

# Adani Ports and SEZ Limited

**Operational and Financial Highlights** 

Q2 FY21



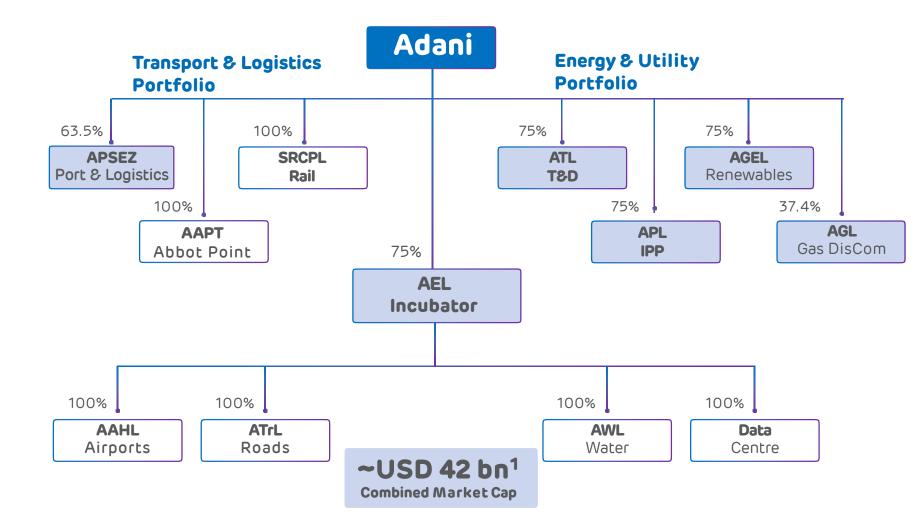
- B Company profile
- Operational and financial highlights
- Financial performance
- ESG





## 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 six 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: Repeatable, robust & proven model infrastructure development



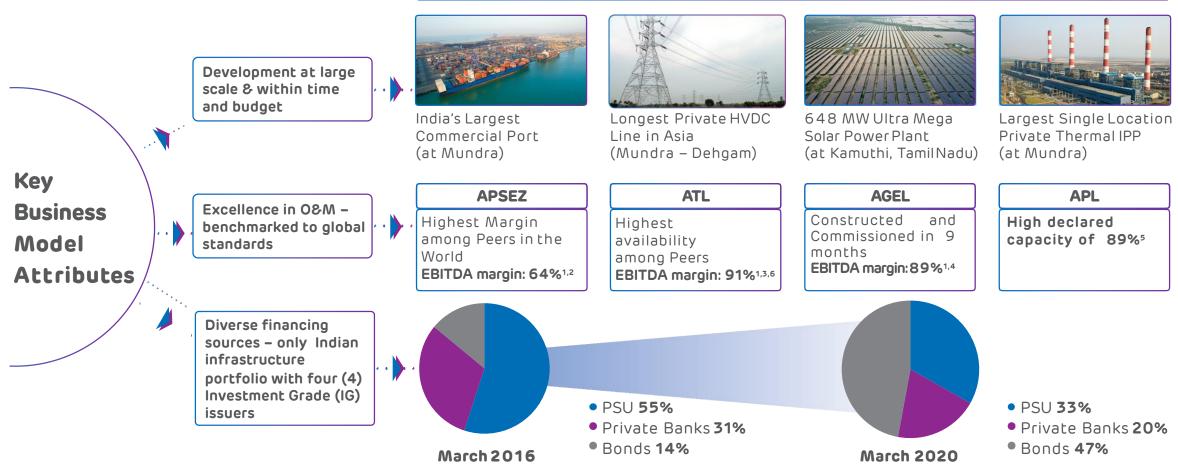
Ports and Logistics

Phase	Development			Operations .	Post Operations	
	Origination	Site Development	Construction	Operation	Capital Mgmt	
Activity	<ul> <li>Analysis &amp; market intelligence</li> </ul>	<ul> <li>Site acquisition</li> <li>Concessions and regulatory agreements</li> </ul>	<ul> <li>Engineering &amp; design</li> </ul>	Life cycle O&M     planning	<ul> <li>Redesigning the capital structure of the asset</li> </ul>	
	Viability analysis		Sourcing & . quality levels	<ul> <li>Asset Management plan</li> </ul>	• Operational phase	
	Strategic value	<ul> <li>Investment case development</li> </ul>	Equity & debt funding at project		funding consistent with asset life	
	<ul> <li>Redefining the space e.g.</li> <li>Mundra Port</li> </ul>	<ul> <li>Envisaging evolution of sector e.g. Adani Transmission</li> </ul>	<ul> <li>Complex developments on time &amp; budget e.g.</li> <li>APL</li> </ul>	<ul> <li>O&amp;M optimisations e.g. Solar plants</li> </ul>	Successfully placed 7 issuances totalling ~USD4Bn in FY20	
Performance					All listed entities maintain liquidity cover of 1.2x- 2x for FY21.	
					Focus on liquidity planning ensures remaining stress free.	

Low capital cost, time bound & quality completion providing long term stable cash flow & enhanced RoE



# Adani Group: Repeatable, robust business model applied to drive value

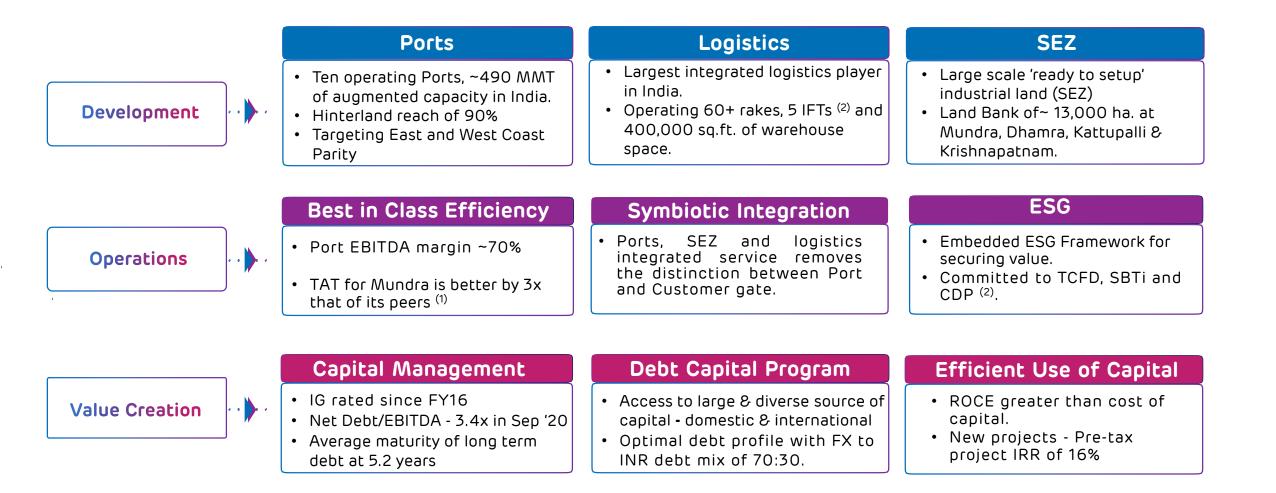


# Successfully applied across Infrastructure & utility platform

The dominant Infrastructure platform that re-defines respective industry landscape

Note: 1 Data for FY20; 2 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 FY20 data for commercial availability declared under long term power purchase agreements. 6. EBITDA margin of transmission business only, does not include distribution business





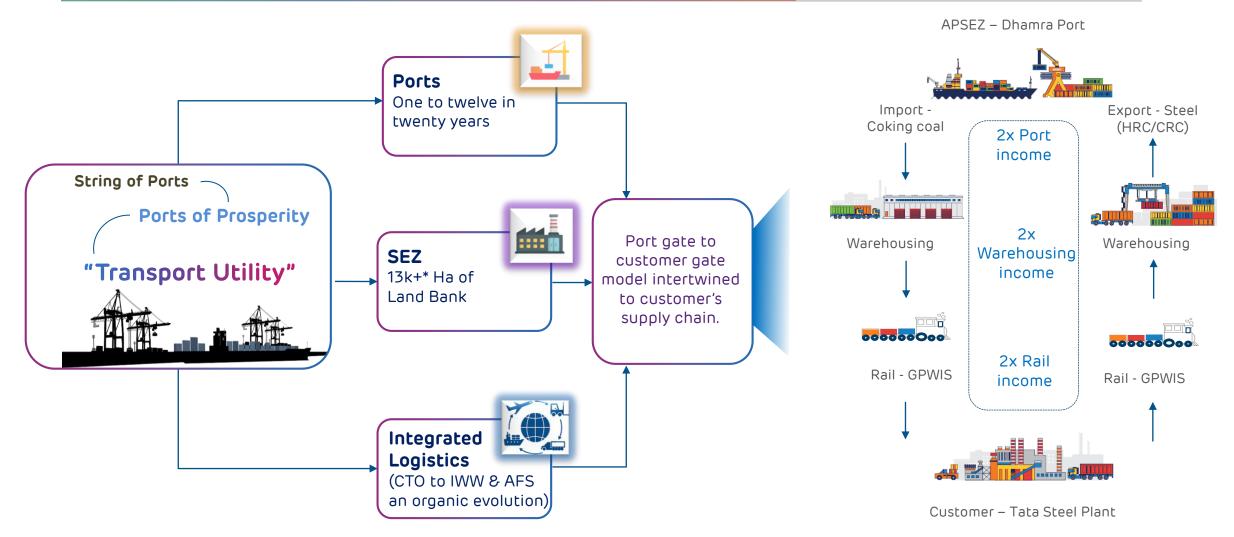
Average Turnaround Time (TAT) for Mundra is 0.56 days in FY20 vs 1.95 days for Major Ports in FY19
 IFTs – Inland Freight Terminals, TCFD – Task force on climate related financial disclosures, SBTi – Science Based Targeting initiatives, CDP – Carbon Disclosure Project



Company Profile

#### **APSEZ :** Largest private transport utility

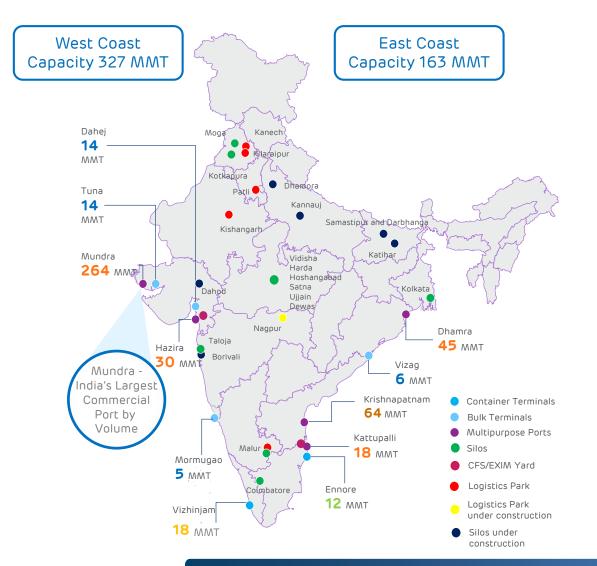


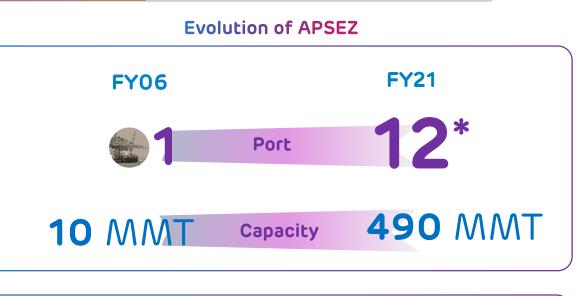


An integrated approach through Ports, SEZ and Logistics creating a multiplier effect

#### Adani Ports and Logistics

#### **APSEZ** : Largest network of ports in India







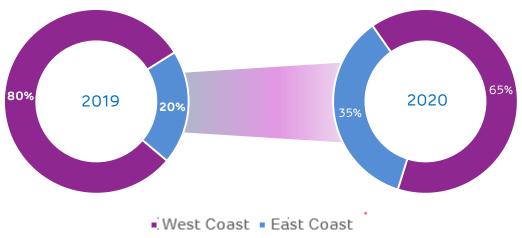




## **APSEZ :** SEZ Port development - recurring income stream



#### Achieving East Coast - West Coast Parity



#### Value Creation in SEZ & Port Development Strategy

- Total land bank of ~13k Ha.
- Bringing customer inside Port gate.
- Twin advantage of availability of large contiguous land and multi modal connectivity as created by ports.
- Entrenching into customer's supply chain and create a high consumer interface.

## **APSEZ**: Update on COVID-19 and APSEZ's response



Ports and



Operational and Financial Highlights

# **APSEZ**: Operational highlights - Q2 FY21



#### **Operational Highlights**

- Cargo volume of 56.25 MMT a Q-o-Q growth of 36%, which is 2 times the all India cargo growth of 18%.
- 300 bps increase in overall cargo market share to 24% compared to 21% in Q1 FY21.
- Container volume grew 34% on a Q-o-Q basis and market share increased by 100 bps to 39%.
- Balanced cargo mix Container 43%, Coal 28%, Crude 12% and Others 17%.
- Mundra port handled 1,42,000 MT of LPG and 5,17,000 MT of LNG.
- Mundra continues to be largest container handling port for the second consecutive quarter. (handled 1.33 mn TEUs compared to 1.08 mn TEUs handled by JNPT).
- Dhamra and Hazira port handled highest ever quarterly cargo volume of 8.3 and 5.61 MMT respectively.
- Term sheet to handle crude for at least 30 years signed with HPCL Rajasthan Refinery Ltd.

#### Acquisitions

- KPCL acquisition completed in first week of October.
- Myanmar To start commercial operation by Mar '21.
- Dighi Port Acquisition expected to be completed in Q3 FY21.

#### ESG

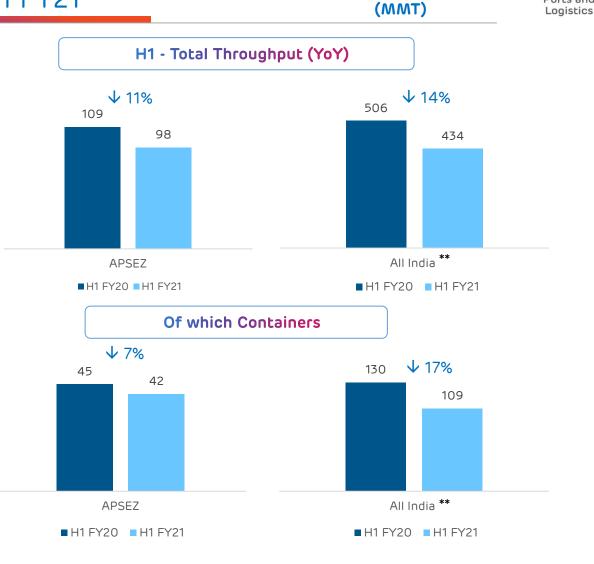
• Ms. Avantika Singh, nominee of Gujrat Maritime board joined as tenth director, adding gender diversity to the board.

#### Awards

- Dhamra port received Gold Award in 5<sup>th</sup> EKDKN Exceed Award 2020 under "Environment Preservation" category.
- Kattupalli port (MIDPL) received 7th Exceed -Platinum Award on Energy Efficiency category.
- Goa Terminal (AMPTPL) received "Gold Award" under Apex India Green Leaf Awards 2019 for outstanding achievement in Environment Excellence in services.

#### **APSEZ**: Cargo volume comparison – Q2 and H1 FY21

Q2 - Total Throughput (QoQ) ↑ 36% **↑** 18% 2x growth 56 235 41 199 All India\*\* APSEZ ■Q1 FY21 ■Q2 FY21 ■Q1 FY21 ■Q2 FY21 **Of which Containers ↑ 31%** <sub>62</sub> **个 34%** 24 18 47 All India \*\* APSEZ ■Q1 FY21 ■Q2 FY21 ■Q1 FY21 ■Q2 FY21

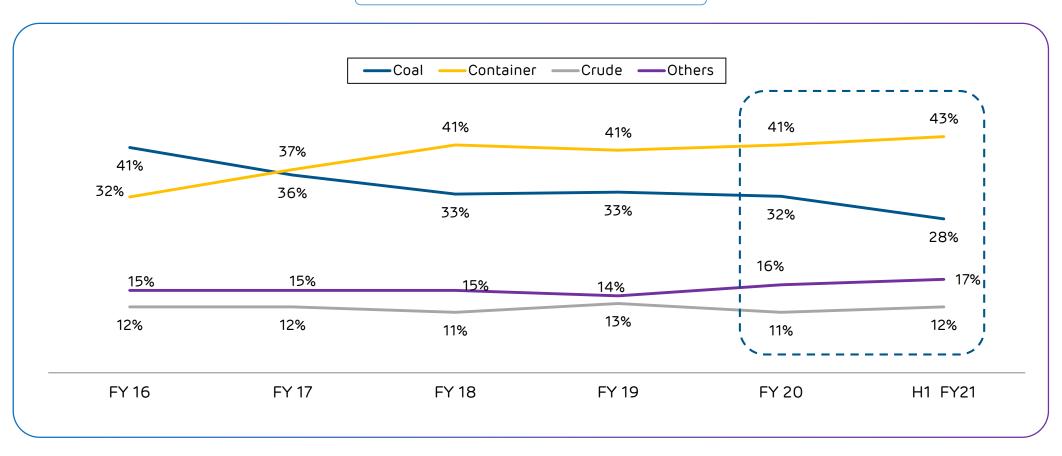


#### **APSEZ outperformance continues**

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Focus towards higher realization products



#### P&L - (QoQ)

- Operating revenue at Rs.2,903 cr. growth of 27%.
- Consolidated EBITDA at Rs.1,851 cr. growth of 29%.
- Port revenue at Rs.2,432 cr. growth of 28%.
- Port EBITDA at Rs.1,719 cr. growth of 30%.
- Port EBITDA margin increased by 100 bps to 71%.
- Logistics revenue at Rs.231 cr. growth of 15%.
- Logistics EBITDA has grown by 19% to Rs.52 cr.
- Logistics EBITDA margin has improved by 80 bps to 22.5%.
- PBT at Rs.1,798 cr. and PAT at Rs.1,394 cr.
- EPS increased by 83% to Rs.6.83.

#### **Balance Sheet**

- APSEZ maintains investment grade rating.
- Net Debt to EBITDA at 3.44x.
- Average maturity at 5.2 years.
- Loans increased to Rs.7,958 cr. (vs. Rs.1,784 cr. in Mar '20) on account of loan given to subsidiary for refinancing bank debt and obtaining required NOC. As this transaction completed in Oct '20 it will be eliminated in FY21 financials.

#### **Cash Flow**

- Capex for the period H1 FY21 is at Rs.905 cr.
- Free cash from operations after adjusting for working capital changes, capex and net interest cost was at Rs.2,884 cr. in H1 FY21.

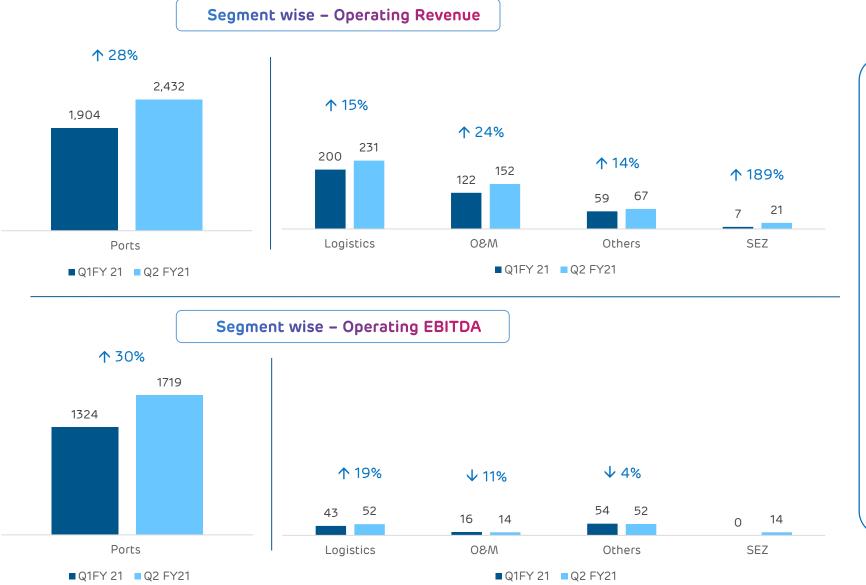
#### APSEZ : Financials – Q2 FY21

(QoQ - Rs. in cr.)





## **APSEZ :** Segment wise Revenue & EBITDA\* - Q2 FY21



 Growth in port revenue and EBITDA is lower than cargo volume growth due to higher cargo handling at JV terminals which is not consolidated and change in cargo mix.

(QoQ - Rs. in cr.)

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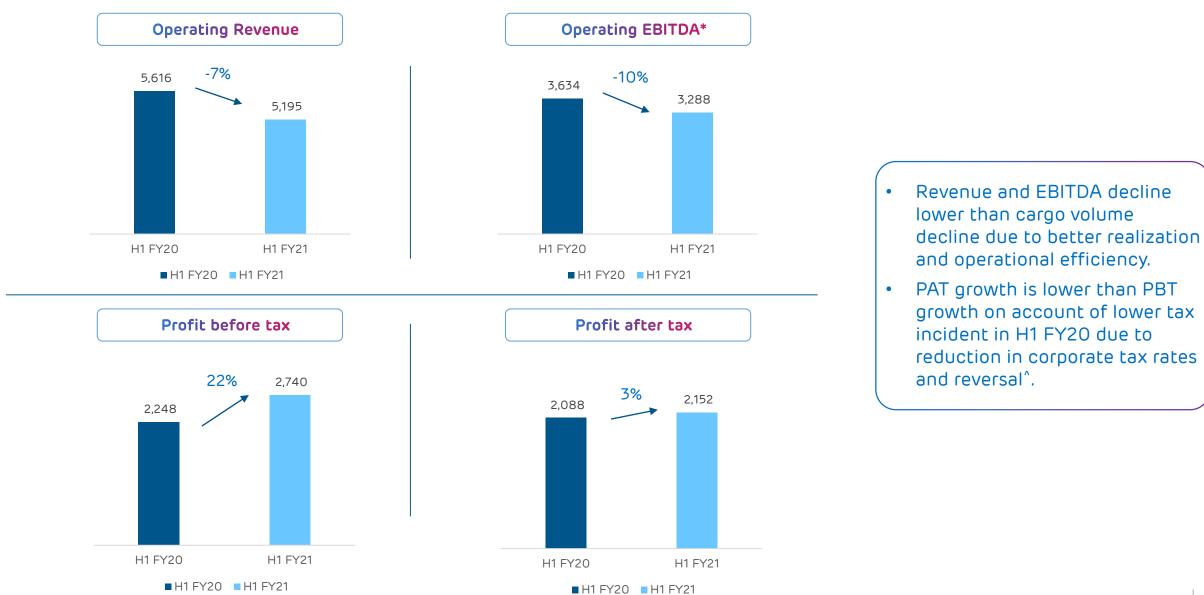
Logistics

- Port EBITDA margin expanded by 100 bps to 71% due to operational efficiencies.
- Increase in logistics revenue and EBITDA due to increase in volume at high realization, high margin routes and discontinuation of low realization, low margin routes.
- Logistics margin improved to 22.5%
- O&M revenue was higher while EBITDA was lower due to Capex revenue which has a lower margin.

#### **APSEZ :** Financials – H1 FY21

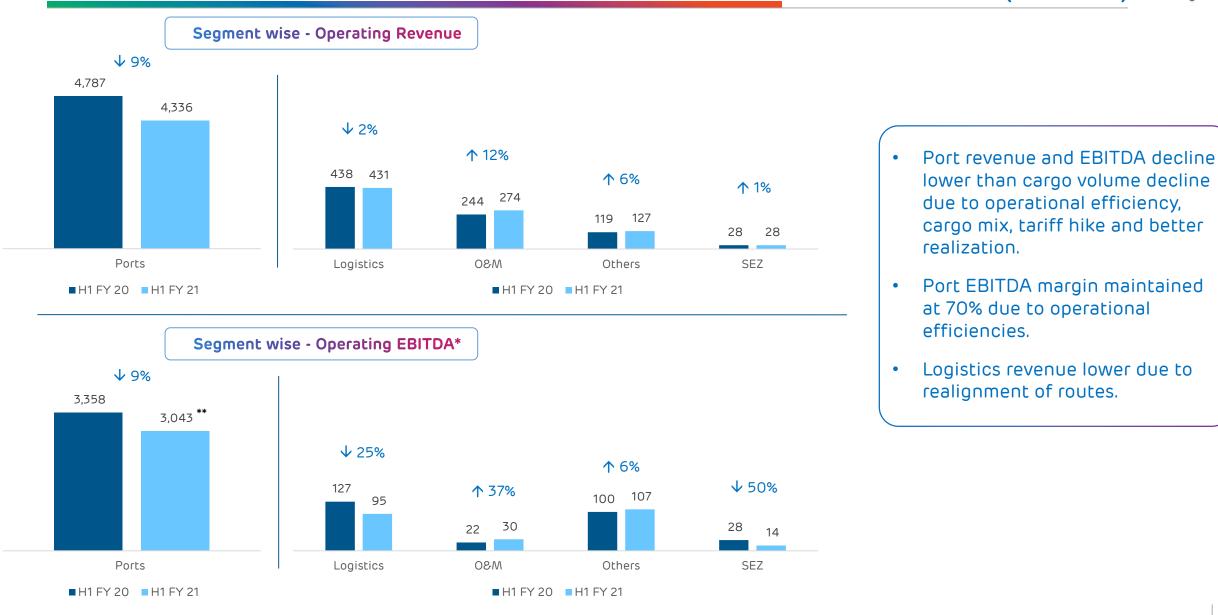
(YoY - Rs. in cr.)





\* EBITDA excludes forex gain of Rs.485 cr. in H1 FY21 vs forex loss of Rs.477 cr. in H1 FY20 | ^ H1 FY20 had a tax reversal of Rs.304 cr.

# **APSEZ :** Segment wise Revenue & EBITDA\* - H1 FY21



\* EBITDA excludes forex | ^^ Excludes Donation of Rs.80 Cr (to PM and CM Care Fund) for COVID-19 in H1 FY21.

Adani Ports and Logistics

(YoY - Rs. in cr.)

### **APSEZ**: Debt profile – H1 FY21



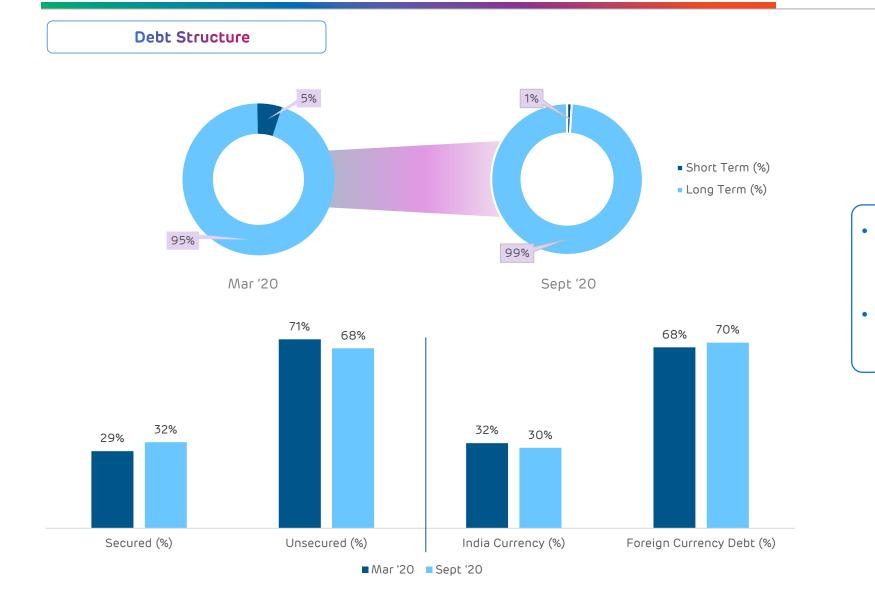
7 year bullet repayment bond for

KPCL debt.

USD 750 mn issued for refinancing

Currency mix in our debt portfolio is

in line with debt capital program.



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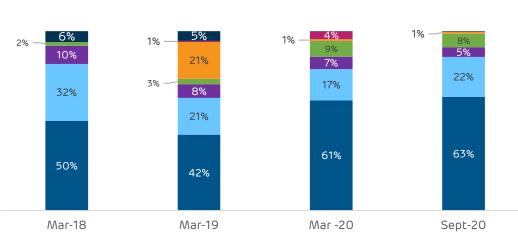
#### **APSEZ**: Debt profile – H1 FY21

**Product wise Debt\*** 

(Rs. in cr.)

Ports and

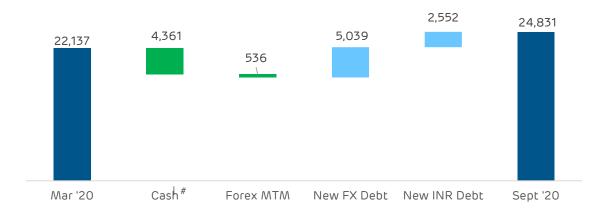
Logistics



■USD Bond ■ Rupee Bond ■ ECA/ECB ■ RTL ■ CP ■ PCFC, STL, & OD ■ Buyers Credit



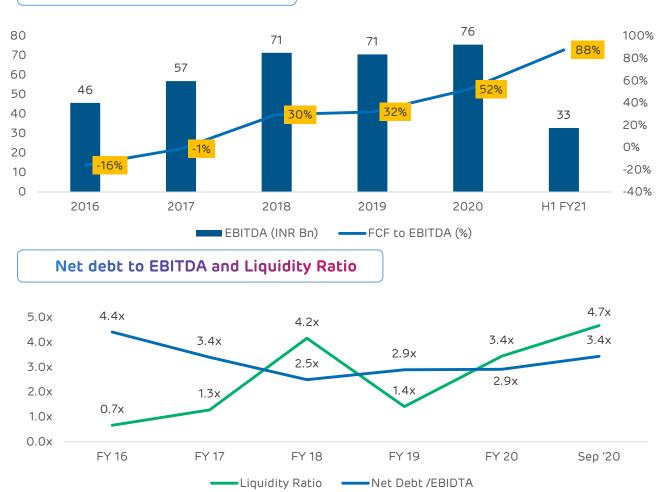
Net Debt



- Movement in Net Debt due to :
  - New issuance of USD bond of 750 mn and Rupee bonds for KPCL acquisition and Capex program.
  - Reduction of Rs.536 cr. on account of Rupee appreciation.
- Maturity profile of long term debt >5 years continue to improve due to 7 year bullet repayment bond of USD 750 mn.

# **APSEZ :** Strong operational performance improves free cash generation





#### Cash Flow Conversion

- EBITDA conversion to free cash\* increasing consistently on account of improvement in working capital.
- Net debt to EBITDA\* increased to 3.44x, attributable to new bond issuance and compression of EBITDA in Q1 on the back of 27% decline in cargo.
- Net debt to EBTIDA expected to be around 3.5x in FY21 and will come down within our target range of 3x -3.5x by FY22.
- Robust capital management ensures enhanced liquidity.

#### Cargo volume CAGR of 12% and non Mundra CAGR of 38%, funded out of free cash generated

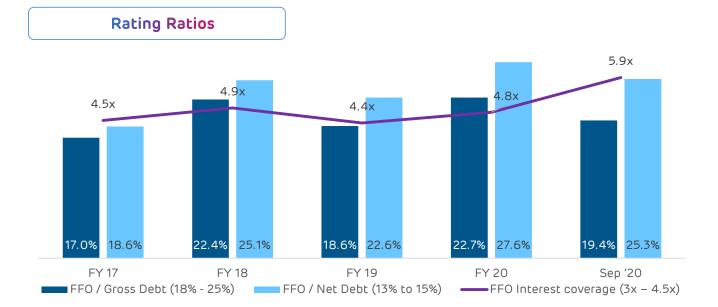
Note – H1 FY21 numbers are half yearly numbers while rest are full year numbers

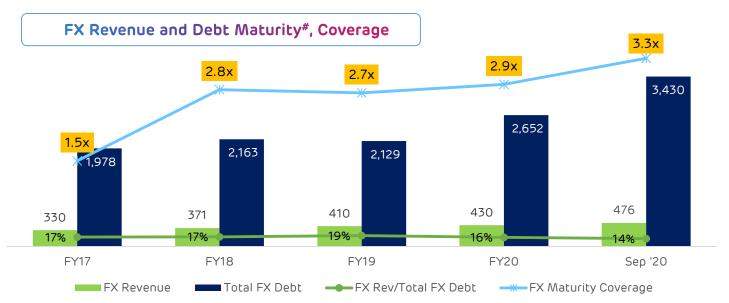
\*Free cash – Free cash from operations after adjusting for working capital changes, capex and net interest cost | For Liquidity Ratio Sources = Available cash balance + free cash, and usage = 1 year Debt maturity + working capital + dividends

# **APSEZ :** Key ratios H1 FY21

(In USD mn)







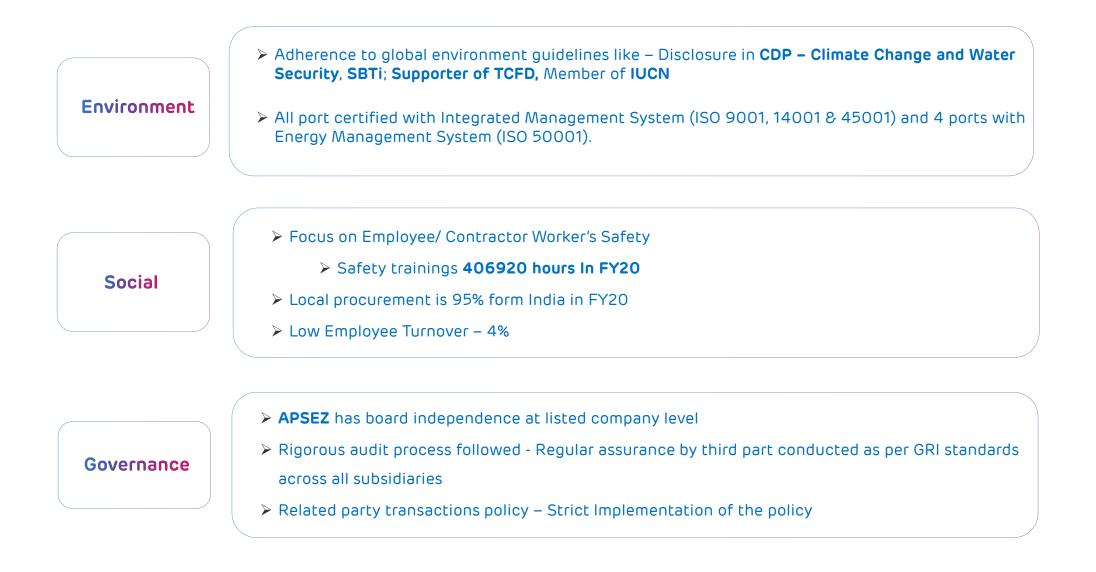
- All key rating ratios continue to be in the prescribed range.
- FFO to Gross Debt and FFO to Net Debt declined in H1 FY21 due to higher debt level and compression of EBITDA in Q1.
- Earnings growth and free cash flow generation in FY21 to enhance the ratios.
- Dollar denominated debt increased on account of new USD bond issuance of USD 750 mn for refinancing of KPCL debt.



**Environment Social and Governance** 

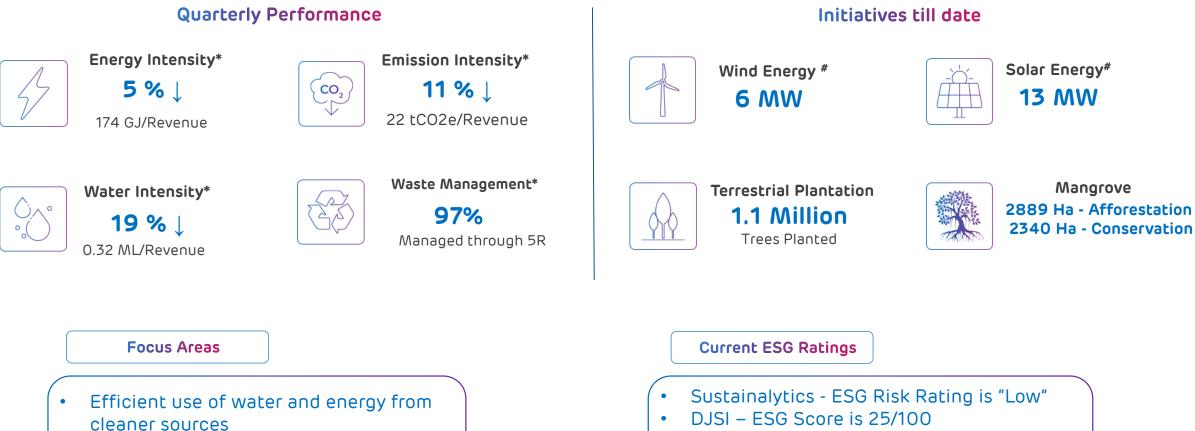
#### **APSEZ**: ESG philosophy





# **APSEZ :** ESG Update H1 FY21

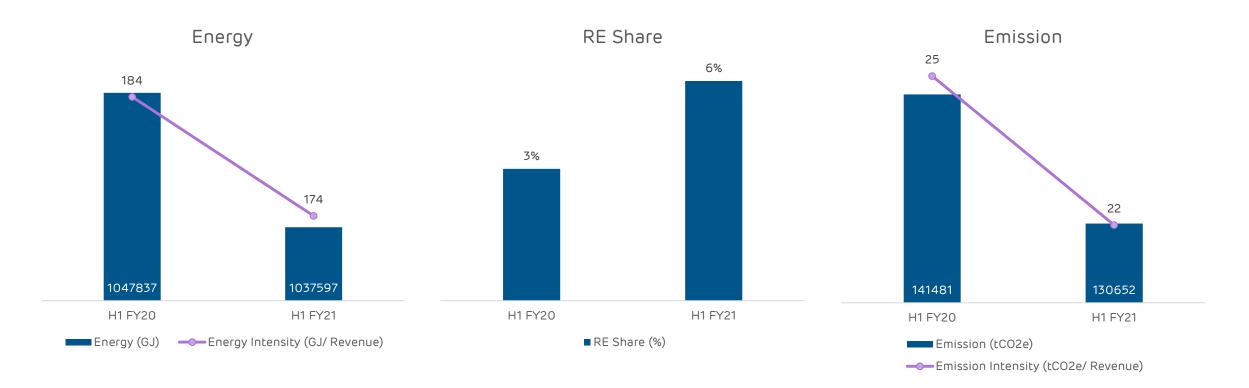




- Reduction of emission levels
- Zero tolerance for fatalities at ports

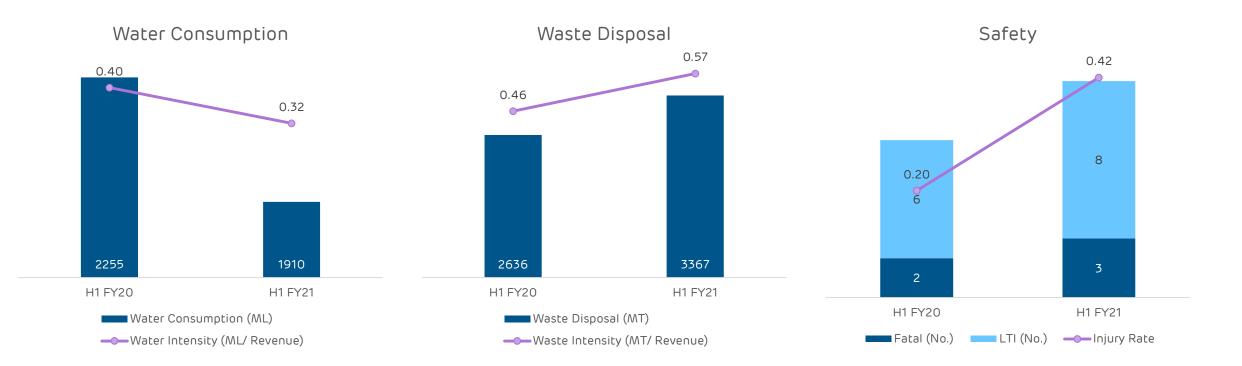
- CDP Climate Change Score "C"
- MSCI 'CCC' engaging with MSCI for improvement





- Energy Intensity has decreased by 5% at consolidated level due lower cargo volume.
- 67% increase in renewables share in total energy consumption.
- Higher use of renewables led to 11% decrease in emission intensity.





- 284 ML of treated wastewater was reused by horticulture team for gardening.
- Water intensity decreased by 19%.
- Safety Lost three of our Contractor's worker (labour) each at Tuna, Dhamra and Mundra port. A detailed investigation has been conducted and action plan will be implemented across all the locations to avoid such incidents in future.

# **APSEZ**: Outlook FY21 – Reverts to growth trajectory



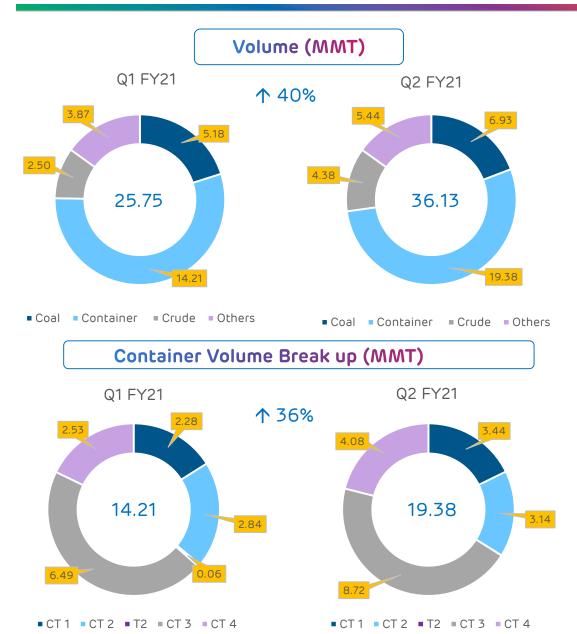
	Cargo volume expected to be in the range of 225 MMT - 230 MMT excluding KPCL.
Volume	<ul> <li>KPCL volume in H2 FY21 to be around 20 MMT.</li> </ul>
	<ul> <li>Mundra ~142, Hazira ~22, Dhamra ~30 to 32 and Kattupalli ~ 11 MMT.</li> </ul>
	Consolidated revenue expected to be in the range of Rs.12,500 cr. to Rs.13,000 cr.
	<ul> <li>Port revenue to be in the range of Rs.10,700 cr. to Rs.10,900 cr.</li> </ul>
Revenue	<ul> <li>Logistics revenue to be in the range of Rs.850 cr. to Rs.900 cr.</li> </ul>
	SEZ port led development income to be in the range of Rs.800 cr. to Rs.1,000 cr.
	<ul> <li>EBITDA expected to be in the range of Rs.8,000 cr. to Rs.8,500 cr.</li> </ul>
EBITDA	Port EBITDA expected to be in the range of Rs.7,500 cr. to Rs.7,700 cr. Port EBITDA margin to be around 70%.
Сарех	Capex to be around Rs.2000 cr.
Cash Flow	Free cash from operations after adjusting for working capital changes, Capex and net interest cost to be in the range of ~Rs.5,500 cr. to Rs.6,100 cr.
	<ul> <li>As on 30<sup>th</sup> Sept, 2020, is at 3.44x.</li> </ul>
Net Debt to EBITDA	With consolidation of KPCL the ratio is expected to be around 3.5x in FY21.
	With increase in cargo and higher cash flows, Net Debt to EBITDA expected to come bac to our target range of 3x to 3.5x in FY22.

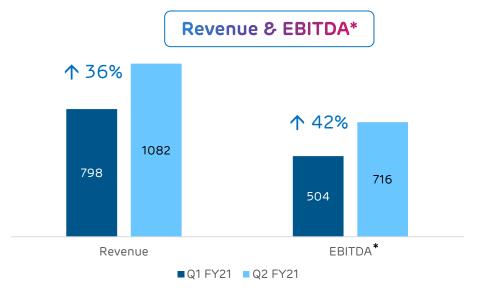


#### Annexures

- 1. Port wise cargo and financial details
- 2. ESG
- 3. Results SEBI Format
- 4. Annexed File Cargo and Financial Details

#### ASPEZ : Mundra Port Cargo Volume – Q2 FY21





- Cargo growth led by crude and other bulk cargo.
- Container volume growth driven by higher volume at CT4 and CT1, growth of 61% and 51% respectively.
- Coal volume up by 34% due to higher import by APL & CGPL.
- Crude grew by 76% due to higher imports by HMEL & IOCL.
- New service added Indusa and Middle East Feeder (container – 34,000 TEUs)
- EBITDA margin improved 300 bps to 66% due to higher SEZ EBITDA of Rs.14 cr., higher cargo and improved operating efficiency.

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(QoQ - Rs. in cr.)

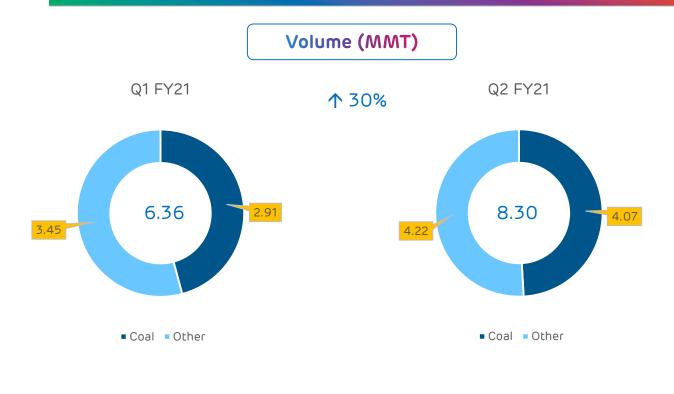
#### **APSEZ :** Dhamra Port - Volume and Financials Q2 FY21

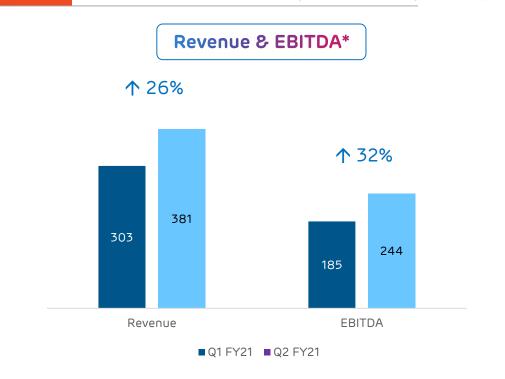
(QoQ - Rs. in cr.)

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- Revenue and EBITDA growth in line with cargo growth.
- EBITDA margin increased by 300 bps to 64% due to higher cargo and change in cargo mix.
- New customer SAIL (Limestone), 5 year long term contract with M/s Jindal Steel & Power Limited for an annual volume of 3 MMT and Project Cargo for DARC Logistics.
- New Cargo NPS (for Indian Potash Ltd.),

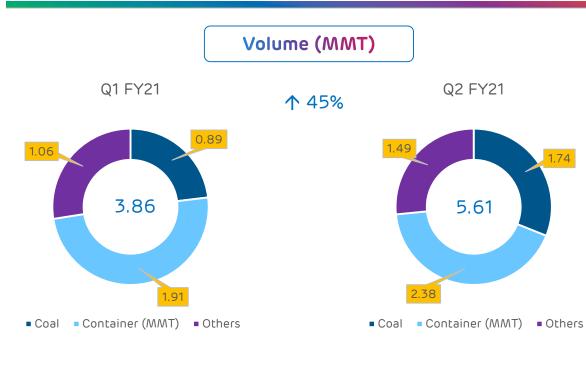
#### **APSEZ :** Hazira Port - Volume and Financials Q2 FY21

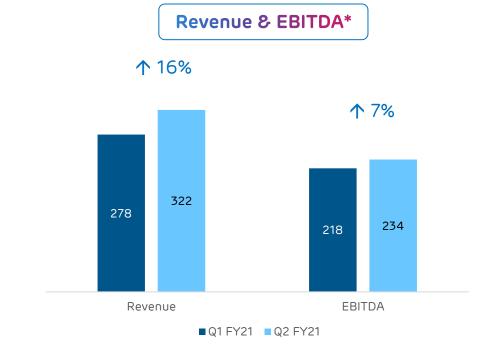
(QoQ - Rs. in cr.)

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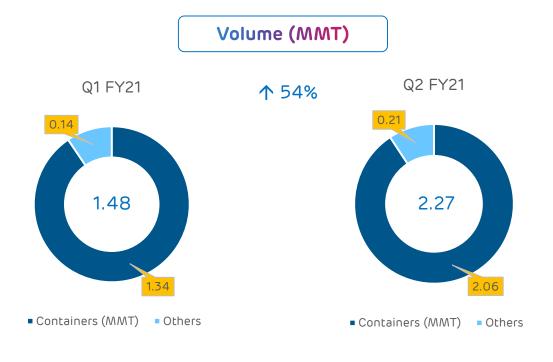
- Cargo volume increase driven by higher coal volume (up 96%).
- New service introduced Arabian Star
- New liquid tanks with capacity of 38,000 KL operationalized.
- Growth in revenue and EBITDA lower than growth in cargo due to fixed liquid revenue.

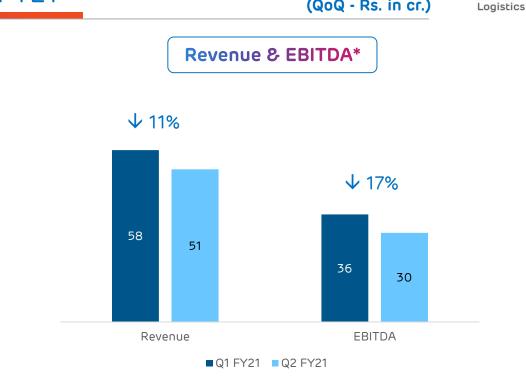
#### **APSEZ :** Kattupalli Port - Volume and Financials Q2 FY21

(QoQ - Rs. in cr.)

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Cargo volume growth driven by higher container volume and handling of liquid volume. ٠

Container volume grew by 54% during the period on a quarter on quarter basis. ٠

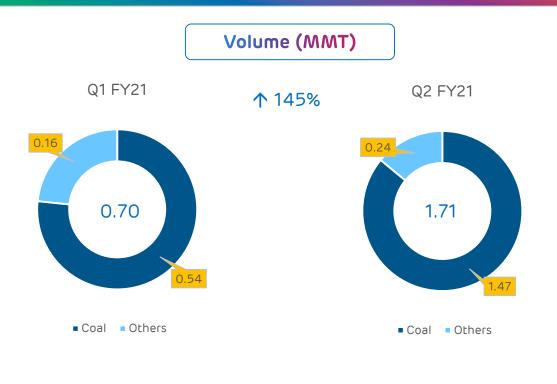
#### **APSEZ**: Dahej Port - Volume and Financials Q2 FY21

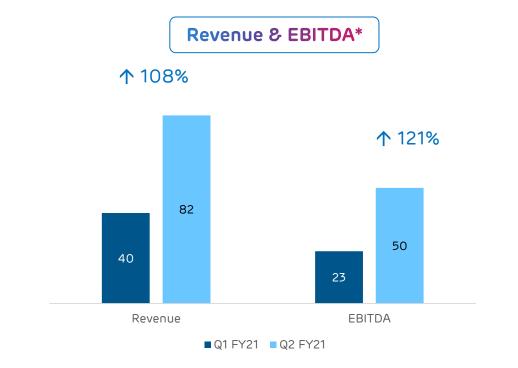
(QoQ - Rs. in cr.)

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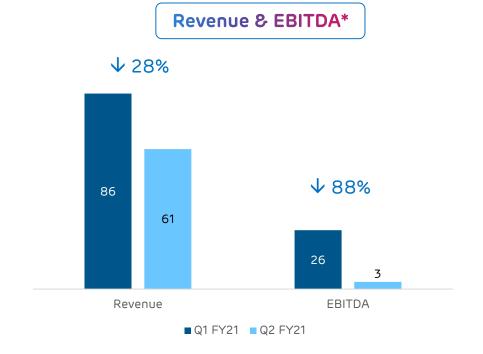
Logistics





- Cargo volume increased due to higher coal volume.
- Revenue and EBITDA growth lower than volume growth due to higher percentage of trading coal.
- EBITDA margin increased by 300 bps to 61% due to higher distribution of fixed cost and improved efficiency.

#### **APSEZ :** Terminals at Major Ports - Volume and Financials Q2 FY21



- Cargo volume decreased due to lower coal demand.
- Revenue declined in line with cargo. However, EBITDA declined higher on account of lower recovery of fixed cost.

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(QoQ - Rs. in cr.)

# **APSEZ**: Adani Logistics and Harbour Services - Financials Q2 FY21



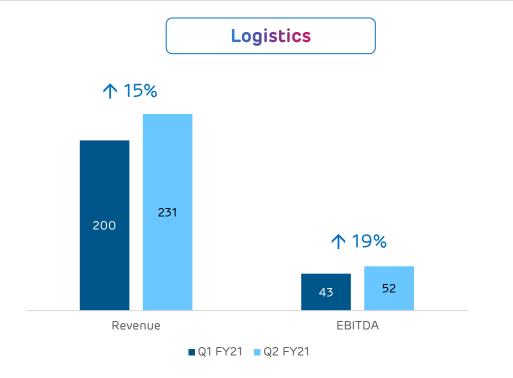
(QoQ - Rs. in cr.)

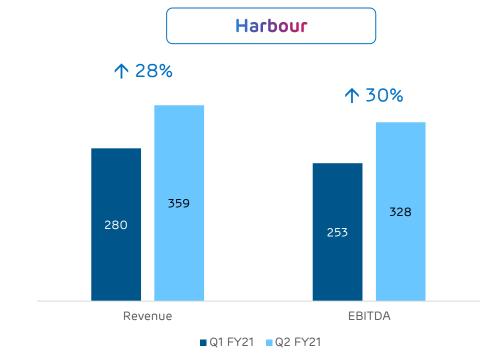
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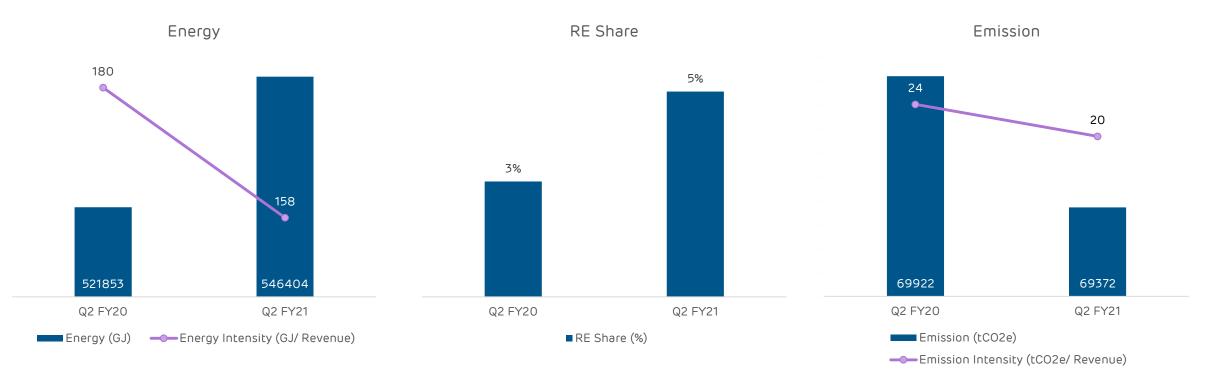


- Rail volume 69,061 TEUs Q2 vs 76,925 TEUs in Q1.
- Terminal volume unchanged 57,018 TEUs in Q2
- As a strategy decided to close routes with lower realization thus improving revenue by 15% and EBITDA by 19%.
- Margins improved by 80 bps to 22.5% and expected to be in the range of 22% to 25%.

- Revenue grew in line with 36% growth in cargo.
- EBITDA\* margin continues to be at historical levels of 89% to 91%.

## **APSEZ :** ESG Performance – Q2 FY21

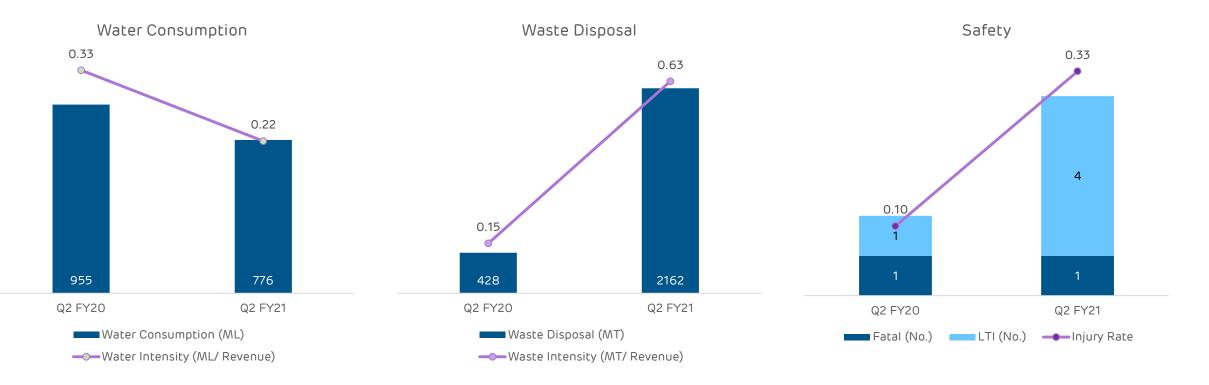




- Energy Intensity has decreased by 12% at consolidated level due to increase in revenue and improved efficiency on account of higher utilization.
- 78% increase in renewables share in total energy consumption due to full utilization of available installed capacity.
- 17% decrease in emission intensity due to higher use of renewables and higher cargo and revenue.

# **APSEZ :** ESG Performance – Q2 FY21





- 126 ML of treated wastewater was reused by horticulture team for gardening.
- Water intensity decreased by 32% due to water conservation efforts, higher rainfall and increased revenue.
- Waste disposal higher in Q2 FY21 due to accumulation and non disposal of waste in Q1 due to lock down.
- **Safety** Lost one of our Contractor's worker (labour) one at Mundra port. A detailed investigation has been conducted and action plan will be implemented across all the locations to avoid such incidents in future.



#### APSEZ – Details Annexed in Linked File

- 1. Port-wise Cargo Volume Q2 and H1 FY21
- 2. Ports and Logistics Vertical Key Financial Performance Q2 FY21 and H1 FY21
- 3. Debt Schedule

Please double click on the icon to open -



# **APSEZ :** Consolidated financial performance – SEBI format

Quarter Ended			Six Month Ended		Year Ended
		September 30,	September 30,	September 30,	March 31.
	2020	2019	2020	2019	2020
Unaudited			Unaudited		Audited
2.52 2,29	2,292.69	2,821.16	5,195.21	5,615.63	11,438.77
-	-	-	-	-	434.30
2.52 2,29	292.69	2,821.16	5,195.21	5,615.63	11,873.07
0.64 4	456.77	505.74	977.41	928.19	1,861.35
3.16 2,74	,749.46	3,326.90	6,172.62	6,543.82	13,734.42
0.85 60	606.49	737.92	1,357.34	1,407.18	3,097.26
7.00 14	140.37	135.24	287.37	267.75	546.52
	423.53	563.38	911.61	1,020.66	1,950.64
	29.30	(43.28)	98.24	(42.97)	(137.50
	454.67	410.39	916.49	801.06	1,680.28
	(37.07)	480.08	(485.10)	476.71	1,626.38
	187.95	156.83	342.07	306.51	663.90
-	805.24	2,440.56	3,428.02	4,236.90	9,427.48
0.38 94	944.22	886.34	2,744.60	2,306.92	4,306.94
>	(				<u> </u>
,	(1.28)	0.01	(4.14)	0.03	(4.39
7.52 94	942.94	886.35	2,740.46	2,306.95	4,302.55
-	-	-	-	(58.63)	(58.63
7.52 94	942.94	886.35	2,740.46	2,248.32	4,243.92
	185.11	(172.85)	588.94	160.43	459.39
11.52 19	194.28	135.63	635.80	506.63	707.49
0.02) 1	19.08	(290.04)	19.06	(290.26)	(144.60
37.67) (2	(28.25)	(18.44)	(65.92)	(55.94)	(103.50
3.69 75	757.83	1,059.20	2,151.52	2,087.89	3,784.53
7.00 75	758.02	1,054.15	2,145.02	2,076.57	3,763.13
6.69	(0.19)	5.05	6.50	11.32	21.40
8.73 75	753.88	1,048.32	2,162.61	2,066.06	3,821.15
2.04 7	754.07	1.043.27	2,156,11	2.054.74	3.800.19
		•			20.96
	6.69	6.69 (0.19)	6.69 (0.19) 5.05	6.69         (0.19)         5.05         6.50	6.69         (0.19)         5.05         6.50         11.32

Adani Ports and Logistics

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