

Adani Ports and SEZ Limited

Operational and Financial Highlights

Q3 FY21



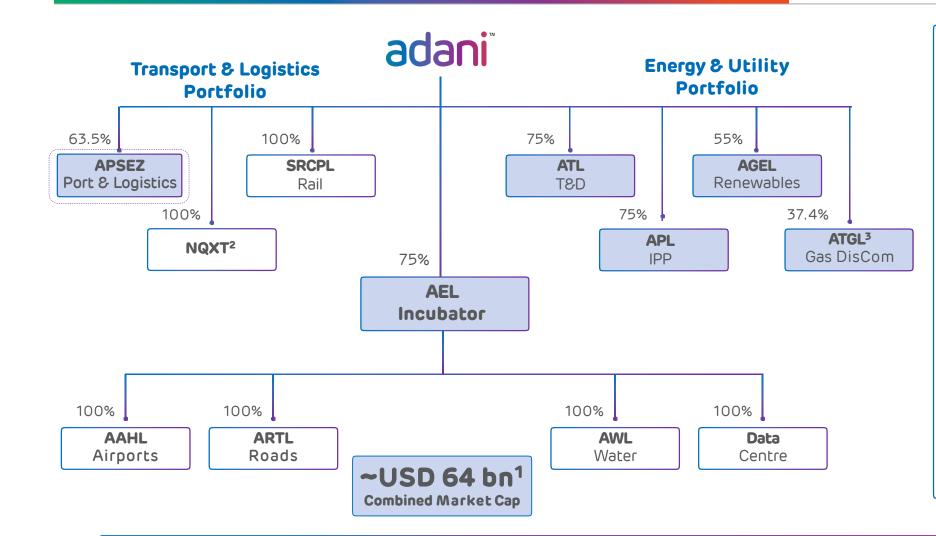
- B Company profile
- Operational highlights
- E ESG, CSR





Adani Group: A world class infrastructure & utility portfolio





Adani

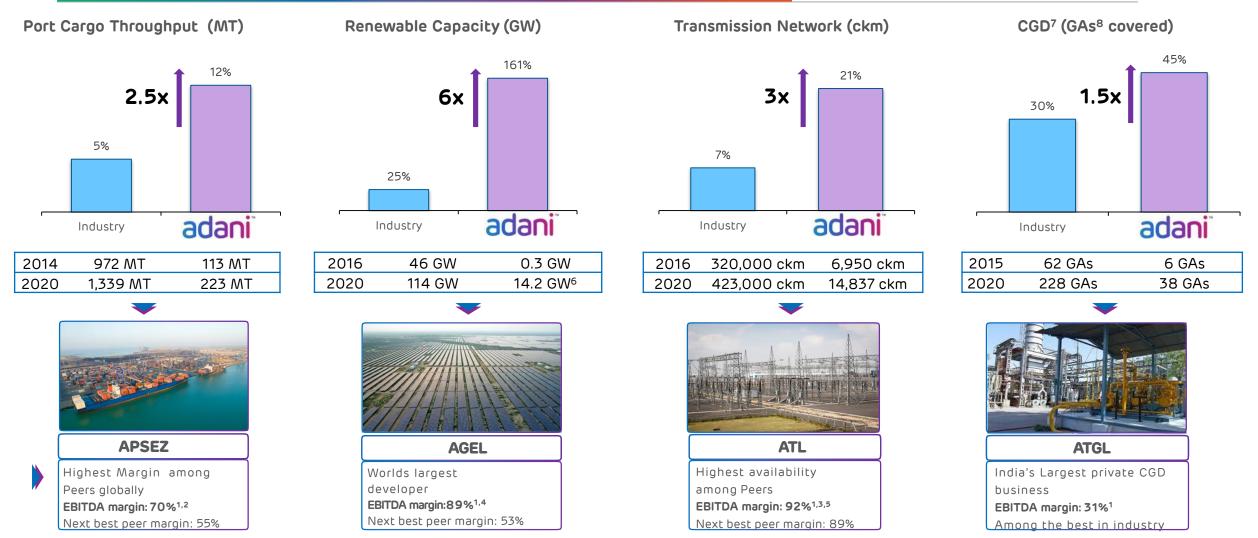
- Marked shift from B2B to B2C businesses –
 - ATGL Gas distribution network to serve key geographies across India
 - AEML Electricity distribution network that powers the financial capital of India
 - Adani Airports To operate, manage and develop eight airports in the country
- Locked in Growth 2025 -
 - 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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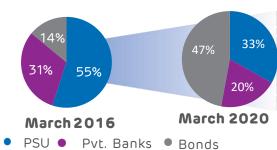
	Phase	Development		Operations	Post Operations
	Origination	Site Development	Construction	Operation	Capital Mgmt
ACCIVICY	 Analysis & market intelligence Viability analysis Strategic value 	 Site acquisition Concessions and regulatory agreements Investment case development 	 Engineering & design Sourcing & quality levels Equity & debt funding at project 	 Life cycle O&M planning Asset Management plan 	 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, 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% ¹	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 ⁽¹⁾
- 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⁽²⁾ principles
- Achieving COP21 targets by 2025
- Disclosures as per CDP, TCFD and SBTi.

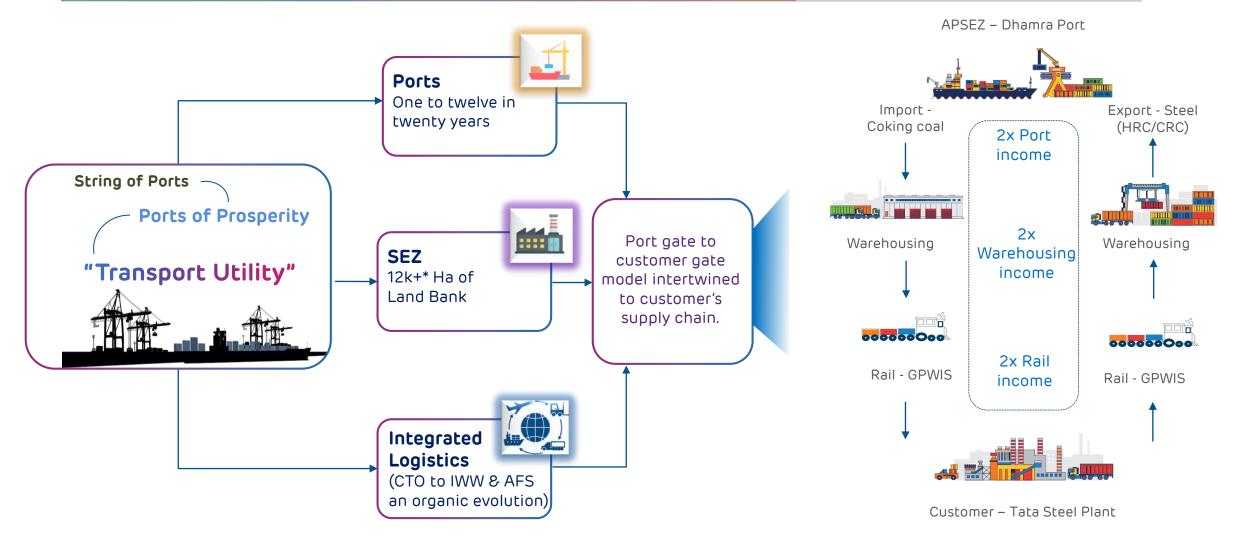
Double digit CAGR in cargo volume in last ten years and 38% CAGR of non Mundra ports in last six years



Company Profile

APSEZ : Largest private transport utility

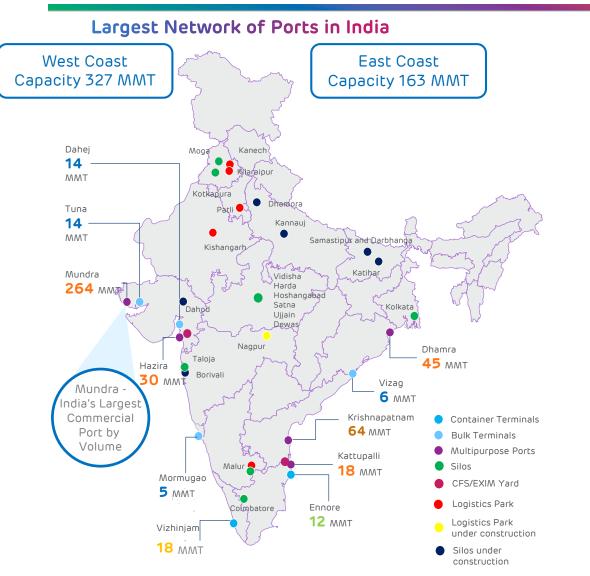




An integrated approach through Ports, SEZ and Logistics creating a multiplier effect

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%.

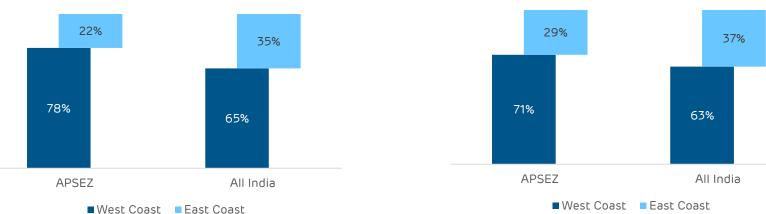
(YoY)

- 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.

Ports and

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).

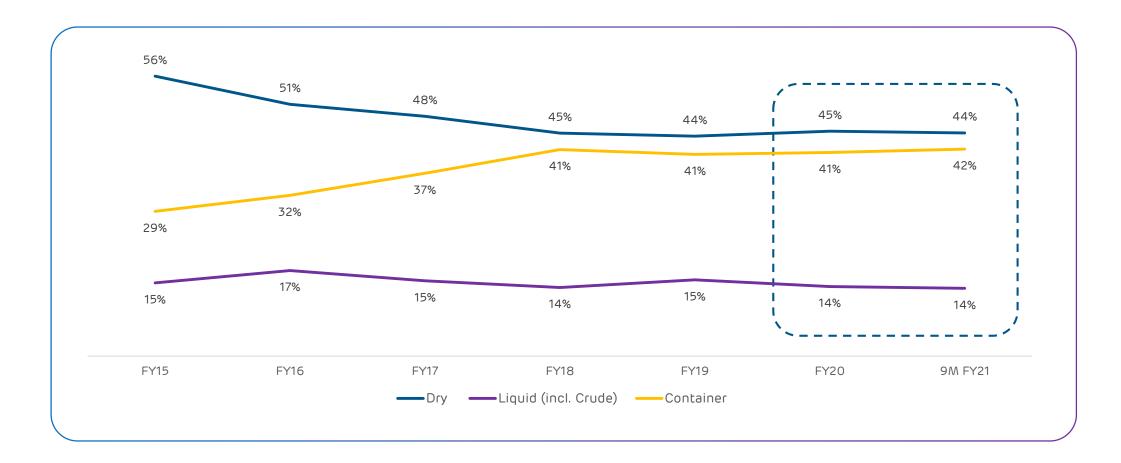
**As per internal estimates. Excluding non Adani and coastal LNG, LPG Volume

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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 14th 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 20th Greentech Environment Awards 2020. 227% Nine month FCF[^] 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

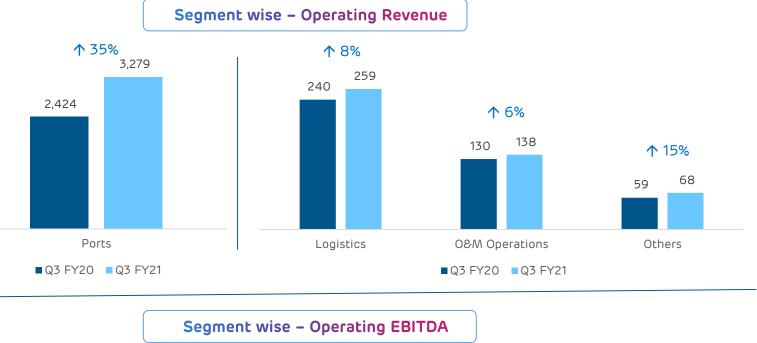
(YoY - Rs. in cr.)

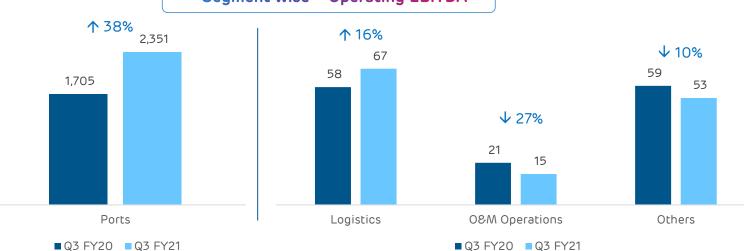




*EBITDA excludes forex gain of Rs.206 cr. in Q3 FY21 vs. forex loss of Rs.145 cr. in Q3 FY20 ^ SEZ Revenue at Rs.2 cr. in Q3 FY21 (vs. Rs.484 cr. in Q3 FY20) and EBITDA at Rs.2 cr. (vs Rs.445 cr. in Q3FY20)

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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Ports and

Logistics

- 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)



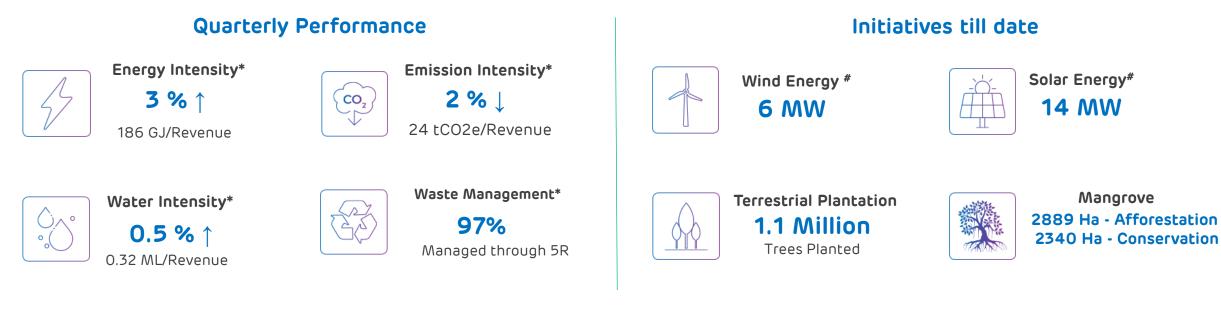
Environment Social & Governance and CSR

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



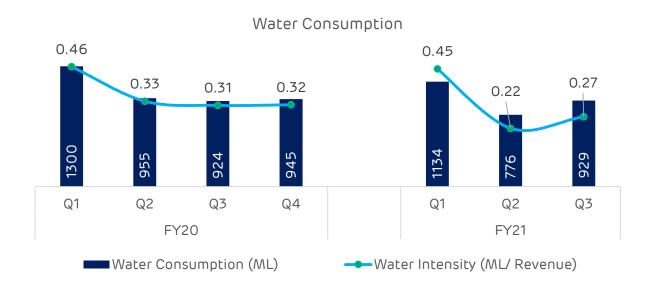


Q3 FY21 (YoY basis)

- 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

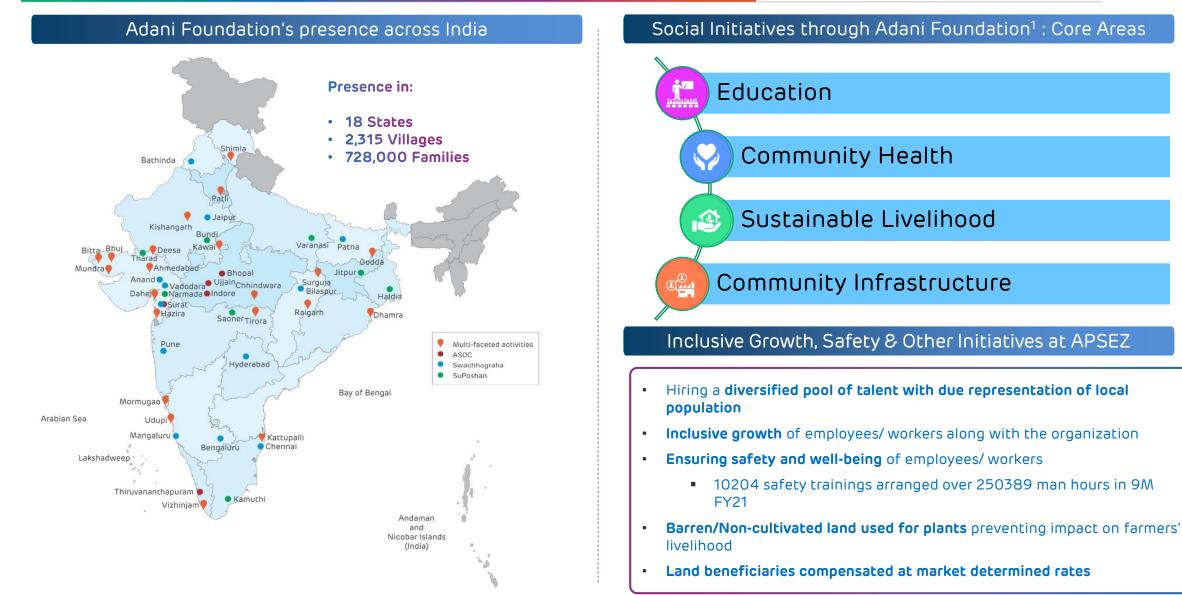


Q3 FY21 (YoY basis)

- 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



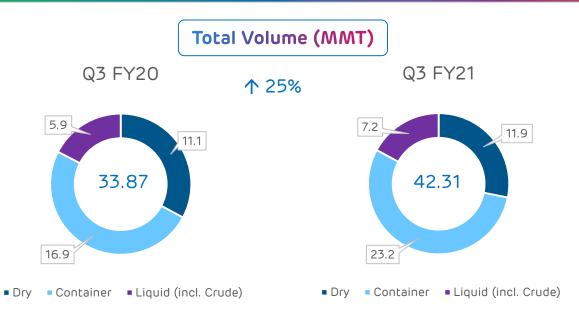
Volume	 In the range of 225 MMT - 230 MMT excluding KPCL. KPCL volume in H2 FY21 to be around 20 MMT. Mundra ~142, Hazira ~22, Dhamra ~32 and Kattupalli ~ 9 to 10 MMT.
Revenue	 Consolidated revenue expected to be around Rs.12,700 cr. Port revenue to be around Rs.10,800 cr. Logistics revenue to be around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



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

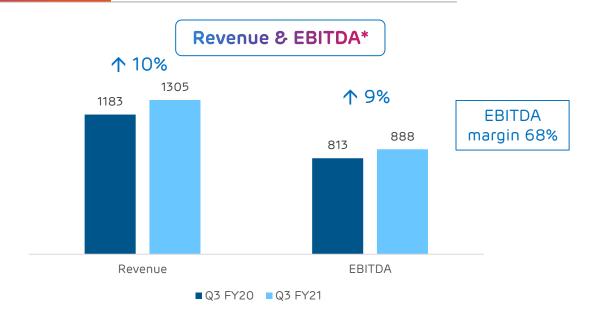


 Container Volume Break up (MMT)

 Q3 FY20
 10.92

 Q3 FY21
 10.92

 10.92
 10.92



(YoY - Rs. in cr.)

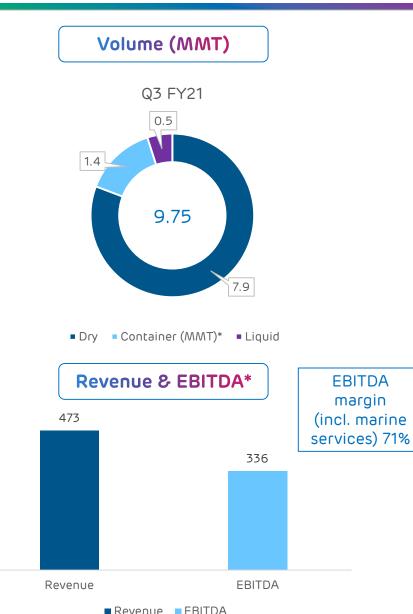
- Continues to be the largest container handling port in India (handled 1.59 mn TEUs vs. 1.29 mn TEUs by JNPT).
- New container service added INGWE and New FALCON (to add 181,000 TEUs p.a.)
- Growth in Revenue and EBITDA lower than cargo volume growth due to higher volume handled by JVs, up by 7% of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

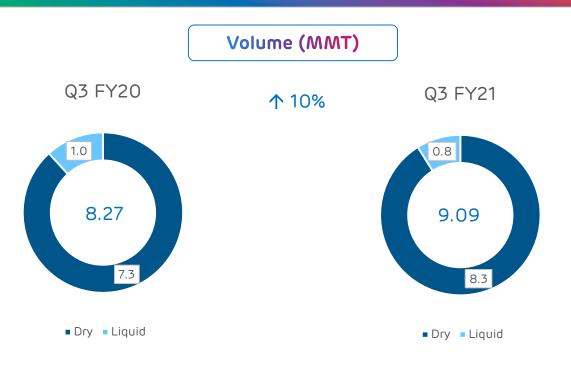
* EBITDA excludes forex | Note - APSEZ acquired Krishnapatnam Port in October of 2020, which is now consolidated, hence the financial numbers of Q3 of FY21 are not comparable to Q3 of FY20.

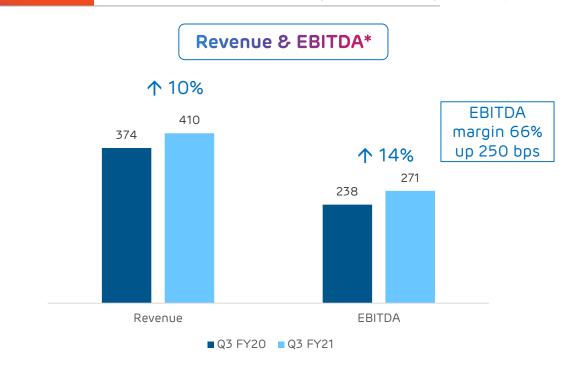
APSEZ : Dhamra port - volume and financials Q3 FY21

(YoY - Rs. in cr.)

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Ports and





- 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.

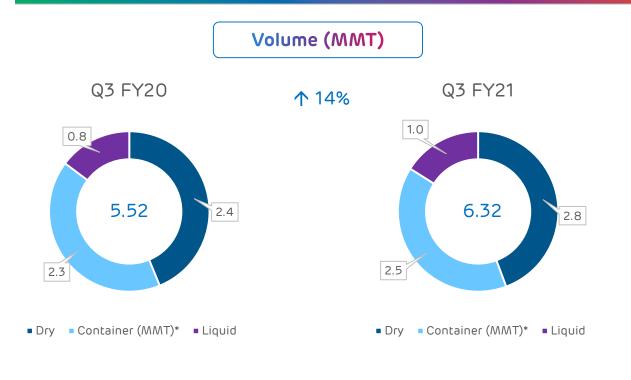
APSEZ : Hazira port - volume and financials Q3 FY21

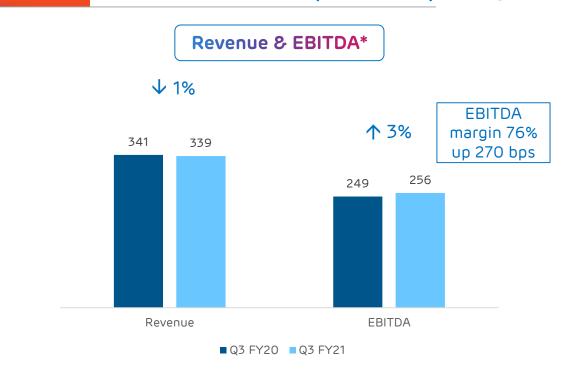
(YoY - Rs. in cr.)

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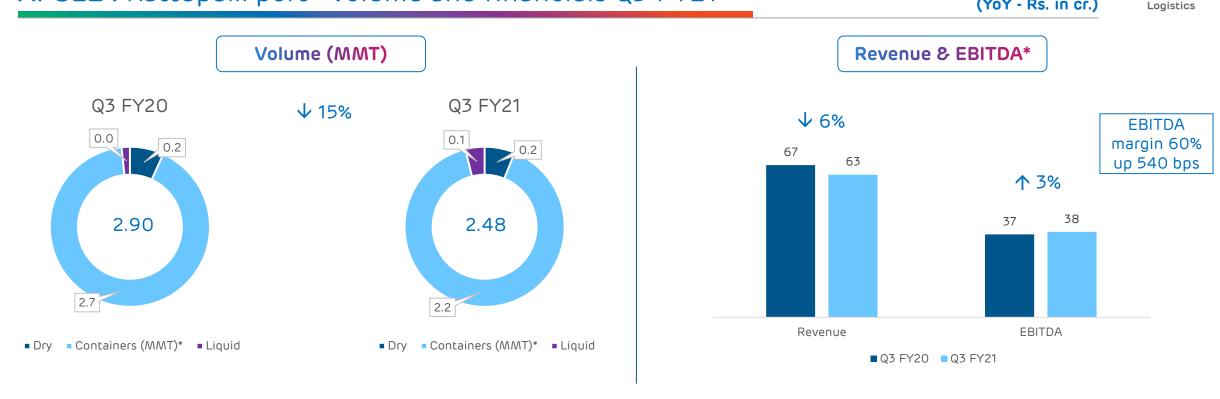
- Growth in Liquid cargo of 24%, Dry cargo of 18%, and Container of 9%.
- New services Blue Nile and Arabian Star (138,000 TEUs on an annual basis).
- Revenue growth not in line with cargo growth as Q3 FY20 revenue had a one time component of Rs.18 cr. of MGT[^] and change in realization due to change 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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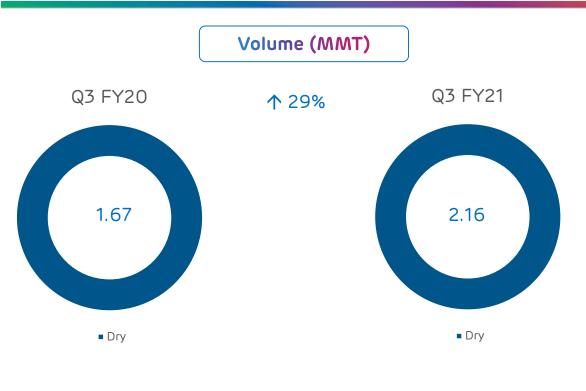
- Cargo volume was lower by 15% due to continued impact of COVID19 in the Chennai cluster. •
- However, cargo volume recovered by 9% on QoQ basis. ٠
- Decline in Revenue was lower than decline in cargo due to handling of higher liquid cargo • and better realization in containers.
- EBITDA margin improved by 540 bps to 60% on account of better cargo mix and higher ٠ liquid cargo handling.

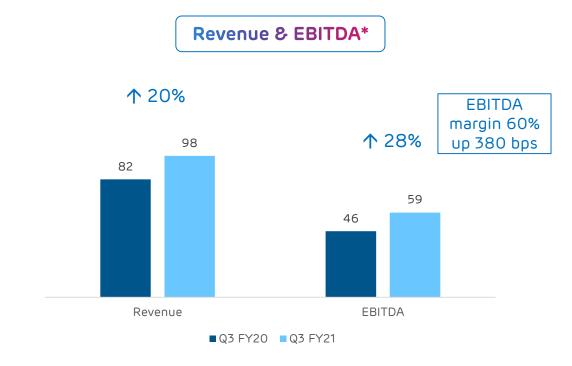
APSEZ : Dahej port - volume and financials Q3 FY21

(YoY - Rs. in cr.)

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Ports and





- 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.

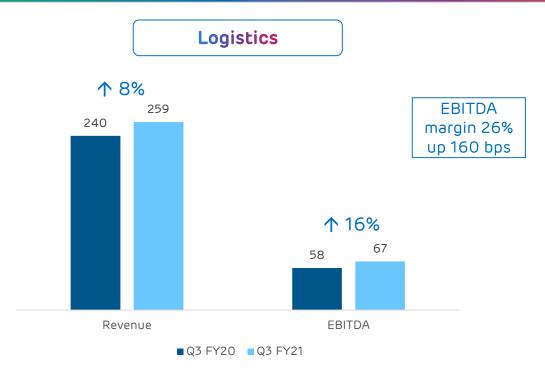
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Higher volume led to significant EBITDA increase

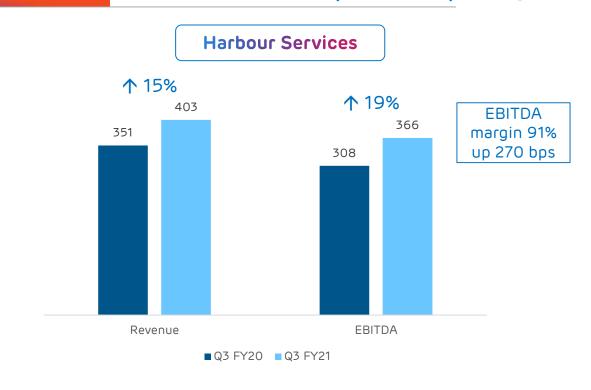
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(YoY - Rs. in cr.) Ports and Logistics

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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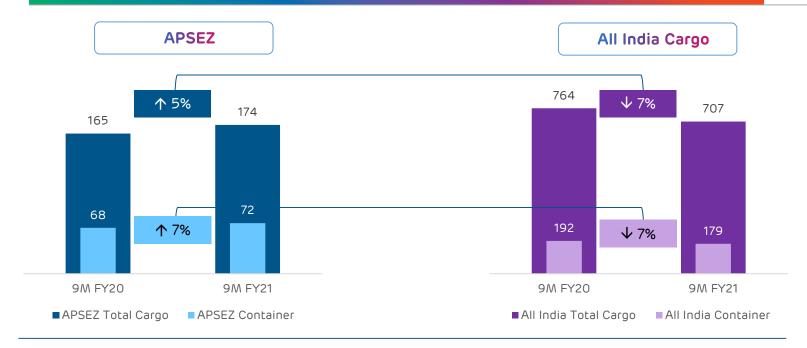
Ports and

Logistics

(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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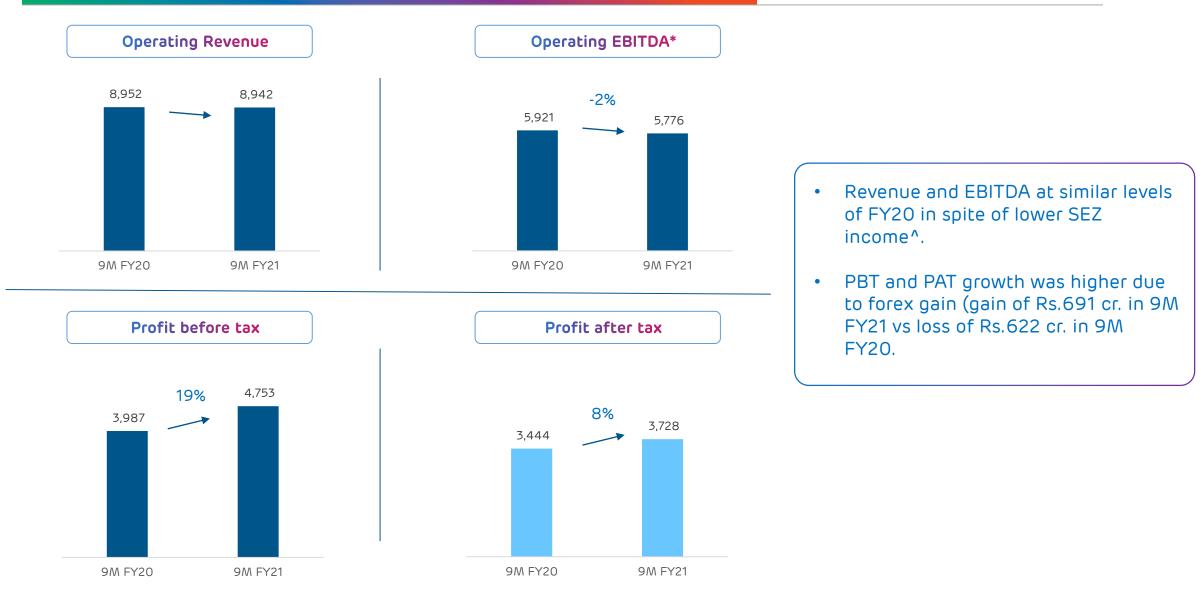
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APSEZ: Financials – 9M FY21

(YoY - Rs. in cr.)

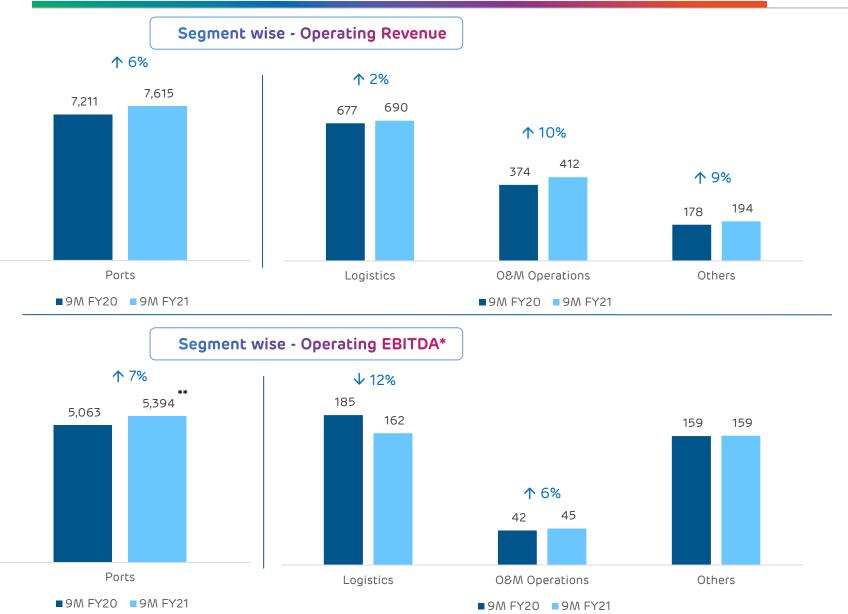






*EBITDA excludes forex gain of Rs.692 cr. in 9M FY21 vs. forex loss of Rs.622 cr. in 9M FY20 | H1 FY20 had a tax reversal of Rs.304 cr. ^ SEZ Revenue at Rs.30 cr. in 9M FY21 (vs. Rs.512 cr. in 9M FY20) and EBITDA at Rs.16 cr. (vs Rs.473 cr. in 9M FY20)

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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