

Adani Ports & Special Economic Zone Limited

Presentation To Board of Directors

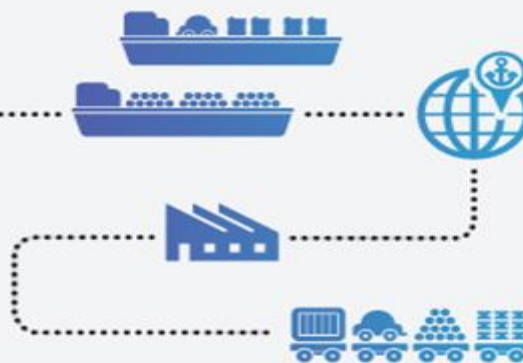
67th Board Meeting

1st August, 2012

Resources



Logistics



Energy



APSEZ - RECENT HIGHLIGHTS

- ADANI PORT BECOMES 2ND LARGEST PORT AMONG INDIAN COMMERCIAL PORTS (POP) BOTH IN BULK AND CONTAINER CARGO SEGMENTS.
- SIGNED CONCESSION AGREEMENT WITH THE KANDLA PORT TRUST, TO SET UP A BULK TERMINAL AT THE KANDLA PORT.
- EMERGED AS THE ONLY PRIVATE SECTOR PORT OPERATOR WITH PRESENCE ACROSS SIX PORTS IN INDIA.
- HANDLED 17.42 MMT CARGO 9% GROWTH (POP) & ITS MARKET SHARE IMPROVED TO 11% FROM 10% (POP).
- HANDLED HIGHEST CONTAINER VOLUME 430429 25% GROWTH (POP) & MARKET SHARE IN CONTAINER IMPROVED TO 18% FROM 15% (POP).
- TRIAL OPERATIONS STARTED AT HAZIRA.

APSEZ – Operational Achievements

Sr. No.	Particulars	UOM	Achievements		Previous Best	
1	Container Volume	('000 TEUs)	430	Q1'12	421	Q4'11
2	AMCT Cargo	TEUs / Vsl	6,086	Q1'12	4,656	Q4'11
3	SPM (Crude Oil)	MMT	2.79	Q1'12	2.71	Q2'11

- TUG BERTH AT WEST BASIN WITH SHORE POWER SUPPLY FACILITY WAS SUCCESSFULLY COMMISSIONED IN MAY'12
- SOUTH BASIN - 6 NO QUAY CRANES AND 14 RTG'S ARRIVED DURING THE QUARTER
- HAZIRA - 4 NO QUAY CRANES, 12 RTG'S 2 MHC CRANES & 2 TUGS ARRIVED
- WATER INJECTION DREDGER (WID) SHANTISAGAR – 15 ARRIVED AT HAZIRA ON 24TH MAY
- SUCCESSFUL COMMISSIONED OF OVERHEAD ELECTRIFICATION SYSTEM (OHE) AT APPPL DAHEJ RAILWAY SIDING

Performance of Indian Ports – Total Cargo

Source: IPA

Ports	Q1 2012-13	Q1 2011-12	PoP
KANDLA	21.16	21.14	0%
JNPT	16.79	16.46	2%
MUMBAI	15.45	13.59	14%
VISAKHAPATNAM	14.90	18.64	-20%
CHENNAI	13.65	15.10	-10%
PARADIP	11.74	14.64	-20%
MORMUGAO	9.77	12.10	-19%
NEW MANGALORE	8.61	8.53	1%
V.O.CHIDAMBARANAR	7.27	7.27	0%
HALDIA	7.27	8.74	-17%
COCHIN	4.99	4.39	14%
ENNORE	4.18	3.10	35%
KOLKATA	2.74	3.14	-13%
Major Ports	138.52	146.83	-6%
APSEZ	17.42	15.97	9%
Total Cargo	155.94	162.80	-4%
APSEZ Market Share	11%	10%	

Performance of Indian Ports - Containers

Source: IPA

Ports	Container Cargo (000' TEUs)		
	Q1 2012-13	Q1 2011-12	PoP
JNPT	1,083.00	1,085.00	0%
CHENNAI	394.55	412.00	-4%
V.O.CHIDAMBARANAR	111.00	118.00	-6%
KOLKATA	109.00	95.00	15%
COCHIN	75.19	87.00	-14%
VISAKHAPATNAM	68.00	46.00	48%
HALDIA	39.00	36.00	8%
KANDLA	28.00	39.00	-28%
MUMBAI	15.00	14.00	7%
NEW MANGALORE	13.00	13.00	0%
PARADIP	4.00	1.00	300%
MORMUGAO	3.90	4.00	-3%
Major Ports	1,943.64	1,950.00	0%
APSEZ	430.43	343.34	25%
Total Cargo	2,374.07	2,293.34	4%
APSEZ Market Share	18%	15%	



APSEZ

Operational Performance

Q1 12-13

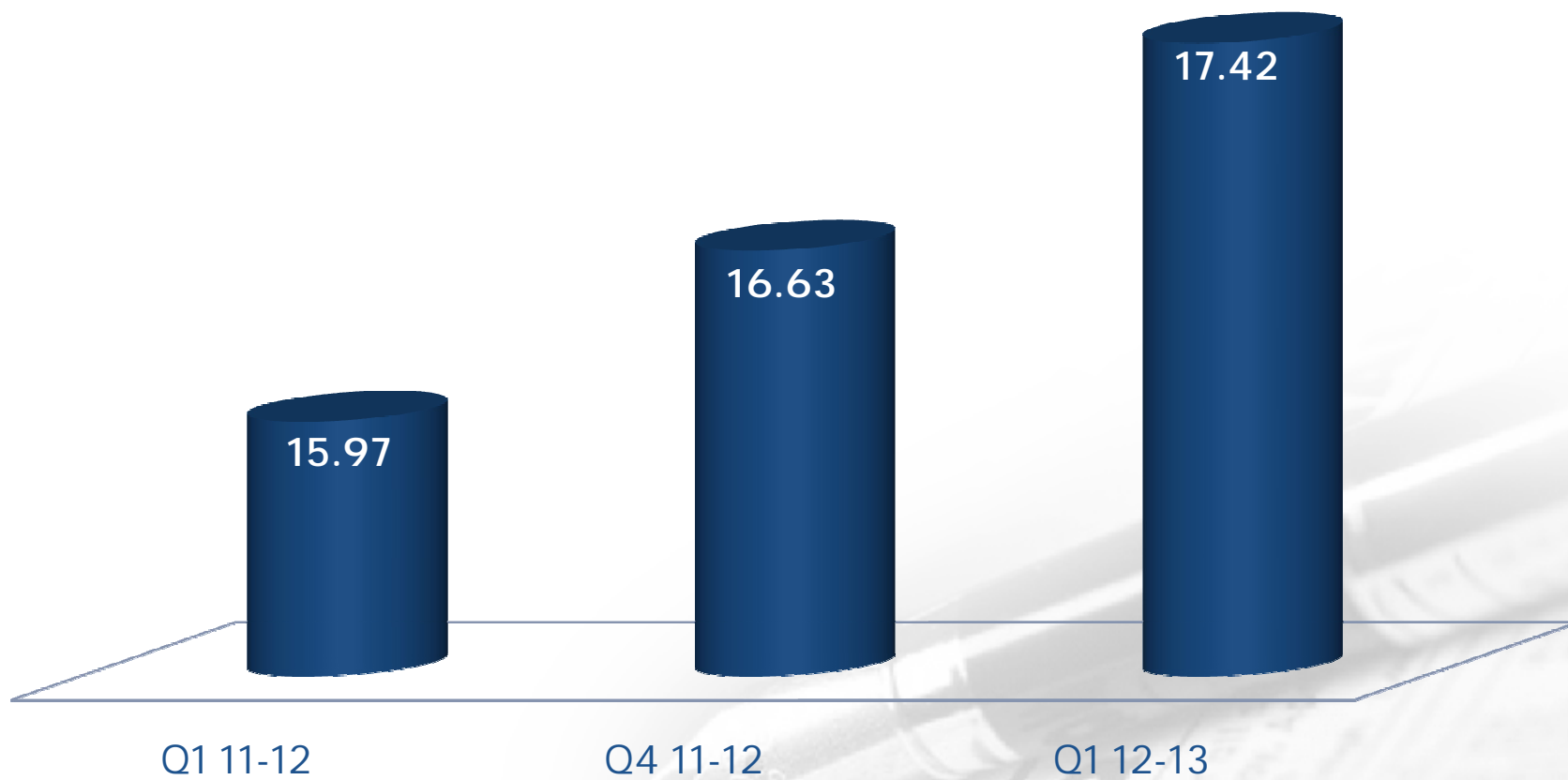


APSEZ - Operational Highlights

Particulars	UOM	Q1 12-13	Q1 11-12	PoP (%)
Vessels	Counts	632	626	1%
GRT	MMT	21.84	20.38	7%
Cargo Handled	MMT	17.42	15.97	9%
Dry Cargo	MMT	6.49	7.07	-8%
Liquid Cargo (Incl HPCL/Crude)	MMT	4.63	3.87	20%
Bulk Cargo	MMT	11.11	10.94	2%
Containers	MMT	6.31	5.03	25%

APSEZ Cargo Growth

Cargo MMT



APSEZL – Financial Performance Standalone

^ In Crore

Sr. No.	Particulars	Quarter Ended			Accounting Year Ended
		June 30, 2012	March 31, 2012	June 30, 2011	March 31, 2012
		(unaudited)			(audited)
1	Income				
	a. Net Sales / Income from Operations	773.82	615.68	514.76	2,370.40
	b. Other Operating Income	15.59	26.20	14.93	111.50
	Total Income	789.41	641.88	529.69	2,481.90
2	Expenditure				
	a. Operating Expenses	110.30	129.27	116.69	535.35
	b. Employees Cost	24.64	21.81	20.92	89.26
	c. Depreciation / Amortisation	77.74	76.74	58.71	273.50
	d. Other Expenses	22.27	27.12	27.48	96.70
	e. Foreign Exchange Loss	32.17	6.11	1.65	45.40
	Total Expenditure	267.12	261.05	225.45	1,040.21
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	522.29	380.82	304.24	1,441.69
4	Other Income	21.53	8.32	6.02	39.41
5	Profit before Finance Cost and Tax(3+4)	543.82	389.15	310.26	1,481.10
6	Finance Cost	70.82	45.21	40.68	166.64
7	Derivative (Gain) / Loss	38.81	(15.47)	(1.85)	44.88
8	Profit before Tax (5-6-7)	434.19	359.41	271.43	1,269.58
9	Tax Expense	15.77	20.53	17.06	92.32
10	Net Profit after Tax for the Year (8-9)	418.42	338.88	254.37	1,177.26

APSEZL – Financial Performance Consolidated

^ In Crore

Sr. No.	Particulars	Quarter Ended			Accounting Year Ended
		June 30, 2012	March 31, 2012	June 30, 2011	March 31, 2012
		(unaudited)			(audited)
1	Income				
	a. Net Sales / Income from Operations	1,028.23	874.37	584.64	3,195.96
	b. Other Operating Income	5.21	17.18	8.29	74.84
	Total Income	1,033.44	891.55	592.93	3,270.80
2	Expenditure				
	a. Operating Expenses	166.88	240.21	157.08	901.54
	b. Employees Cost	32.72	43.46	24.25	124.32
	c. Depreciation / Amortisation	177.60	170.56	68.03	463.03
	d. Other Expenses	33.32	32.77	29.90	132.85
	e. Foreign Exchange Loss	33.16	(13.89)	1.64	46.85
	Total Expenditure	443.68	473.11	280.90	1,668.59
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	589.76	418.44	312.03	1,602.21
4	Other Income	23.07	7.42	7.83	59.65
5	Profit before Finance Cost and Tax(3+4)	612.83	425.86	319.86	1,661.86
6	Finance Cost	260.15	157.81	47.13	384.67
7	Derivative (Gain) / Loss	64.36	20.92	(1.85)	94.95
8	Profit before Tax (5-6-7)	288.32	247.13	274.58	1,182.24
9	Tax Expense	12.29	15.53	16.99	89.57
10	Profit after Tax for the Period (8-9)	276.03	231.60	257.59	1,092.67
11	Share of minority shareholders (net)	(0.23)	(7.86)	2.49	(9.39)
12	Net Profit for the Period (10-11)	276.26	239.46	255.10	1,102.06



New Developments





Multi purpose Terminal 3 - Berth No 9 - 12





Container Terminal 3 - South Basin





West Basin Conveyor System





West Basin Reclaimer





West Basin Grab Shore Unloader





Hazira Port





Tuna Project



Corporate Social Responsibilities



Corporate Social Responsibilities

1. Adani Foundation under Education program initiatives:

- ➔ 18 Education Volunteers provided their services to more than 36 schools of 19 villages of Mundra Taluka benefitting about 6,600 students.
- ➔ More than 40 students from Kelai Wadi School (Moti-Bhaujpur) participated in Meena Balmela.
- ➔ More than 220 mothers participated in Meena mother's meet with focus on involvement of mothers during vacations and to facilitate admission process of children.
- ➔ 7 villages and more than 185 beneficiaries covered under Meena Street Library, at Kukadsar which was started with 15 children.
- ➔ More than 180 children participated in Meena Vacation Camps (with the help of glove puppets) arranged by trained Education Volunteers of Adani Foundation.
- ➔ Celebrating 39th "World Environment" total 39,000 trees were planted with the help of horticulture department.

2. Adani Foundation under Community Health initiatives:

- ➔ Mobile Dispensaries provided cashless medical services to 13,886 patients, rural clinics treated 14,240 patients.
- ➔ Adani Medical Centre, established primarily for truckers & cleaners, treated 1,350 patients.
- ➔ Provided financial support of Rs 3.5 Lacs – 22 Patients.
- ➔ Kidney Stone: Awareness, Prevention & treatment - During this quarter, 53 patients of Kidney Stone were served, 15 patients from the same undergone Surgery. Total 154 patients underwent Surgery.
- ➔ Senior Citizen Health Card/ Vadil Swasthya Yojana - this project has coverage of more than 3,200 Sr. Citizens offering cashless medical services up to 75,000 per person for three years.

Corporate Social Responsibilities

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ Support to Fisherman Communities - Fish Vending material support was provided to 51 Women of Luni and Shekhadia Villages
- ➔ Income Generation Support given to 5 needy Fisherman Families amounting Rs. 40,000
- ➔ provided Computer System- 10 sets & LCD-(42 inches screen) to Luni SMJ High school
- ➔ Providing alternative livelihood to the fisherfolk during their off season in the form of Mangroves Nursery Development & Plantation, AF generated employment of 815 man days proving compensation amounting Rs. 1,63,000

4. Adani Foundation under Sustainable Livelihood Development initiatives:

- ➔ **Adani Foundation under Rural Infrastructure Development initiatives created/ refurbished infrastructure facilities at various village locations as follows:**
 - Construction of Gaushala (Baroi)
 - Construction of Fencing and Wood Store-room (Kukadsar)
 - Cricket Ground (Bhadreshwar)
 - Construction of Prayer Shed (Sadau)
 - Construction of Prayer Shed (Moti Khakhar)
 - Cricket Ground (Moti Khakhar)



Thank You