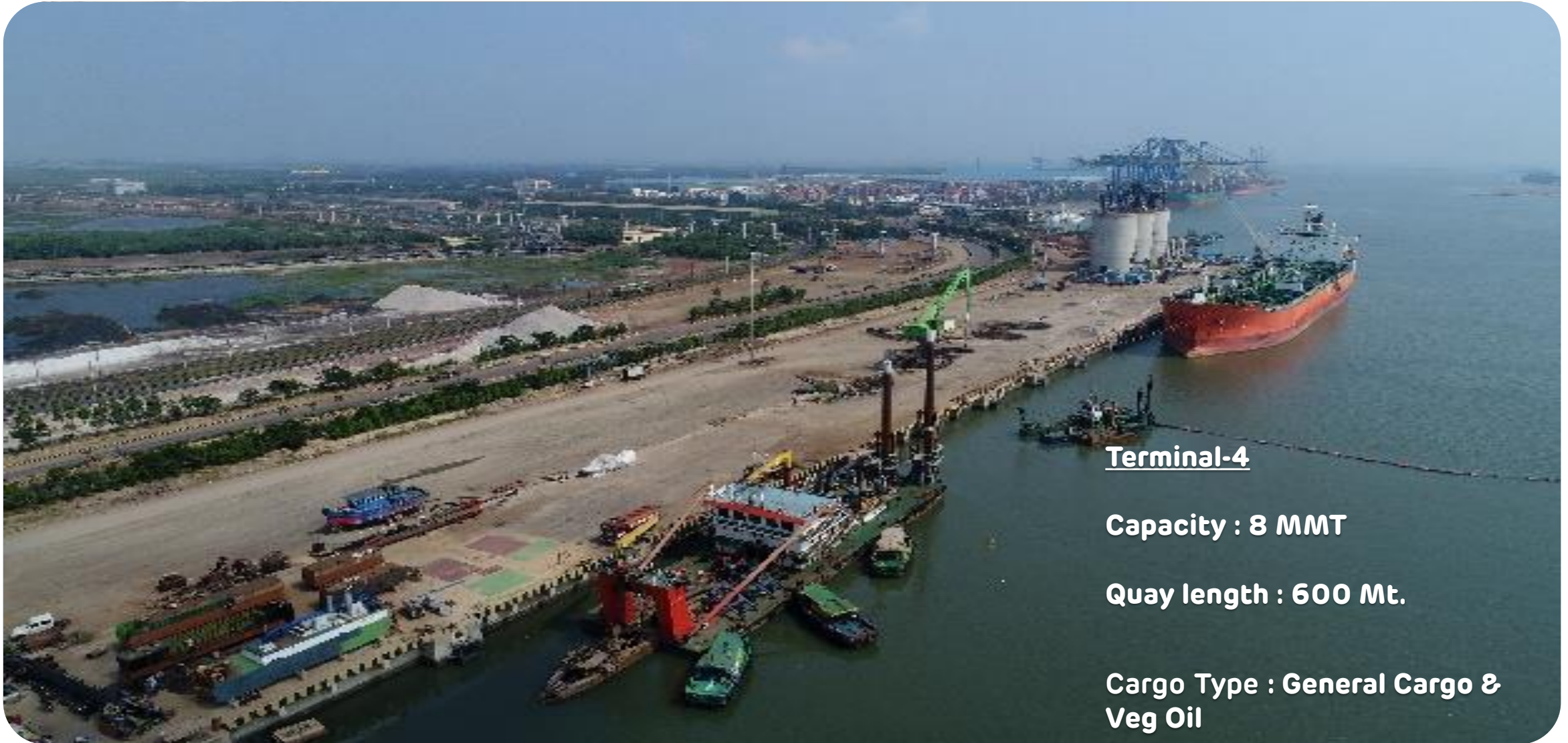
Terminal-3

Capacity : 16 MMT

Quay length : 600 Mt.

Cargo Type : Coal (Mechanized)

APSEZ : Krishnapatnam port - Marine infrastructure - **Terminal-4**



Terminal-4

Capacity : 8 MMT

Quay length : 600 Mt.

**Cargo Type : General Cargo &
Veg Oil**

APSEZ : Krishnapatnam port - Marine infrastructure - Terminal -5



Terminal-5

Capacity : 5 MMT

Quay length : 300 Mt.

Cargo Type : General Cargo

APSEZ : Krishnapatnam port – Infrastructure

| Ports | Land owned (Acre) | Waterfront (Kms) | Water Depth (Mts) | Capacity (MMT) | Berths (Nos) | Quay Length (Mts) | Vessels per annum (Nos) |
|---------------|----------------------|---------------------|----------------------|-------------------|-----------------|----------------------|----------------------------|
| Krishnapatnam | 3,064 | 20 | 18.5 | 64 | 12 | 3,300 | 1,400 |
| Mundra | 40,000 | 40 | 18.5 | 264 | 29 | 8,038 | 3,068 |
| Dhamra | 3,757 | 16 | 18.5 | 45 | 5 | 1,666 | 850 |

- Well developed infrastructure positioned to meet future growth requirements
- Adequate infrastructure already built to expand capacity without much capex.

APSEZ : Krishnapatnam port – Infrastructure

| Ports | Cranes (No) | Mobile Equipments* (No) | Locos (No) | Ground Slot (No) | Storage Open (acre) | Storage Covered (Sq. mt) |
|---------------|----------------|-------------------------------|---------------|------------------------|---------------------------|--------------------------------|
| Krishnapatnam | 22 | 312 | 6 | 5,000 | 608 | 2,06,000 |
| Mundra | 62 | 197 | 7 | 34,092 | 495 | 3,19,000 |
| Dhamra | 10 | 26 | 1 | NA | 95 | 33,750 |

Port has adequate modern implements to handle multi cargo with adequate storage facility

KPCL operational efficiency post agreement

EBITDA margin expanded from 54% in Jan '20 to 70% in Oct '20,

- **Operational process.**
- **Contracting process.**
 - a. Vendor process – Cash outflow
 - b. Customer process – Revenue generation
- **Rationalization of overheads.**

**Resulted in
permanent EBITDA
improvement of
more than Rs.300
cr. p.a.**

Achieved without incremental capex and through optimum utilization of existing facility

APSEZ : Krishnapatnam Port – Focusing on improving EBITDA by **Operation Process**

- Pilot allocation optimized.
- Shore power for Tugs introduced.
- Tug movement in economy speed.

30% savings in fuel
consumption
Savings of Rs. 2 Cr p.a.

- Increased eRTG utilization from 37% in Dec-19 to 86% in Nov-20.

Savings of Rs. 5 Cr p.a.

- Increased utilization of mechanized systems from 45% in Dec-19 to 55% in Nov-20.

Savings of Rs. 7 Cr p.a.

- Process improvement - double handling eliminated.
- Rationalized Dumpers from 114 to 79, Wheel Loaders 36 to 26, ITVs 45 to 36, Excavators 30 to 20 and other outsourced equipment post Dec-19.

Savings of Rs. 35 Cr p.a.

APSEZ : Krishnapatnam Port – Focusing on improving EBITDA by **Operation Process**

- Decrease in repair & maintenance & fuel expenses due to equipment rationalization

Savings of Rs. 20 Cr p.a.

- HPSV lamps to LED conversion - 912 nos of HPSV lamps converted to LED post Dec-19

Savings of Rs. 1 Cr p.a.

- Bio-fuel blending - 20% blending with HSD

Savings of Rs. 2 Cr p.a.

- Other miscellaneous process improvements

Savings of Rs. 8 Cr p.a.

Total savings of Rs.80 cr. p.a. by optimally utilising existing assets and without incremental Capex.

APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Vendor Process

- Activity based costing (Benchmarked with other Adani Ports)

Survey – 66% reduction
Savings of Rs. 2.4 Cr p.a.
Custom clearance - 76% reduction
Savings of Rs. 4.5 Cr p.a.
Fertilizer handling - 30% reduction
Savings of Rs. 10.5 Cr p.a.

- Cash outflow with internal cost estimate principles.

Tug Hiring - 24% reduction
Savings of Rs. 1.24 Cr p.a.
Railway O&M - 14% reduction
Savings of Rs. 0.6 Cr p.a.

- Fixed to variable conversion of equipment hired on fixed period basis to per MT (Eg: Wheel Loaders, etc.)

Savings of Rs. 13 Cr p.a.

- Re-negotiation of equipment contracts like dumpers, excavators, wheel loaders, sweeping machines Etc.

Savings of Rs. 11 Cr p.a.

APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Vendor Process

- Wholesale pricing of fuel - Rs. 3.4 /Litre saving by converting to wholesale pricing

Savings of Rs. 1 Cr p.a.

- Spares & Consumables Sourcing
 - Annual Rate Contracts
- Explored alternate sources of procurement of spares & consumables and benchmarked with other ports

Savings of Rs. 11.5 Cr p.a.

- Tapping of ancillary revenues (Eg: Bunkering, sludge, etc.)

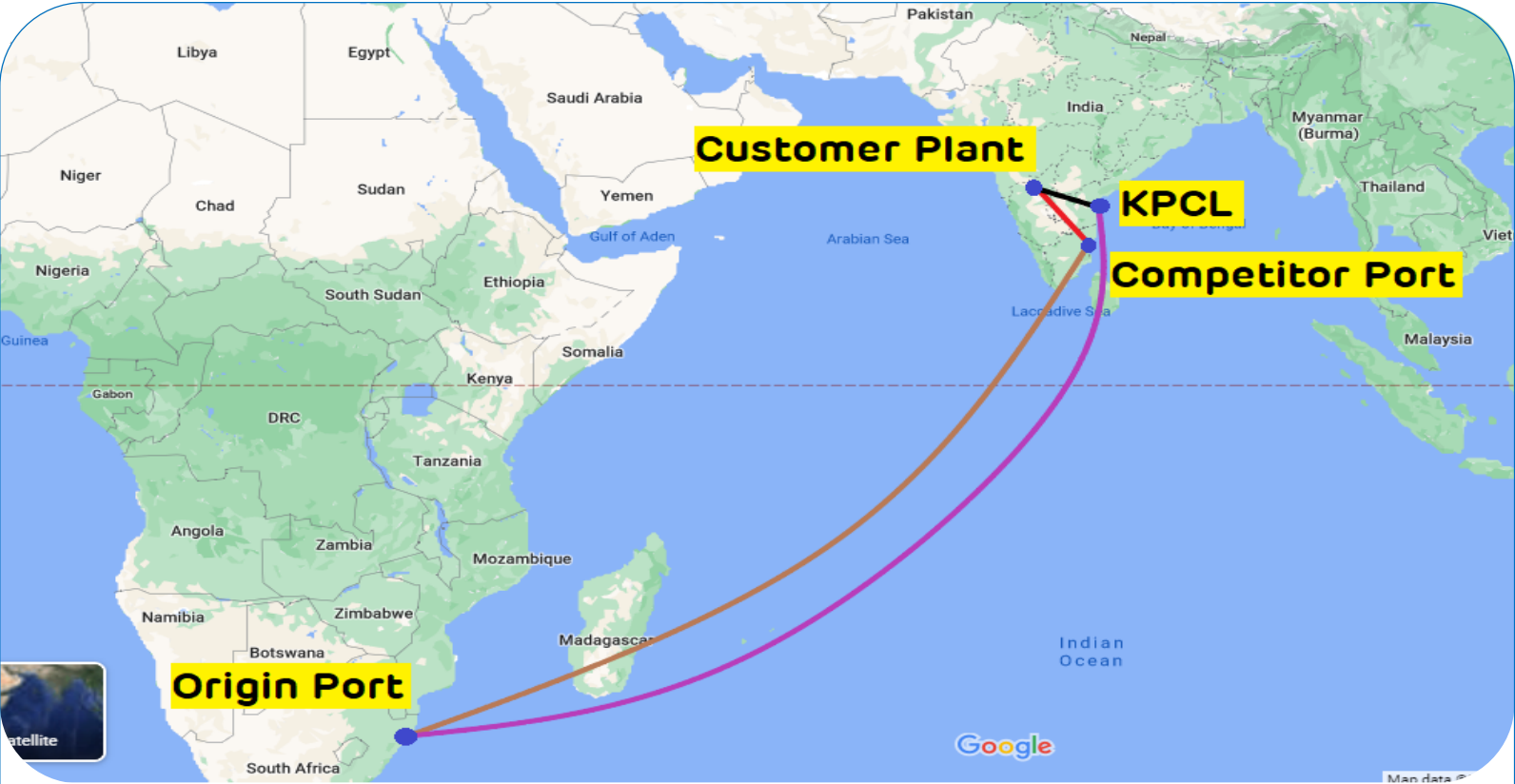
Revenue added of ~Rs. 3.5 Cr p.a.

- Other miscellaneous initiatives

Savings of Rs. 8.76 Cr p.a.

Resulted in savings of Rs.68 cr. p.a.

APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Contracting - Customer Process.



- Mapping of entire customer's supply chain from the point of origin till the point of consumption.
- Recalibrating the contracts based on the commodity potential.

| Commodity | Rate in Dec-19 (Rs. PMT) | Current Rate (Rs. PMT) |
|----------------------|--------------------------|------------------------|
| Coal – Customer A | 405 | 455 |
| Coal – Customer B | 265 | 295 |
| Coal – Customer C | 263 | 305 |
| Granite – Customer A | 110 | 160 |

Resulted in increase in Revenue of Rs. 80 cr. p.a.

APSEZ : Krishnapatnam Port –Focusing on improving EBITDA by Rationalization of Overheads

- Insurance premium

Savings of Rs. 46 Cr p.a.

- Rationalization of aircraft operation and travel

Savings of Rs. 11 Cr p.a.

- Rationalization of security expenses

Savings of Rs. 6 Cr p.a.

- Rationalization of rental and business promotion expenses

Savings of Rs. 12 Cr p.a.

- Decrease in consultancy & personnel expenses

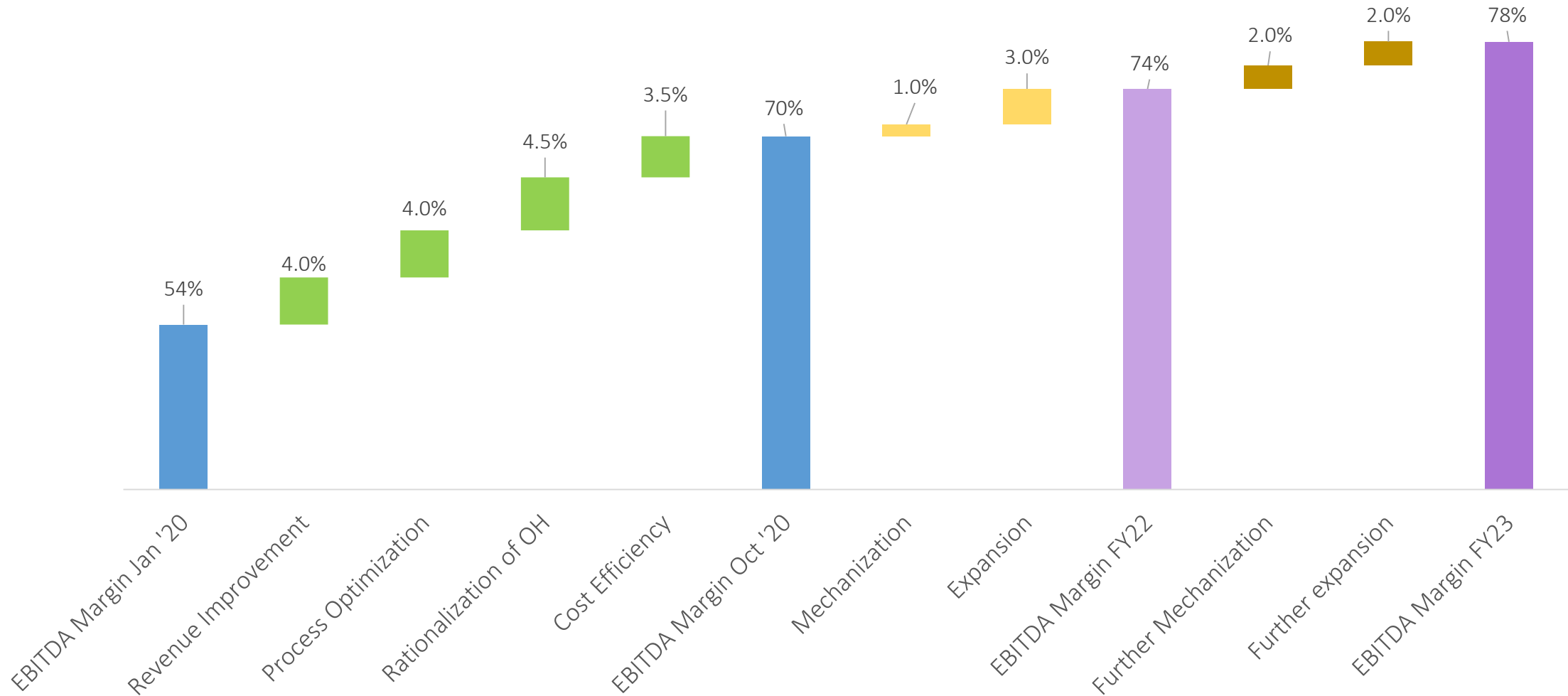
Savings of Rs. 12 Cr p.a.

- Rationalization of other miscellaneous costs

Savings of Rs. 11 Cr p.a.

Resulted in savings of Rs. 98 cr. p.a.

APSEZ : Krishnapatnam port - Improvement in EBITDA margin post agreement



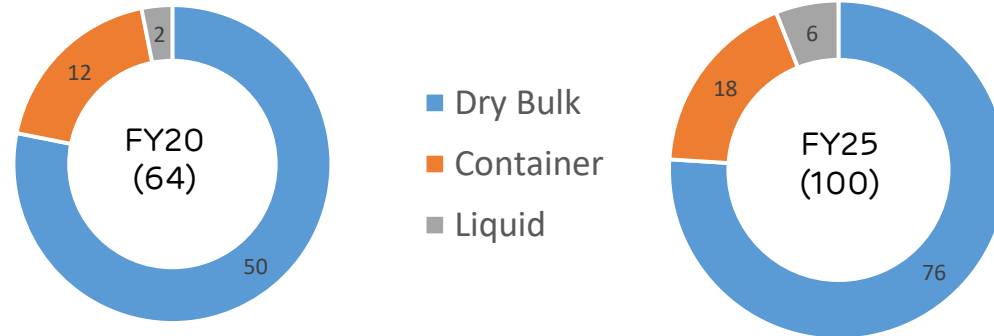
EBITDA Margin to expand further 78% by FY25– Build the Assets around the cargo type to be handled – Specialization Principle

KPCL – future outlook

APSEZ : KPCL - Unlocking of potential – capacity break up and expansion

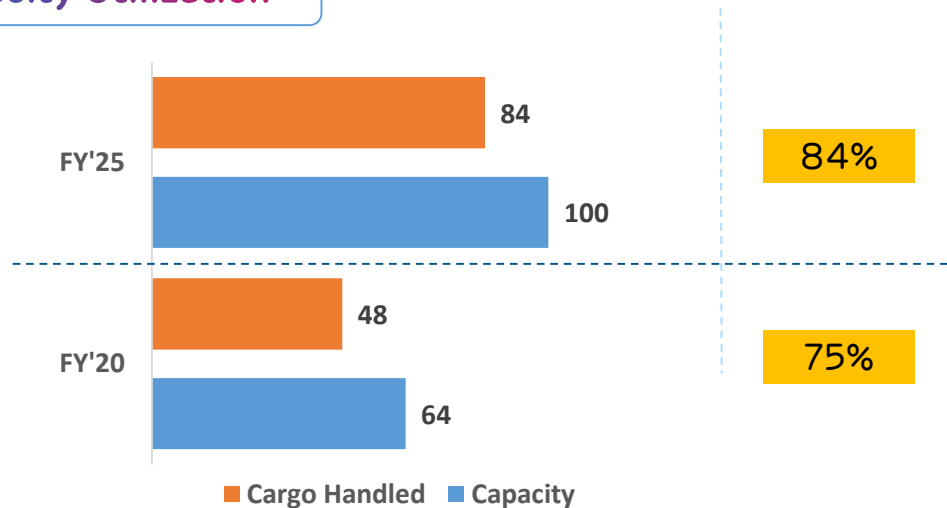
Capacity Break up

In MMT



Capacity Utilization

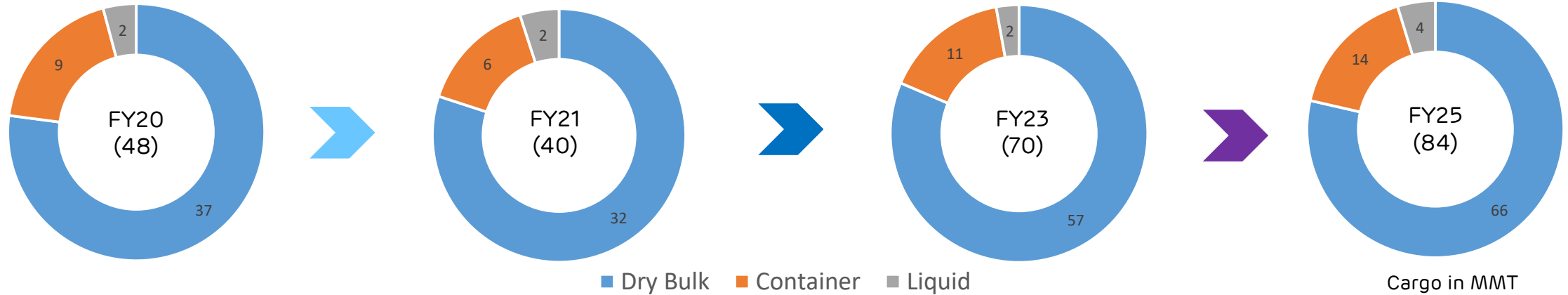
In MMT



- The capacity will be ramped up by adding new equipments to keep the pace with cargo volume growth;
- About Rs. 750 crores will be spent for aforesaid capacity addition up to ~100 MMTPA during next 5 years

APSEZ : KPCL - Creating long term value by growing and improving cargo diversity

Diversification of cargo basket



Cargo diversification through :

- Harnessing long term relationships with ship liners to increase container volume by offering them multiple entry and exit points at a pan India level.
- Immediate hinterland provides ample opportunity for growth in liquid cargo which will also help improve margins.
- Steel and Fertilizer cargo will be provided with improved storage and handling facilities.
- Port catchment areas includes upcoming cement and clinker facilities.
- Development of available industrial land to bring customer inside the port gate thus improving stickiness of cargo.

APSEZ : Krishnapatnam Port – Diversifying to handle POL products



- Capacity: 6 MMT; Berth designed for 150,000 DWT tankers.
- Expected COD: April 2022.
- Long Term agreements entered with:
 - BPCL – To handle High Speed Diesel Oil & Motor Spirit - 1 MMT annual MGT.
 - NGC – To handle Liquified Petroleum Gas with the following MGT from COD.
 - ✓ Year -1 : 0.25 MMT ; Year -6 : 0.56 MMT
 - ✓ Year -2 : 0.37 MMT ; Year -7 : 0.585 MMT
 - ✓ Year -3 : 0.47 MMT ; Year -8 : 0.61 MMT
 - ✓ Year -4 : 0.50 MMT ; Year -9 : 0.64 MMT
 - ✓ Year -5 : 0.53 MMT ; Year -10 (onwards) : 0.675 MMT
- Rs. 240 Cr Capex under investment.
- Expected Revenue & EBITDA till FY25:

| Financial Year | Revenue (Rs. Cr) | EBITDA (Rs. Cr) | EBITDA Margin |
|----------------|------------------|-----------------|---------------|
| FY 2022-23 | 47 | 40 | 86% |
| FY 2023-24 | 52 | 45 | 87% |
| FY 2024-25 | 57 | 49 | 87% |

APSEZ : Creating near term value through effective capital management

Interest Saving

- Current debt refinanced and replaced by proceeds from APSEZ US\$ Bond.
- Interest cost savings in constant rupee terms is ~6% p.a
- Interest cost saving on hedged basis 2% p.a. aggregating to Rs.125 cr. p.a.

- Saving of Rs.350 cr. p.a.

Tax

- Utilization of existing carryforward losses including unabsorbed depreciation over the next two years.

- No expected cash tax outflow till FY22.

Working capital optimization

- Optimal deployment of working capital ensuring prompt collection
- Reduction of DSO by 15 days.
- Vendor payments and advances rationalized

- Saving of Rs. 9 cr. p.a.

APSEZ's credit rating helps reduce the overall cost of financing for KPCL

APSEZ : KPCL the transformative asset enabling east and west coast parity

For APSEZ

- Diversification of cargo, coast and customer base
- De-risks the portfolio of concentration and volatility
- Hinterland reach increases to 90%
- New routes for Adani Logistics
- **Enables APSEZ to reach 500 MMT by FY25**

KPCL outlook

- Cargo throughput a CAGR of 12% by FY25
- Revenue growth 18% CAGR by FY25
- FCF of ~Rs.2,500 cr. In FY 25 (>100% conversion of PAT to FCF)
- **ROCE to reach 20% by FY25**

KPCL By FY25

~1.8x Cargo
48 to 84 MMT

~2.2x Revenue
Rs.20 Bn to Rs.44 Bn

~3.2x EBITDA
Rs.11 Bn to Rs.35 Bn

~2.5x ROCE
8% to 20%

ESG and CSR

APSEZ : Krishnapatnam port - Imbibing Adani Group ESG philosophy

Environment

- Adherence to global environment guidelines like – Disclosure in **CDP – Climate Change and Water Security**, **SBTi**; **Supporter of TCFD**, Member of **IUCN**.

Social

- Focus on Employee/ Contractor Worker's Safety
- Emphasis on Local procurement.
- Ensure Employees Satisfaction for Low Employee Turnover.

Governance

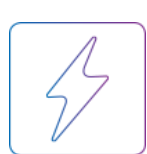
- Rigorous audit process - Regular assurance by third party as per GRI standards.
- Related party transactions policy – Strict Implementation of the policy
- Consistent Disclosures to all stakeholders.

APSEZ : Krishnapatnam port - ESG focus areas

Focus Areas

- Efficient use of water and energy from cleaner sources: To reduce Water intensity by 55% & Energy Intensity by 50% and Waste Intensity by 30% by FY 25.
- Reduction of emission levels – 60% Emission Intensity reduction and 25% Renewable Energy Share by FY 25
- Zero tolerance for fatalities at port at all times.

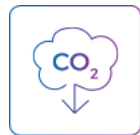
Half Yearly Performance



Energy Intensity*

36 % ↓

328 GJ/Revenue



Emission Intensity*

52 % ↓

26 tCO2e/Revenue



Water Intensity*

3 % ↑

0.39 ML/Revenue



Waste Intensity*

9% ↓

1.02 MT/Revenue

Initiatives till date



Wind Energy

15 MW



Green Cover#

191 Ha



Terrestrial Plantation

4.3 Million

Trees Planted

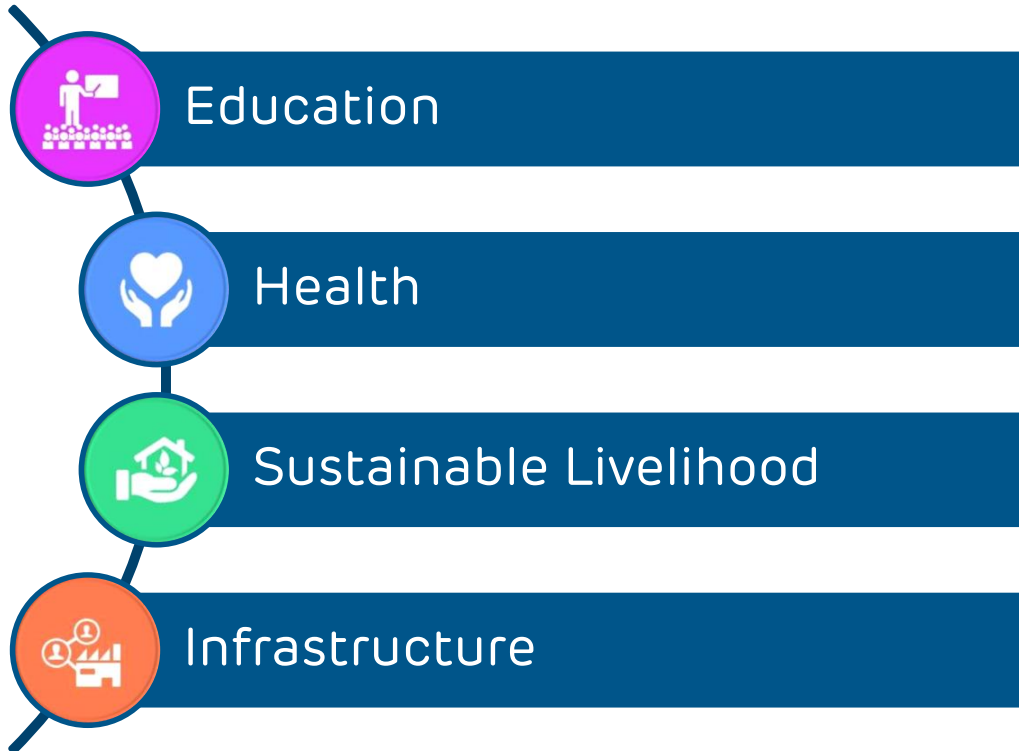


**Mangrove
50 Ha - Afforestation**

APSEZ : Krishnapatnam port - Imbibing Adani group CSR philosophy

Adani Foundation: Core Areas of Service

Social



Adani Foundation Outreach:

- 18 States
- 2,315 Villages
- 728,000 Families

KPCL CSR Program:

- 1 State (Andhra Pradesh)
- 78 Villages
- 17,950 Families

APSEZ : Krishnapatnam port - CSR Education Programs

Schools

1. **English Medium School**
2. **Navayuga World School**

- Education, Books, Stationary, Uniform, Mid day Meals provided at free of cost.
- International School facility provided at Krishnapatnam.
- 779 Students belonging to Fishing and Other Backward Communities



Scholarships

1. **ASRA (After School Remedial Assistance)**
2. **Vidhyarathna Scholarships**

- Free Education for 1175 students in 32 Fisherman villages.
- Supporting 240 poor fisherman children per year to pursue higher education.



APSEZ : Krishnapatnam port - CSR Health Programs

Hospitals

1. **Madhava Chikitsalayam**
2. **Medical Centre**
3. **KP Dental Care**
4. **Navaneeta Homeopathy Clinic**

• Free Medical Treatment with medicines:

1. 705 patients treated monthly.
2. 4500 patients treated monthly.
3. 600 patients treated monthly including follow up cases.
4. 700 patients treated monthly including follow up cases.



Ancillaries

1. **Mobile Health Camps**
2. **Ambulance Services**

- Providing free health camps in 8 villages fortnightly.
- Operating Three Ambulances to meet exigencies in Port and Port surrounding villages. On an average 150 calls registered per month.



APSEZ : Krishnapatnam Port - CSR Sustainable Livelihood & Community Infrastructure

Livelihood

1. Navyatha - Tailoring & production unit
2. RO Water Plants
3. Village Sanitation Program

- Imparting Training to women in tailoring. Resulted in livelihood to 84 women belonging to Fishermen community.
- Six installed for providing Drinking Water to 4000 families every day.
- Garbage / Drains Clearance, Sweeping of Streets, Sanitation and Fog Machine Operation are carried out in the nearby villages covering 6000 families by 80 community people.



Infrastructure

Community Infrastructure Development

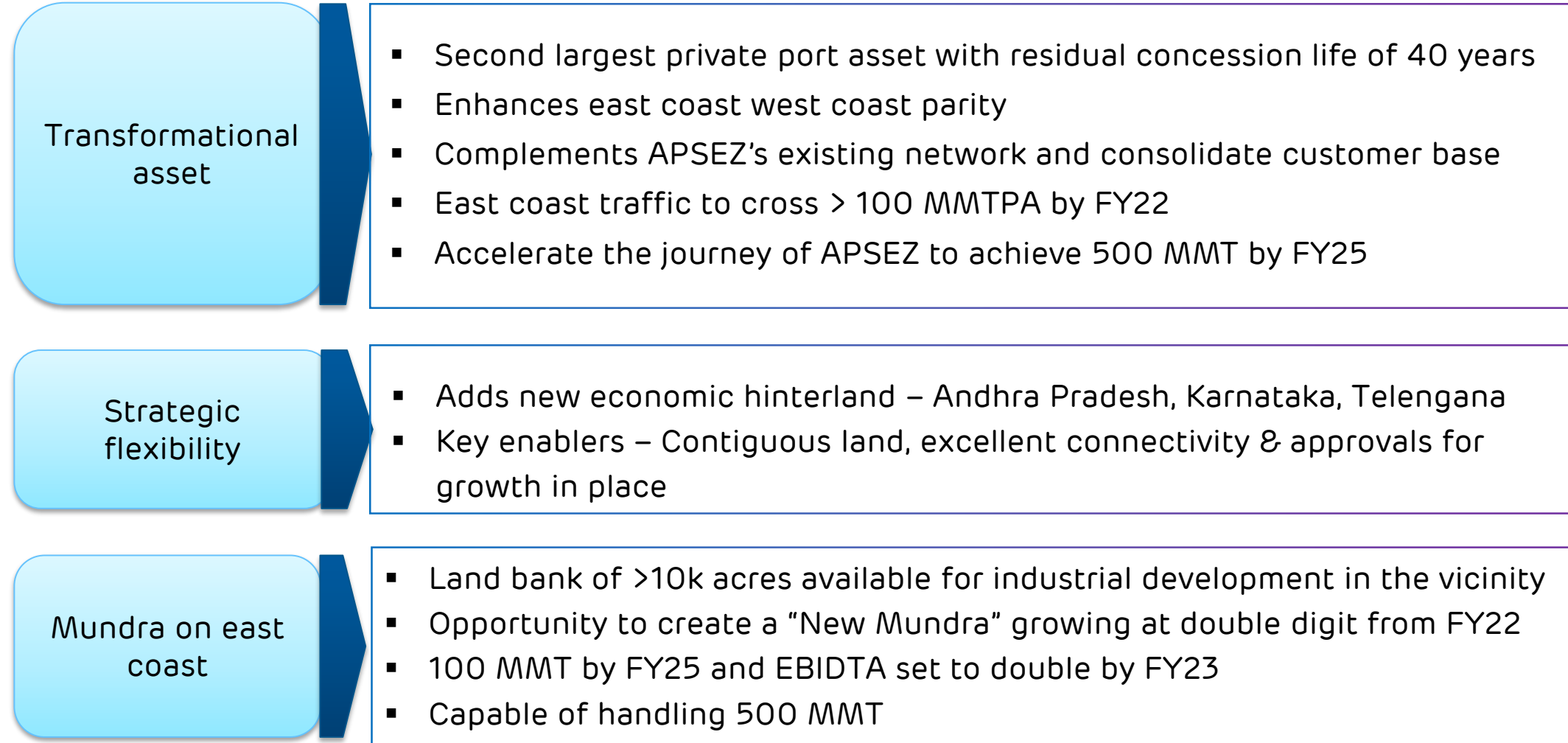
- Developed R & R Colony villages with Roads, Sanitation, Plantation, school buildings, temples, mosques, churches, community halls etc.,
- Benefitted 17,950 families at an average per year



Annexures

- Messaging on KPCL during interaction with stakeholders in Jan and Oct 2020

APSEZ: Acquisition of KPCL a synergistic accretion to portfolio



APSEZ adds 12th port in its portfolio

APSEZ : KPCL USPs

| | |
|------------------------------------|--|
| Port Infrastructure | <ul style="list-style-type: none"> All weather, deep draft port capable of handling all types of vessels including Capesize Vessels; |
| Mechanized Handling | <ul style="list-style-type: none"> Mechanized coal handling system resulting in faster turnaround time of vessels; |
| Extensive captive cargo base | <ul style="list-style-type: none"> 5,490 MW of operational coal based power plant & 800 MW under construction; 7,200 MT/day capacity of oil refineries; |
| Dedicated Conveyors | <ul style="list-style-type: none"> Dedicated high speed conveyor of about 12.5 Km length from berths to power plants for transporting coal; |
| Pipeline for Edible Oil Refineries | <ul style="list-style-type: none"> Two dedicated 16 inch pipeline of 6.5 Km length from berth to edible oil refineries; |
| Rail and Road Connectivity | <ul style="list-style-type: none"> Seamless congestion free connectivity by 4 lane road and double line rail leading to faster cargo evacuation; |
| Additional Expansion Possibility | <ul style="list-style-type: none"> Debottlenecking* and Mechanisation will take capacity to >100 MMTPA by FY24. Capacity additions possible up to 500 MMTPA, Ample land available |

***Debottlenecking by optimizing the operations philosophy, further mechanization & sweating Idle capacities**

APSEZ : Creating near term value through operational excellence at KPCL

Revenue upliftment

- Benchmarking with other ports on tariff structure

Bagging & dispatch

- New contractor appointed at economical rates

Tug hiring,
O&M and
Fuel procurement

- Rates renegotiated and benchmarked with other APSEZ ports on east coast.

Spares

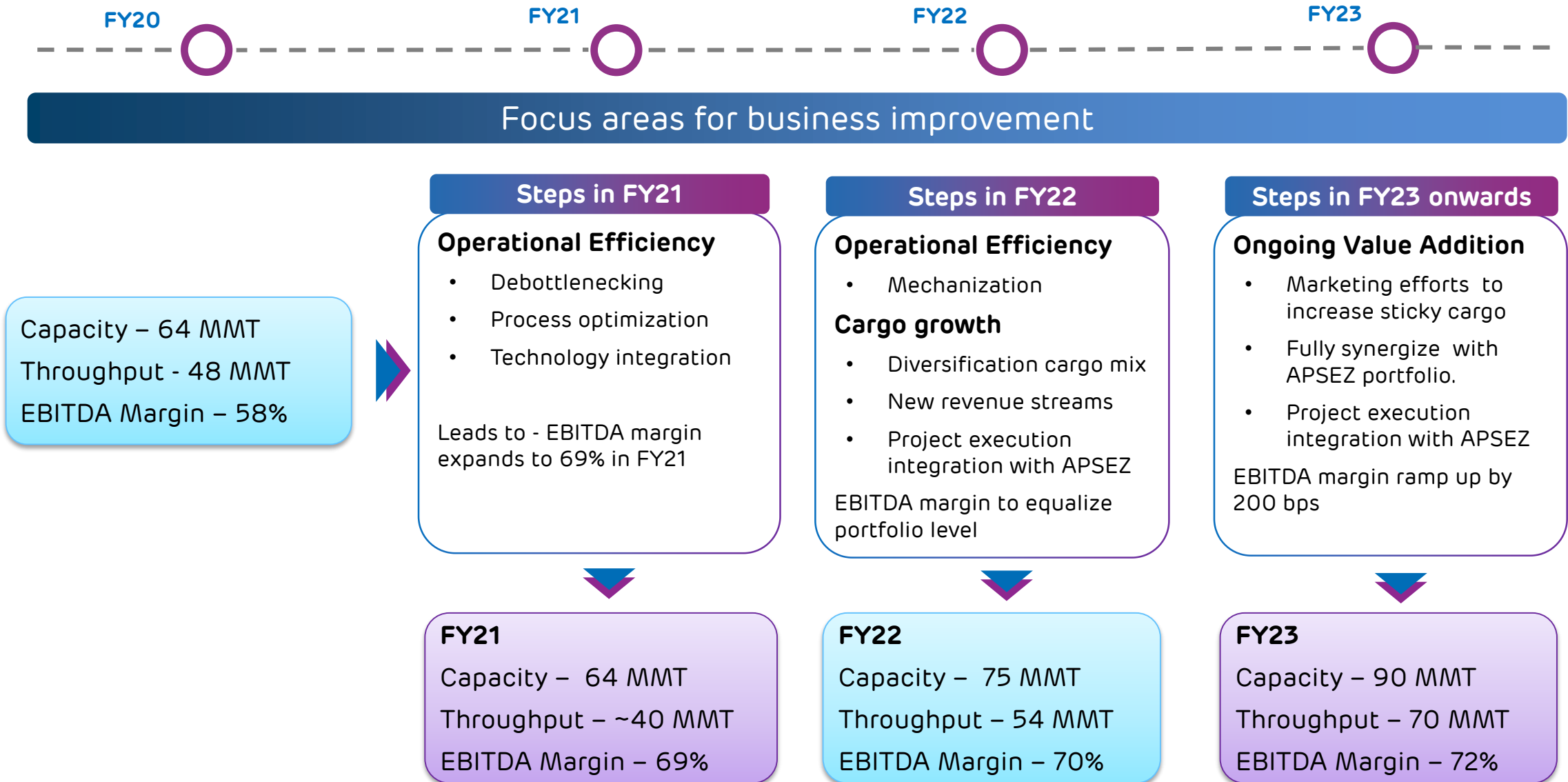
- Alternative vendors for spares selected on competitive rates

Performance
Improvement

| Particulars | FY 20 | H1 FY21 |
|---------------|-------|---------|
| Volume | 48 | 19 |
| Revenue | 2,031 | 867 |
| Revenue (PMT) | 422 | 455 |
| EBIDTA | 1,179 | 590 |
| EBIDTA (PMT) | 245 | 310 |
| EBIDTA % | 58% | 68% |

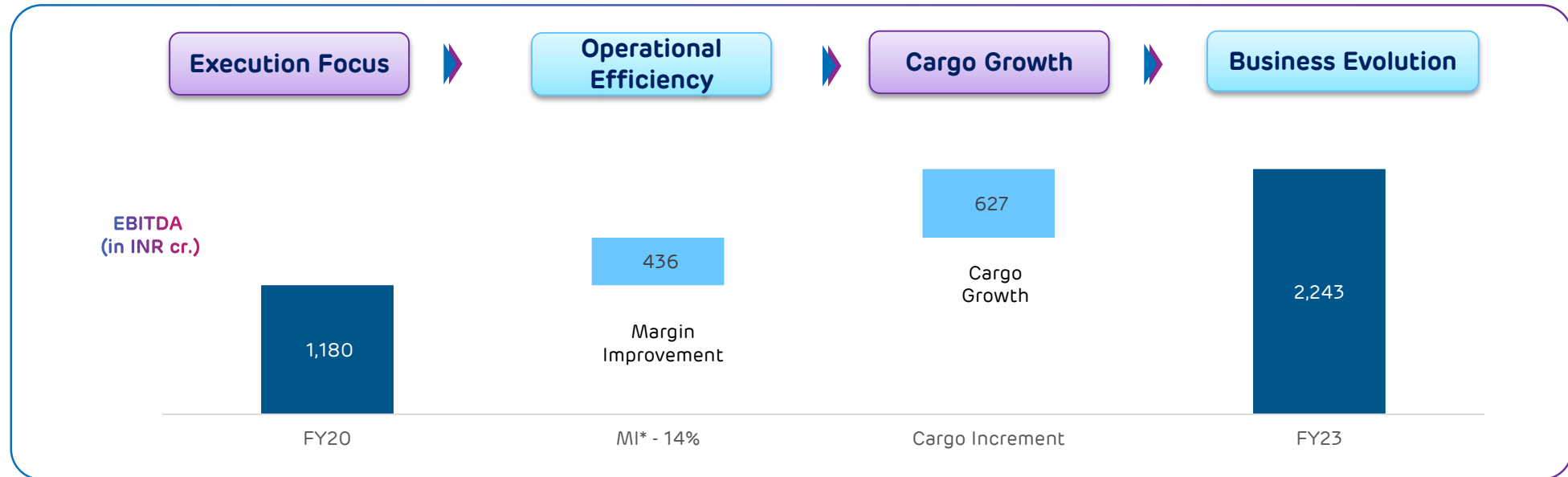
Operational efficiencies identified by APSEZ already resulting in tangible benefits for KPCL

APSEZ : Creating long term value by embedding APSEZ's operational excellence



APSEZ : KPCL's EBITDA to nearly double by FY23

| | FY20 | FY21 | FY23 |
|---------------|----------------------------|---------------|---------------|
| EBITDA | ~Rs.1,180 [#] cr. | ~Rs.1,200 cr. | ~Rs.2,200 cr. |
| EBITDA Margin | 58% | 69% | 72% |



Margin improvement locked in basis H1 FY21 performance

APSEZ : Krishnapatnam Port – Key Customers

| Name | Vol. in MMT |
|--------------------------------|-------------|
| Coal | |
| TPCIL/Sembcorp Energy | 10.2 |
| JSW Group | 4.1 |
| Karam Chand Thapar and Bros | 2.6 |
| Swiss Singapore India Pvt.Ltd | 1.4 |
| Global Coal And Mining Pvt Ltd | 1.4 |
| India Coke and Power Pvt.Ltd | 0.8 |

| Shipping Line | Vol in TEUs |
|--------------------------------------|-------------|
| Maersk (including Saffmarime) | 188,978 |
| Hyundai Merchant Marine (HMM) | 110,388 |
| Shreyas Shipping & Logistics (SSL) | 90,322 |
| Mediterranean Shipping Company (MSC) | 46,745 |

| | |
|-------------------|-----|
| Limestone | |
| JSW Steel Limited | 1.9 |

| Name | Vol. in MMT |
|---|-------------|
| Edible Oil | |
| Emami Agrotech Ltd | 0.4 |
| South India Krishna Oil and Fats Pvt. Ltd | 0.3 |
| Gemini Edibles Oil and Fats (I) Ltd | 0.3 |
| Adani Wilmar Limited | 0.2 |

| | |
|----------------------------------|-----|
| Fertilizer | |
| Coromandel International Limited | 0.6 |
| Indian Potash Limited | 0.3 |

| | |
|--------------------------------------|-----|
| Granite | |
| Triple Line India Pvt.Ltd | 0.8 |
| Integrated Project Logistics Pvt.Ltd | 0.6 |

| | |
|---------------------------------|-----|
| Cement | |
| Penna Cement Industries Limited | 0.7 |

- In FY20, 19 MMT which is 38% of total cargo was long term/sticky cargo.
- Key customers are APPDCL, Sembcorp, Penna & Oil refineries, whose units are located in the vicinity of the Port.

APSEZ : KPCL land bank and expansion possibility

Land Bank with Port

| | Area in Acres |
|--|---------------|
| Total Land in Possession | 4,621 |
| Additional land allotted by Govt. & to be acquired | 2,169 |
| Total Land for the Port | 6,790 |

Capacity Expansion Possibilities

| | MMPTA |
|--|-------|
| Existing Capacity | 64 |
| Debottlenecking plans and overhauling of operations with addition of equipments and back up facilities by FY24 | 100 |
| Port expansion potential | 500 |

With large land bank, it has high potential to expand by capacity additions

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