

# Adani Ports and SEZ Limited

**Operational and Financial Highlights** 

Q3 FY21



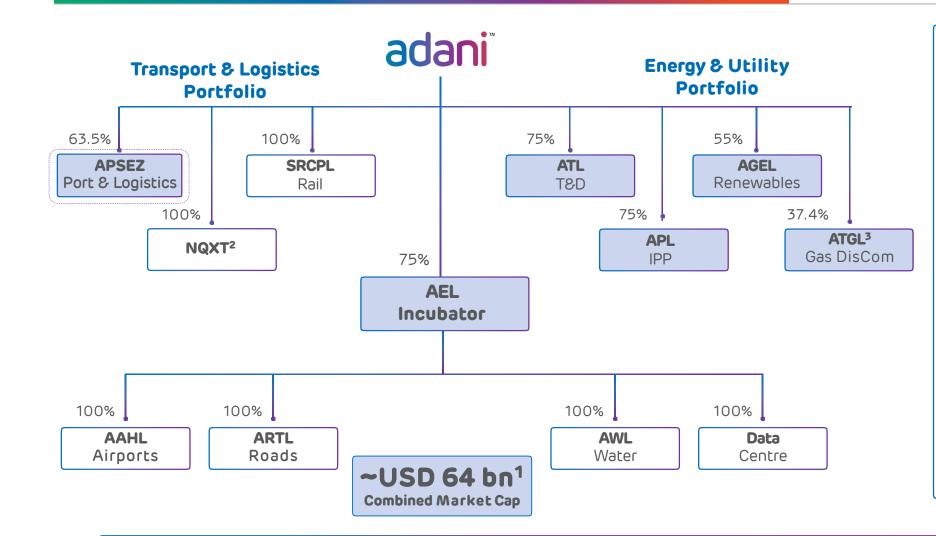
- B Company profile
- Operational highlights
- E ESG, CSR





# Adani Group: A world class infrastructure & utility portfolio





#### Adani

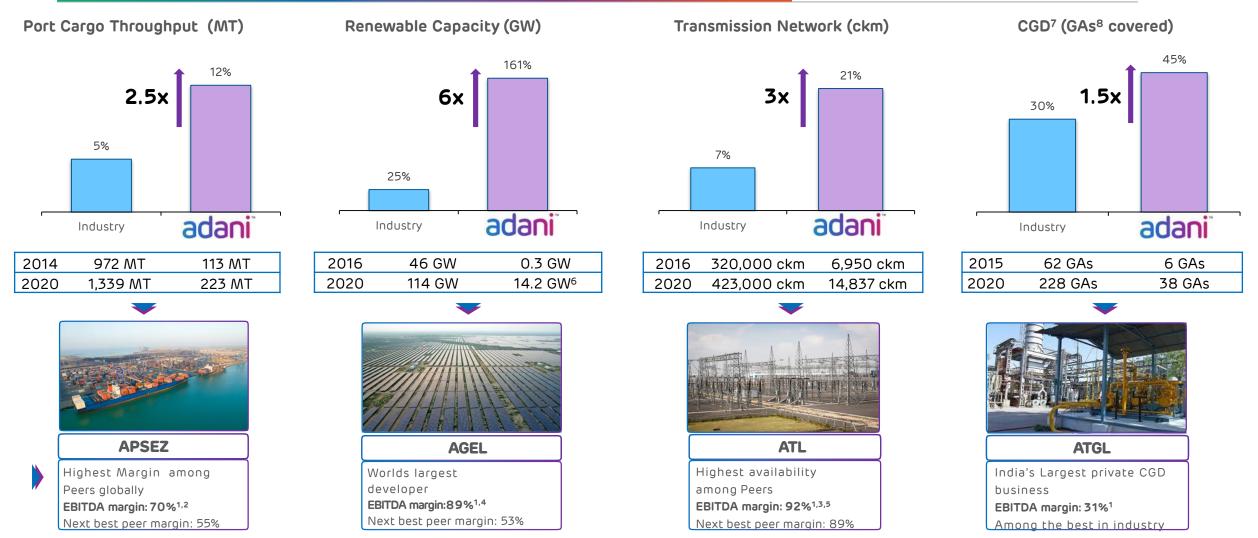
- Marked shift from B2B to B2C businesses –
  - ATGL Gas distribution network to serve key geographies across India
  - AEML Electricity distribution network that powers the financial capital of India
  - Adani Airports To operate, manage and develop eight airports in the country
- Locked in Growth 2025 -
  - 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

Ports and Logistics

adani



#### 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. Operational EBITDA margin of transmission business only, does not include distribution business. 6. Contracted & awarded capacity 7. CGD – City Gas distribution 8. Geographical Areas - Including JV

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

Ports and Logistics

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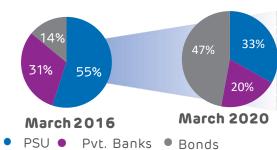
	Phase	Development		Operations	Post Operations
	Origination	Site Development	Construction	Operation	Capital Mgmt
ACCIVICY	<ul> <li>Analysis &amp; market intelligence</li> <li>Viability analysis</li> <li>Strategic value</li> </ul>	<ul> <li>Site acquisition</li> <li>Concessions and regulatory agreements</li> <li>Investment case development</li> </ul>	<ul> <li>Engineering &amp; design</li> <li>Sourcing &amp; quality levels</li> <li>Equity &amp; debt funding at project</li> </ul>	<ul> <li>Life cycle O&amp;M planning</li> <li>Asset Management plan</li> </ul>	<ul> <li>Redesigning the capital structure of the asset</li> <li>Operational phase funding consistent with asset life</li> </ul>
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, Tamil Nadu)	In FY20 issued seven international bonds across th yield curve totalling~USD4Bn
	Highest Margin among Peers	Highest line availability	High declared capacity of 89% <sup>1</sup>	Constructed and Commissioned in nine months	All listed entities maintain liquidity cover of 1.2x- 2x as a matter of policy.











### **APSEZ**: Transformational journey



# Industry 2.5x growth compared to market achieved without dilution in equity. Growing responsibly with a sustainable approach. Integrated logistics solution to customers through a single window mechanism. Driving efficiency through introducing mechanization at large scale. 0 & M

- Digitization of the platform through technology solutions (e.g. remote operating nerve center)
- Out performed market by providing best in class efficiency - TAT of Mundra is better by 3x that of its peers <sup>(1)</sup>
- In sourced operations (e.g. in house dredging and marine operations) leading to efficiency and cost reduction.

#### Business

- From a single port single commodity to an integrated logistics platform.
- 90% of economic hinterland coverage.
- Business transformation from a port operator to a transport and logistics utility.
- Strategic partnerships to unlock value.

#### ESG

- Formation of Corporate Responsibility committee
- Independent board
- Risk management through application of COSO<sup>(2)</sup> principles
- Achieving COP21 targets by 2025
- Disclosures as per CDP, TCFD and SBTi.

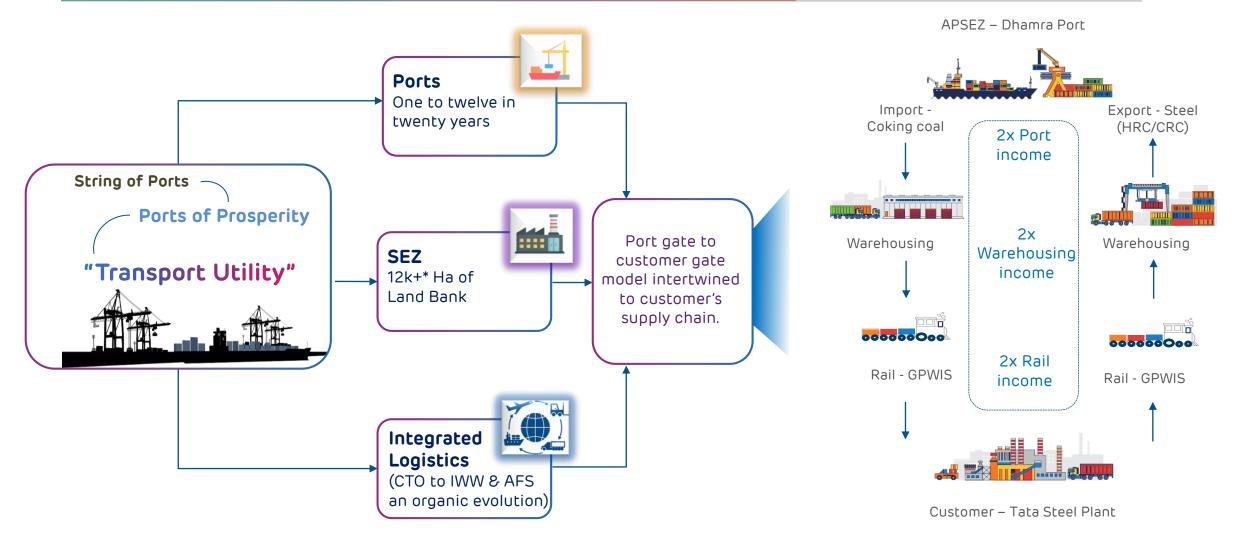
Double digit CAGR in cargo volume in last ten years and 38% CAGR of non Mundra ports in last six years



Company Profile

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

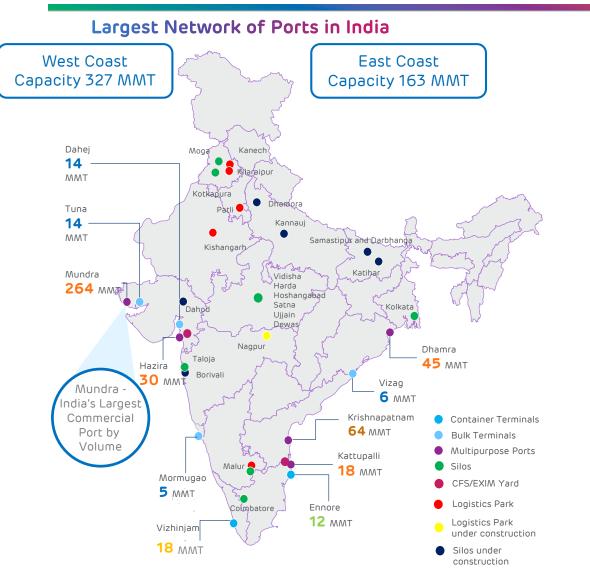




An integrated approach through Ports, SEZ and Logistics creating a multiplier effect

### **APSEZ :** Largest private transport utility – Presence across Ports, Logistics and SEZ





#### 12 ports serving vast economic hinterland of the country



#### Value creation in SEZ & port development strategy

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- Total land bank of ~12k Hectare
- 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.

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Trains



Operational and Financial Highlights

Highest ever quarterly cargo volume of 76 MMT



Volume excluding Krishnapatnam Port was 67 MMT



APSEZ's Market share in cargo volume at 28%.



APSEZ's market share in container segment at 43%.



• Double-digit growth in all types of cargo.

• Dry bulk grew by 42%, container by 36% and liquid cargo including crude by 24%.

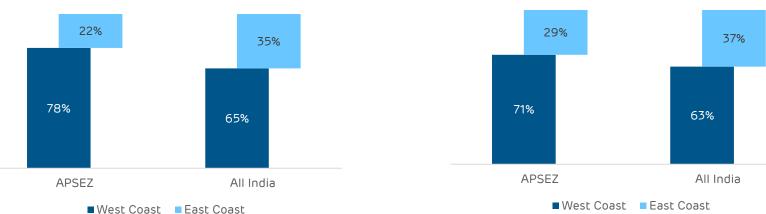
(YoY)

- Double digit growth : Mundra 25%, Dahej 29%, Hazira 14% and Dhamra 10%.
- Mundra for third consecutive quarter surpassed volume handled by JNPT (handled 1.59 mn TEUs compared to 1.29 mn TEUs handled by JNPT).
- Market share Mundra in all India container volume increased to 33%.
- LPG and LNG volume registered growth of 50% and 10% respectively over Q2 FY21.
- Five new container services added across Mundra, Hazira and Kattupalli will add 340,000 TEUs annually.

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#### APSEZ : Cargo volume comparison – Q3 FY21





• Higher cargo volume growth compared to all India due to :

(YoY)

- higher growth in container of 36% and liquid (incl. crude) of 24%
- Also aided by sticky cargo of ~54%.
- Enhanced capacity and acquisition of Krishnapatnam port.
- East coast west coast parity improved (to 29 : 71 from 20 : 80).

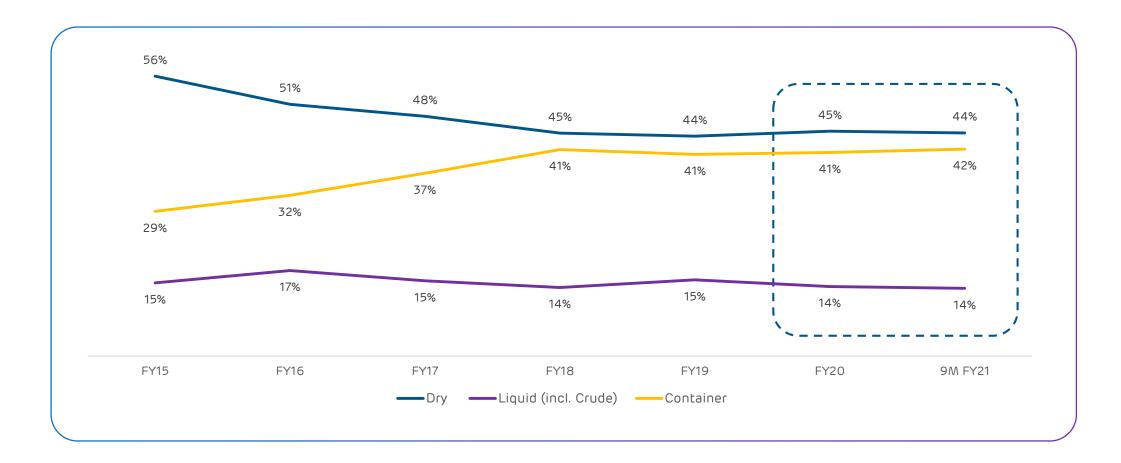
\*\*As per internal estimates. Excluding non Adani and coastal LNG, LPG Volume

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# **APSEZ :** Balanced cargo composition





Balance in cargo mix underscores our ability to handle all types of cargo



P&L (YoY) 12% Operating revenue at Rs.3,746 cr. On the back of 37% growth of cargo volume, Port • 9% 1 EBITDA\* at Rs.2,488 cr. revenue grew by 35% and port EBITDA by 38%. Optimal utilization of resources helped in improving • 35% Port revenue at Rs.3,279 cr. Port EBITDA margin by 140 bps to 71.7%. 38% Port EBITDA\* at Rs.2.351 cr. Logistics EBITDA margin improved by 160 bps to 26%. • EPS at Rs.7.69. • 8% Logistics revenue at Rs.259 cr. 16% Logistics EBITDA at Rs.67 cr. ESG & Awards APSEZ ranked 14<sup>th</sup> globally out of 102 companies in PBT at Rs.2,013 cr. 16% the transportation and transportation infrastructure PAT at Rs.1.577 cr. 16% sector by Dow Jones Sustainability Emerging Markets Index. Dhamra port received "Winner Award" in 20<sup>th</sup> Greentech Environment Awards 2020. 227% Nine month FCF<sup>^</sup> at Rs.4,238 cr.

\*EBITDA excludes forex gain of Rs.206 cr. in Q3 FY21 vs. forex loss of Rs.145 cr. in Q3 FY20

^Free cash flow = Cash flow from operations after adjusting for working capital changes, Capex and net interest cost)

#### APSEZ : Financials – Q3 FY21

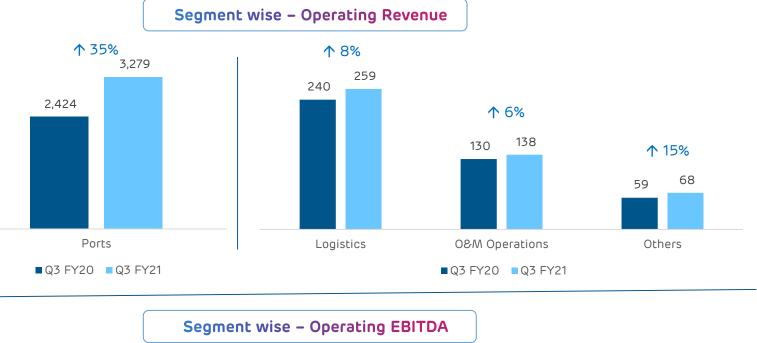
(YoY - Rs. in cr.)

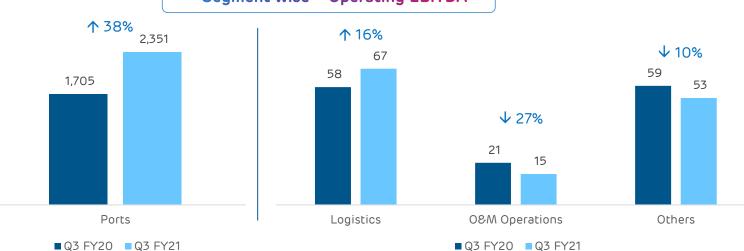




\*EBITDA excludes forex gain of Rs.206 cr. in Q3 FY21 vs. forex loss of Rs.145 cr. in Q3 FY20 ^ SEZ Revenue at Rs.2 cr. in Q3 FY21 (vs. Rs.484 cr. in Q3 FY20) and EBITDA at Rs.2 cr. (vs Rs.445 cr. in Q3FY20)

# APSEZ : Segment wise Operating Revenue & EBITDA\* - Q3 FY21





 Port revenue growth was on account of 37% growth in cargo volume.

(YoY - Rs. in cr.)

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- Growth in port revenue is lower than cargo volume growth due to higher cargo handled at JV terminals which is not consolidated.
- Port EBITDA growth due to change in cargo composition.
- Port EBITDA margin expanded by 140 bps to 71.7% due to operational efficiencies and better cargo mix.
- Logistics margin improved by 160 bps to 26%.
- Increase in logistics revenue and EBITDA due to high realization, high margin new routes and discontinuation of low realization, low margin routes.

\*EBITDA excludes forex gain/loss

Note - SEZ Revenue at Rs.2 cr. in Q3 FY21 (vs. Rs.484 cr. in Q3 FY20) and EBITDA at Rs.2 cr. (vs Rs.445 cr. in Q3FY20)



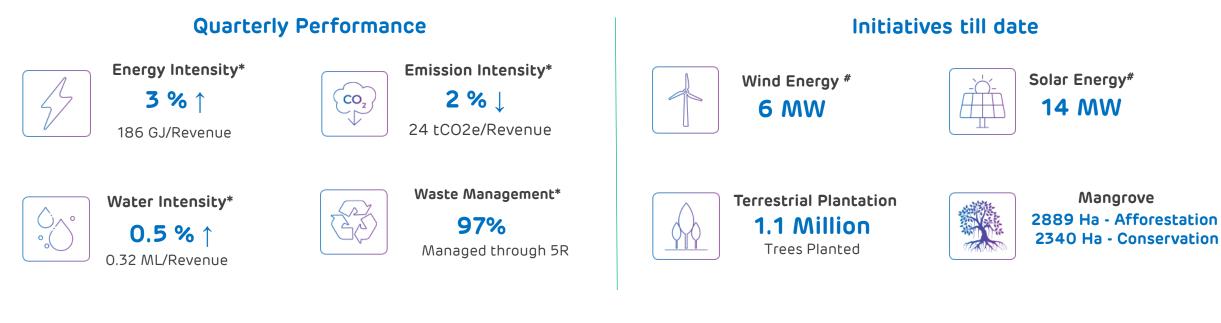
#### Environment Social & Governance and CSR

#### Focus Areas

- Committed to reduce carbon emission and become carbon neutral by 2025.
- Efficient use of water and energy from cleaner sources
- Reduction of emission levels
- Zero tolerance for fatalities at ports

# APSEZ : ESG update Q3 FY21





**Current ESG Rating** 

- DJSI ESG Score improved to 64/100 from 25/100 in 2019
- CDP Climate Change Score improved to "B-" from "C+" in 2019
- CDP Obtained an initial Water Security Score "B", which is same as Asia regional average
- Sustainalytics ESG Risk Rating improved to "Low" from "Medium" in 2019
- MSCI ESG Rating 'CCC'

#### **APSEZ**: ESG performance trend



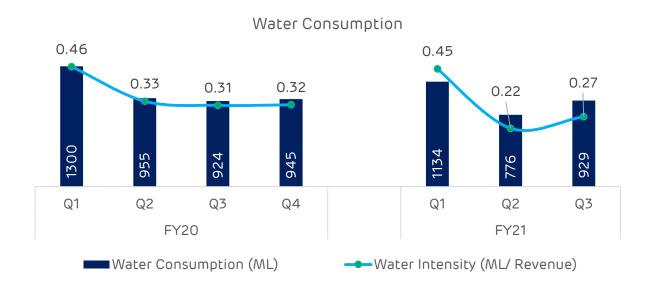


#### Q3 FY21 (YoY basis)

- 69% increase in renewables share in total energy led to 2% decrease in emission Intensity.
- Energy Intensity increased by 3% as growth in revenue was lower than cargo volume growth.
- Safety No fatalities. Lost time injuries of 4 contracted work force.

#### **APSEZ**: ESG performance





Waste Disposal

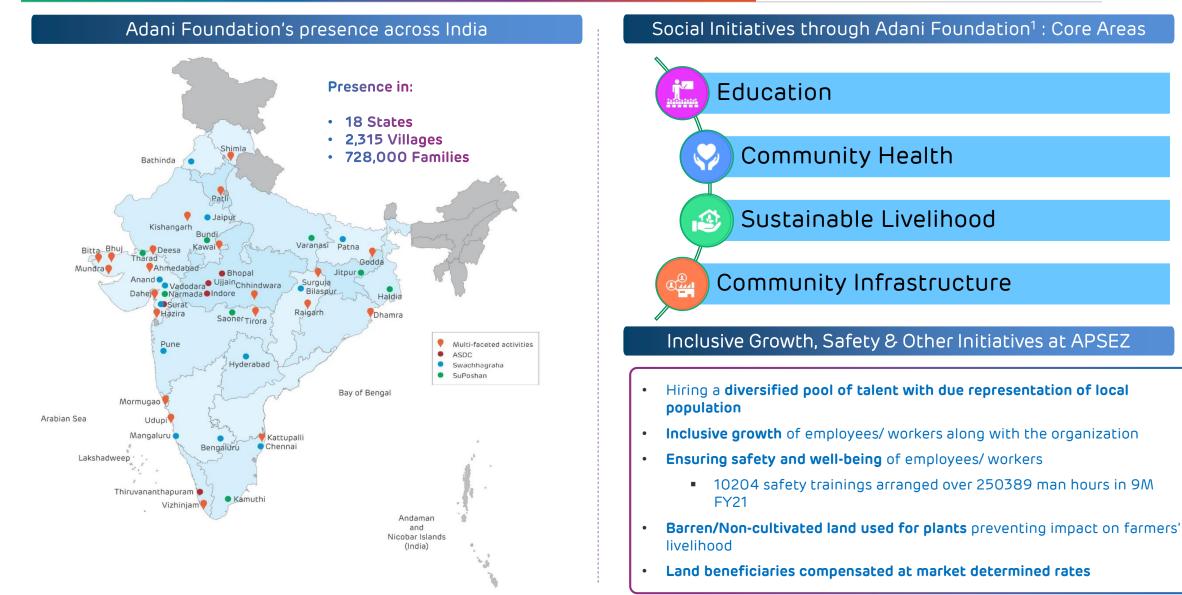


#### Q3 FY21 (YoY basis)

- 162 ML of treated wastewater reused by horticulture team for gardening.
- Water intensity has increased marginally by 0.5% due to increased cargo volume.

#### **APSEZ**: CSR activities enabling social transformation





**ASDC**: Adani Skil Development Centre; **Swachagraha**: a movement to create a culture of cleanliness **SuPoshan**: A movement to reduce malnutrition among children

# APSEZ : Outlook FY21



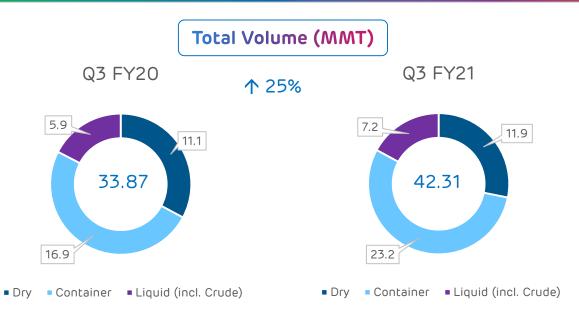
Volume	<ul> <li>In the range of 225 MMT - 230 MMT excluding KPCL.</li> <li>KPCL volume in H2 FY21 to be around 20 MMT.</li> <li>Mundra ~142, Hazira ~22, Dhamra ~32 and Kattupalli ~ 9 to 10 MMT.</li> </ul>
Revenue	<ul> <li>Consolidated revenue expected to be around Rs.12,700 cr.</li> <li>Port revenue to be around Rs.10,800 cr.</li> <li>Logistics revenue to be around Rs.1,000 cr.</li> </ul>
EBITDA	<ul> <li>EBITDA expected to be around Rs.8,200 cr.</li> <li>Port EBITDA margin to continue around 71%.</li> </ul>
Capex	Capex to be around Rs.2000 cr. (incl. maintenance Capex of around Rs.500 cr.)
Cash Flow	<ul> <li>Free cash from operations (after adjusting for working capital changes, Capex and net interest cost) to be around ~Rs.5,600 cr.</li> </ul>
Net Debt to EBITDA	<ul> <li>Expected to be in our target range by FY21.</li> </ul>



#### Annexures

- Port wise cargo and financial details
- Operational and Financial highlights 9M FY21
- ESG philosophy
- Results SEBI Format
- Annexed File Cargo and Financial Details

#### ASPEZ : Mundra port cargo volume – Q3 FY21

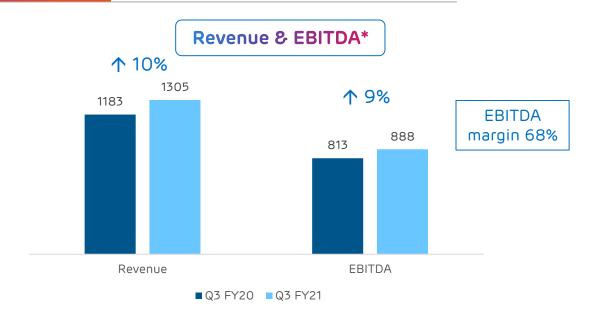


 Container Volume Break up (MMT)

 Q3 FY20
 10.92

 Q3 FY21
 10.92

 10.92
 10.92



(YoY - Rs. in cr.)

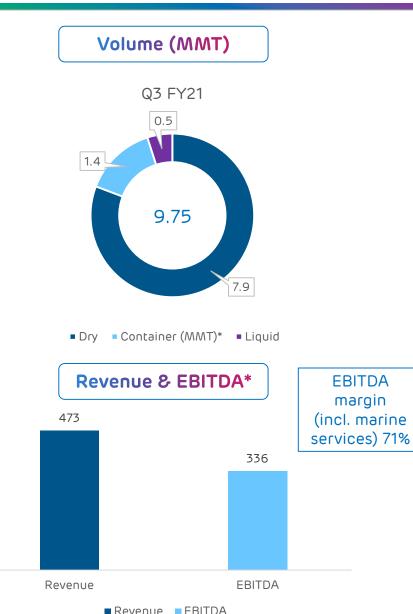
- Continues to be the largest container handling port in India (handled 1.59 mn TEUs vs. 1.29 mn TEUs by JNPT).
- New container service added INGWE and New FALCON (to add 181,000 TEUs p.a.)
- Growth in Revenue and EBITDA lower than cargo volume growth due to higher volume handled by JVs, up by 7% of overall cargo and 9% of container.

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# **APSEZ :** Krishnapatnam port - volume and financials Q3 FY21

Ports and Logistics



#### EBITDA margin expanded from 54% in Jan '20 to 71% in Dec '20,

De-bottlenecking of current capacities and better utilization results in improvement in realization through -

- Operational process re-engineering
- Higher revenue generation by redefining customer process

Drive to re orient the operational contracts and costs in line with APSEZ, resulted in higher efficiencies and cost control through -

• Redefining vendor contracting process

Rationalization of overheads -

- Benchmarking to APSEZ standards
- Identifying and eliminating redundancies

# Resulted in consistent EBITDA improvement of ~Rs.300 cr. p.a. without incremental Capex

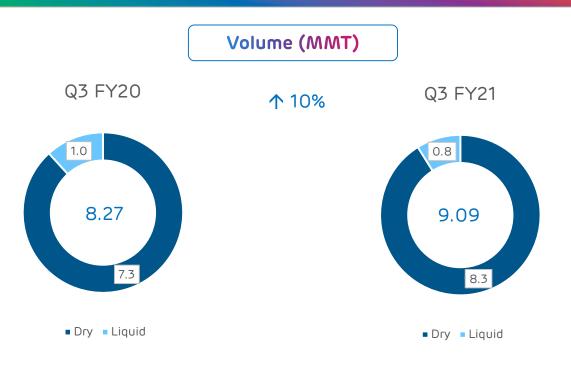
\* EBITDA excludes forex | Note - APSEZ acquired Krishnapatnam Port in October of 2020, which is now consolidated, hence the financial numbers of Q3 of FY21 are not comparable to Q3 of FY20.

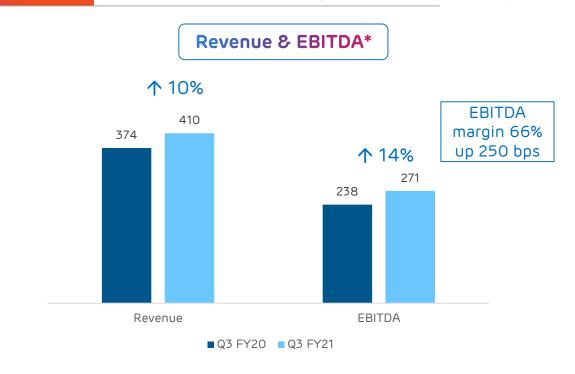
#### **APSEZ :** Dhamra port - volume and financials Q3 FY21

(YoY - Rs. in cr.)

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- Highest ever cargo volume in a quarter.
- EBITDA growth of 14% in line with cargo growth.
- EBITDA margin increased by 250 bps to 66% due to operational efficiencies.
- Five new contracts signed for handling products like IOF, IOP, Slag and Gypsum amounting to a total volume of ~9 MMT p.a.

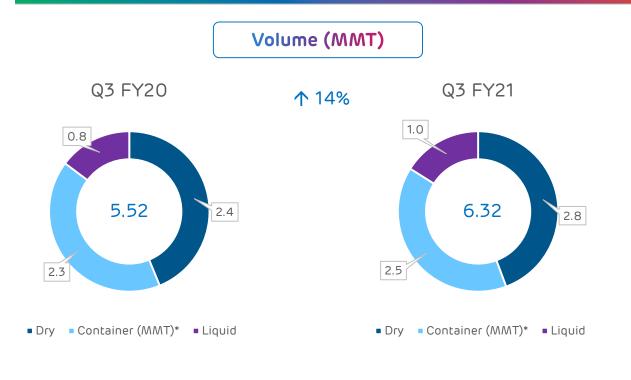
#### **APSEZ :** Hazira port - volume and financials Q3 FY21

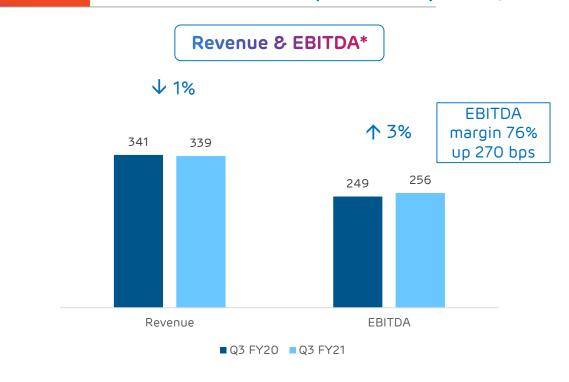
(YoY - Rs. in cr.)

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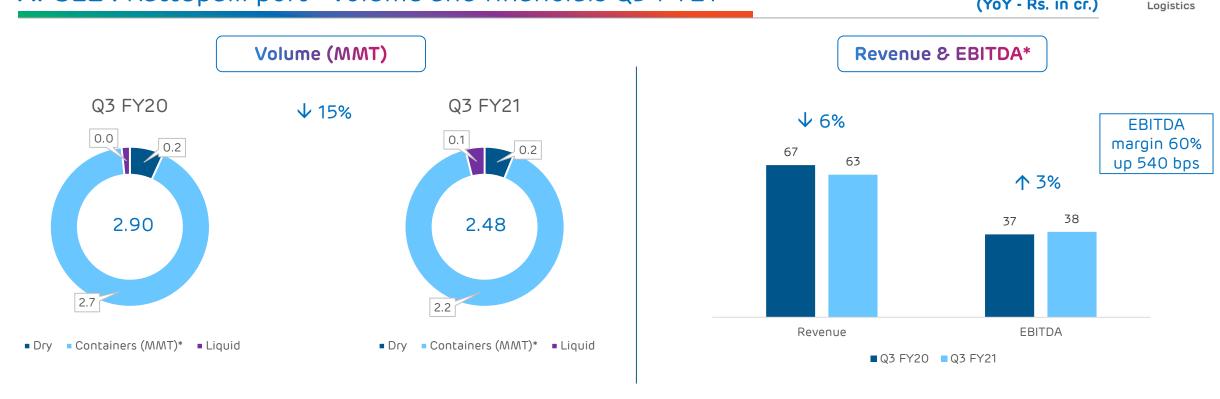
- Growth in Liquid cargo of 24%, Dry cargo of 18%, and Container of 9%.
- New services Blue Nile and Arabian Star (138,000 TEUs on an annual basis).
- Revenue growth not in line with cargo growth as Q3 FY20 revenue had a one time component of Rs.18 cr. of MGT<sup>^</sup> and change in realization due to change in cargo mix in Q3 FY21.
- EBITDA margin improved due to :
  - operational efficiencies, strict control over cost and lower maintenance dredging of Rs.7 cr.,
  - higher apportionment of fixed cost and lower donation of Rs.8 cr.

#### **APSEZ :** Kattupalli port - volume and financials Q3 FY21

(YoY - Rs. in cr.)

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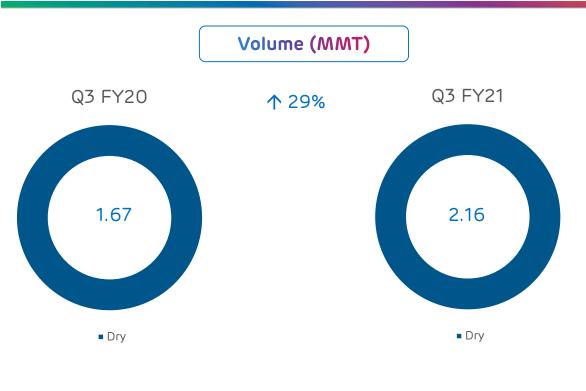
- Cargo volume was lower by 15% due to continued impact of COVID19 in the Chennai cluster. •
- However, cargo volume recovered by 9% on QoQ basis. ٠
- Decline in Revenue was lower than decline in cargo due to handling of higher liquid cargo • and better realization in containers.
- EBITDA margin improved by 540 bps to 60% on account of better cargo mix and higher ٠ liquid cargo handling.

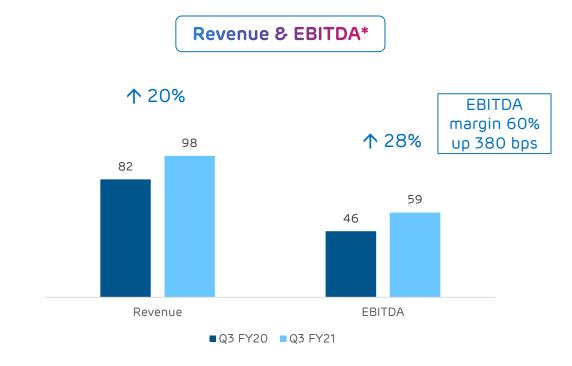
#### **APSEZ :** Dahej port - volume and financials Q3 FY21

(YoY - Rs. in cr.)

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- Growth in revenue is lower due to increase in low realization trading coal volume.
- EBITDA growth higher than revenue growth on account of operating efficiency.
- EBITDA margin up 380 bps to 60% due to savings in operating costs and operating leverage.

### APSEZ : Terminals at major ports - volume and financials Q3 FY21

0.9

Q3 FY21

4.34

Dry Containers (MMT)\*

Volume (MMT)

**1** 25%

Q3 FY20

3.48

Dry Containers (MMT)\*

0.4



- Higher container volume at Ennore and higher dry cargo at Tuna.
- Revenue growth aided by higher container volume.
- EBITDA grew by 204% due to higher volume, higher realization and lower cost.
- EBITDA margin increased from 14% to 30% due to change in cargo mix.

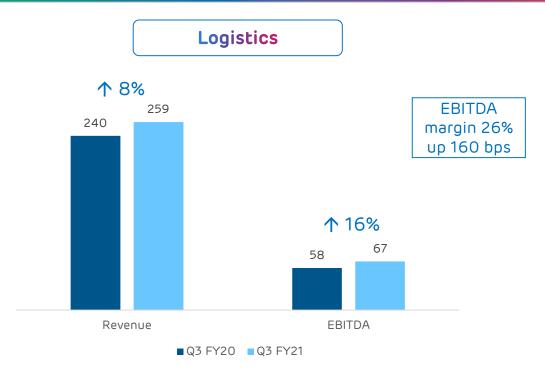
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Higher volume led to significant EBITDA increase

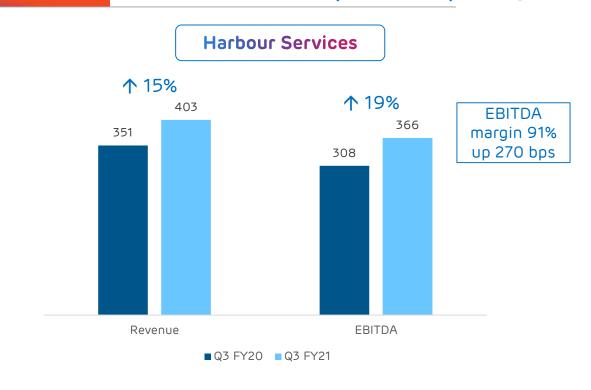
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(YoY - Rs. in cr.) Ports and Logistics

#### APSEZ : Adani Logistics and Harbour services - financials Q3 FY21



- Increase in logistics revenue and EBITDA due to high realization, high margin new routes and discontinuation of low realization, low margin routes.
- Margin improved by 160 bps to 26% due to higher logistics income with better realization.



• Revenue and EBITDA does not include income from marine operations at Krishnapatnam port.

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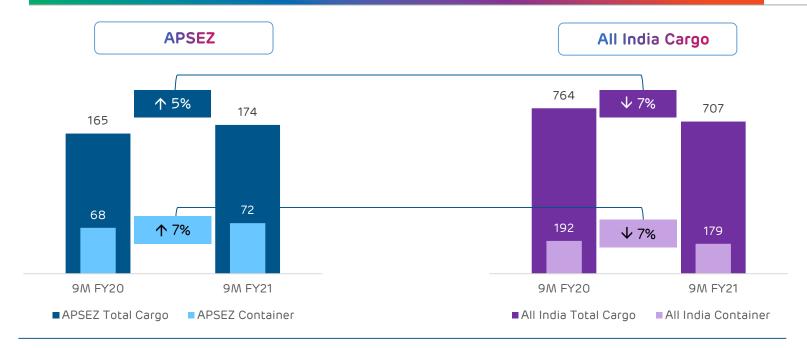
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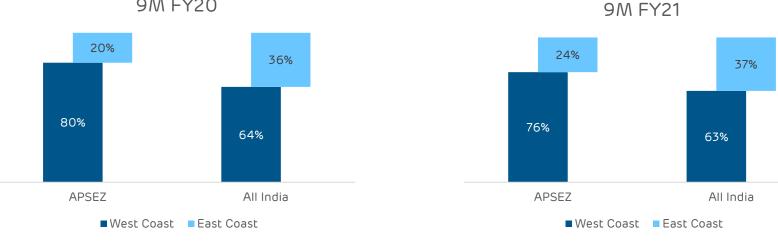
(YoY - Rs. in cr.)

9M FY21 Financials

#### **APSEZ**: Cargo volume comparison – 9M FY21



9M FY20



APSEZ registered a growth while all • India cargo continues to have a degrowth.

(MMT)

- APSEZ's cargo volume growth was on • account of:
  - Higher growth in Q2 and Q3 at ٠ our larger ports
  - Addition of KPCL •
  - Above growth is also aided by • ~57% sticky cargo
- Growth is led by Container which ٠ grew by 7% and Liquid incl. crude grew by 8%.
- East coast west coast parity • improved (to 24 : 76 from 20 : 80).

\*\*As per internal estimates. Excluding non Adani and coastal LNG, LPG Volume | APSEZ cargo volume includes KPCL volume for 3 months only, as it was acquired on Oct 1st, 2020

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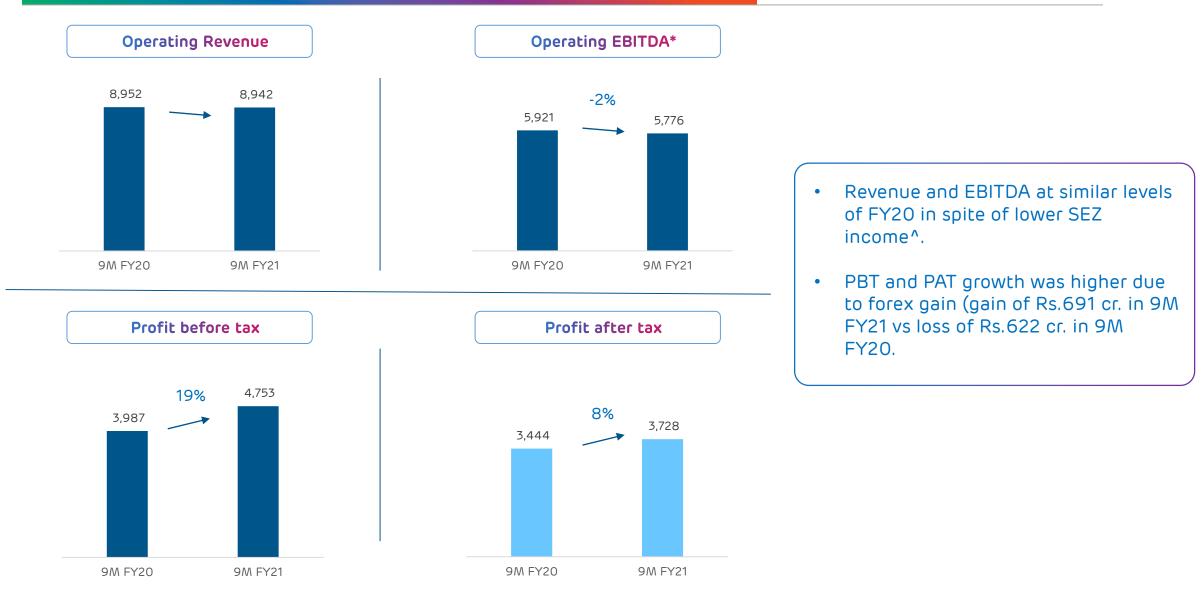
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#### **APSEZ**: Financials – 9M FY21

(YoY - Rs. in cr.)

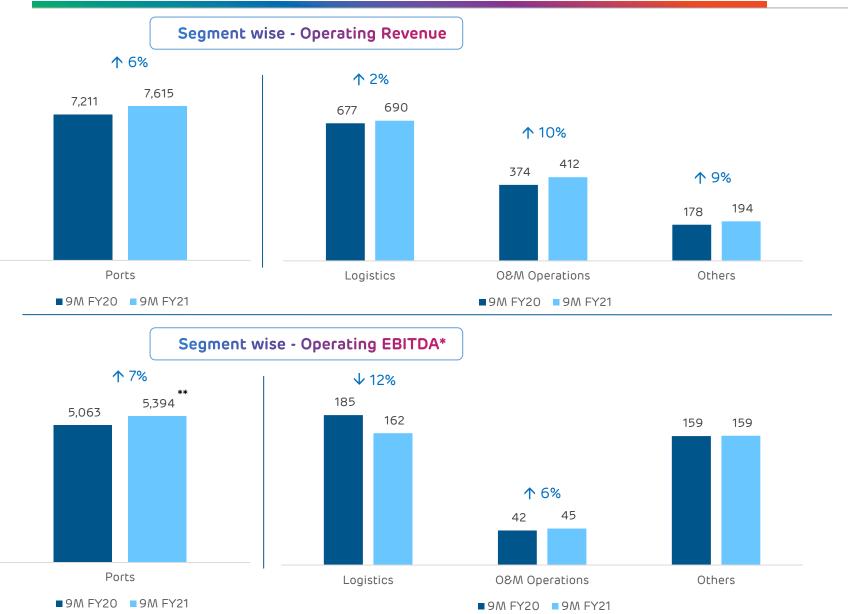






\*EBITDA excludes forex gain of Rs.692 cr. in 9M FY21 vs. forex loss of Rs.622 cr. in 9M FY20 | H1 FY20 had a tax reversal of Rs.304 cr. ^ SEZ Revenue at Rs.30 cr. in 9M FY21 (vs. Rs.512 cr. in 9M FY20) and EBITDA at Rs.16 cr. (vs Rs.473 cr. in 9M FY20)

# **APSEZ :** Segment wise Revenue & EBITDA\* - 9M FY21



• Growth in port revenue and EBITDA is in line with cargo volume growth.

(YoY - Rs. in cr.)

 Increase in logistics revenue due to high realization, new routes and discontinuation of low realization routes.

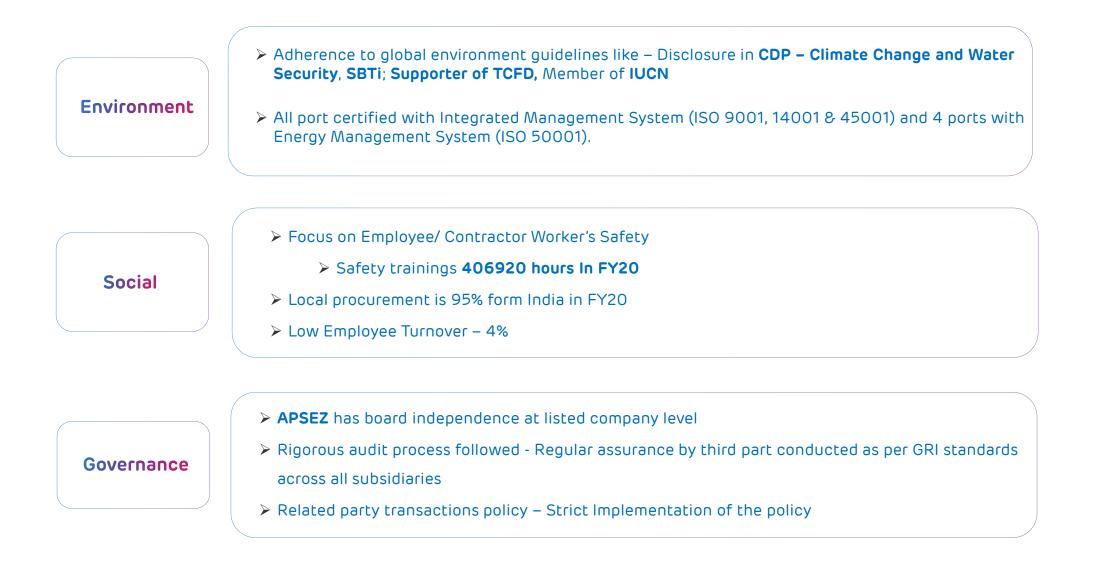
\* EBITDA excludes forex | ^^ Excludes Donation of Rs.80 Cr (to PM and CM Care Fund) for COVID-19 in 9M FY21. | KPCL Revenue and EBITDA at Rs.473 cr. and Rs.338 cr. respectively

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





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

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Sr.			Quarter Ended		Nine Mor	ith Ended	Year Ended
Sr. No	Particulars	December 31,	September 30,	December 31,	December 31,	December 31,	March 31
		2020	2020	2019	2020	2019	2020
·		Unaudited			Unaudited		Audited
1	Income						
	a. Revenue from Operations	3,746.49	2,902.52	2,901.95	8,941.70	8,517.58	11,438.7
	b. Gain arising from infrastructure development			434.30	-	434.30	434.3
	at	-	-				
	Total	3,746.49	2,902.52	3,336.25	8,941.70	8,951.88	11,873.0
	c. Other Income	528.30	520.64	494.18	1,505.71	1,422.37	1,861.3
	Total Income	4,274.79	3,423.16	3,830.43	10,447.41	10,374.25	13,734.4
2	Expenses						
	a. Operating Expenses	916.28	750.85	767.91	2,273.62	2,175.09	3,097.2
	b. Employee Benefits Expense	160.70	147.00	128.11	448.07	395.86	546.5
	c. Finance Costs						
	- Interest and Bank Charges	573.88	488.08	467.07	1,485.49	1,487.73	1,950.6
	- Derivative Loss/(Gain) (net)	38.38	68.94	0.21	136.62	(42.76)	(137.5
	d. Depreciation and Amortisation Expense	594.06	461.82	429.67	1,510.55	1,230.73	1,680.2
	e. Foreign Exchange (Gain)/Loss (net)	(206.19)	(448.03)		(691.29)	622.09	1,626.3
	f. Other Expenses	181.50	154.12	153.05	523.57	459.56	663.9
_	Total Expenses	2,258.61	1,622.78	2,091.40	5,686.63	6,328.30	9,427.4
3	Profit before share of profit/(loss) from joint	2,016.18	1,800.38	1,739.03	4,760.78	4,045.95	4,306.9
	ventures and associates, exceptional items						
	and tax (1-2)						
4	Share of profit/(loss) from joint ventures and	(3.67)	(2.86)	(0.16)	(7.81)	(0.13)	(4.3
	associates (net)						
5	Profit before exceptional items and tax (3+4)	2,012.51	1,797.52	1,738.87	4,752.97	4,045.82	4,302.5
6	Exceptional items (refer note 15)	-	-	-	-	(58.63)	
7	Profit before tax (5+6)	2,012.51	1,797.52	1,738.87	4,752.97	3,987.19	4,243.9
8	Tax Expense/(Credit) (net) (refer note 7)	435.97	403.83	382.44	1,024.91	542.87	459.3
	- Current Tax	394.87	441.52	270.36	1,030.67	776.99	707.4
	- Deferred Tax	50.14	(0.02)		69.20	(156.00)	(144.6
	- Tax (credit) under Minimum Alternate Tax	(9.04)	(37.67)	(22.18)	(74.96)	(78.12)	(103.5
9	Profit for the period/year (7-8)	1,576.54	1,393.69	1,356.43	3,728.06	3,444.32	3,784.5
	Attributable to:						
	Equity holders of the parent	1,561.48	1,387.00	1,352.17	3,706.50	3,428.74	3,763.
	Non-controlling interests	15.06	6.69	4.26	21.56	15.58	21.4
11	Total Comprehensive Income for the period/year	1,560.72	1,408.73	1,388.27	3,723.33	3,454.33	3,821.1
	Attributable to:						
	Equity holders of the parent	1,545.66	1,402.04	1,384.01	3,701.77	3,438.75	3,800.2
	Non-controlling interests	15.06	6.69	4.26	21.56	15.58	20.9



#### APSEZ – Details Annexed in Linked File

- 1. Port-wise Cargo Volume Q3 and 9M FY21
- 2. Ports and Logistics Vertical Key Financial Performance Q3 FY21 and 9M FY21

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