

Adani Ports and Special Economic Zone Limited

Presentation to the Board of Directors

75th Board Meeting

Date : 06th August'2014

Location : Adani House, Ahmedabad.

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Business Highlights

Mundra Port continues to hold No 1 position amongst all commercial ports in terms of cargo by handling 28.86 MMT cargo in Q1'FY15

Continues to handle highest Coal volume 11.02 MMT (previous best 9.22 MMT in Q3'FY14) with YoY growth of 21% during Q1'FY15 (Paradip Port 8.63 MMT)

Dhamra Port acquisition completed at an Enterprise Value of Rs.5,500 Cr on 23rd June'2014

Signed JV with CMA CGM, world's third largest container shipping company, to develop and operate Container Terminal (CT4) at Mundra

(MMT)			
Port	Q1'FY15	Q1'FY14	YOY (Growth %)
Mundra	28.86	23.59	22%
Dahej	2.85	2.22	28%
Hazira	1.60	0.86	85%
Goa	0.08	-	100%
Dhamra #	4.20	3.09	36%
Total Cargo	37.59	29.76	26%

Cargo from the acquisition date 23rd June'14 is 0.44 MMT

Performance of Indian Major Ports–Total Cargo (MMT)

Ports	Q1'FY15	Q1'FY14	Inc/(Dec) %
Kandla	23.36	23.29	0%
Paradip	17.32	17.00	2%
JNPT	16.47	15.59	6%
Mumbai	15.34	14.57	5%
Visakhapatnam	14.57	13.28	10%
Chennai	12.84	12.83	0%
New Mangalore	9.69	9.67	0%
V.O. Chidambaranar (Tuticorin Port)	7.42	6.78	9%
Haldia	7.18	6.20	16%
Kamarajar (Ennore)	6.84	7.07	-3%
Cochin	5.51	5.27	4%
Kolkata Dock System	3.50	2.67	31%
Mormugao	3.05	2.96	3%
Major Ports	143.06	137.18	4%
Mundra	28.86	23.59	22%

(Source for Major Ports : Indian Ports Association)

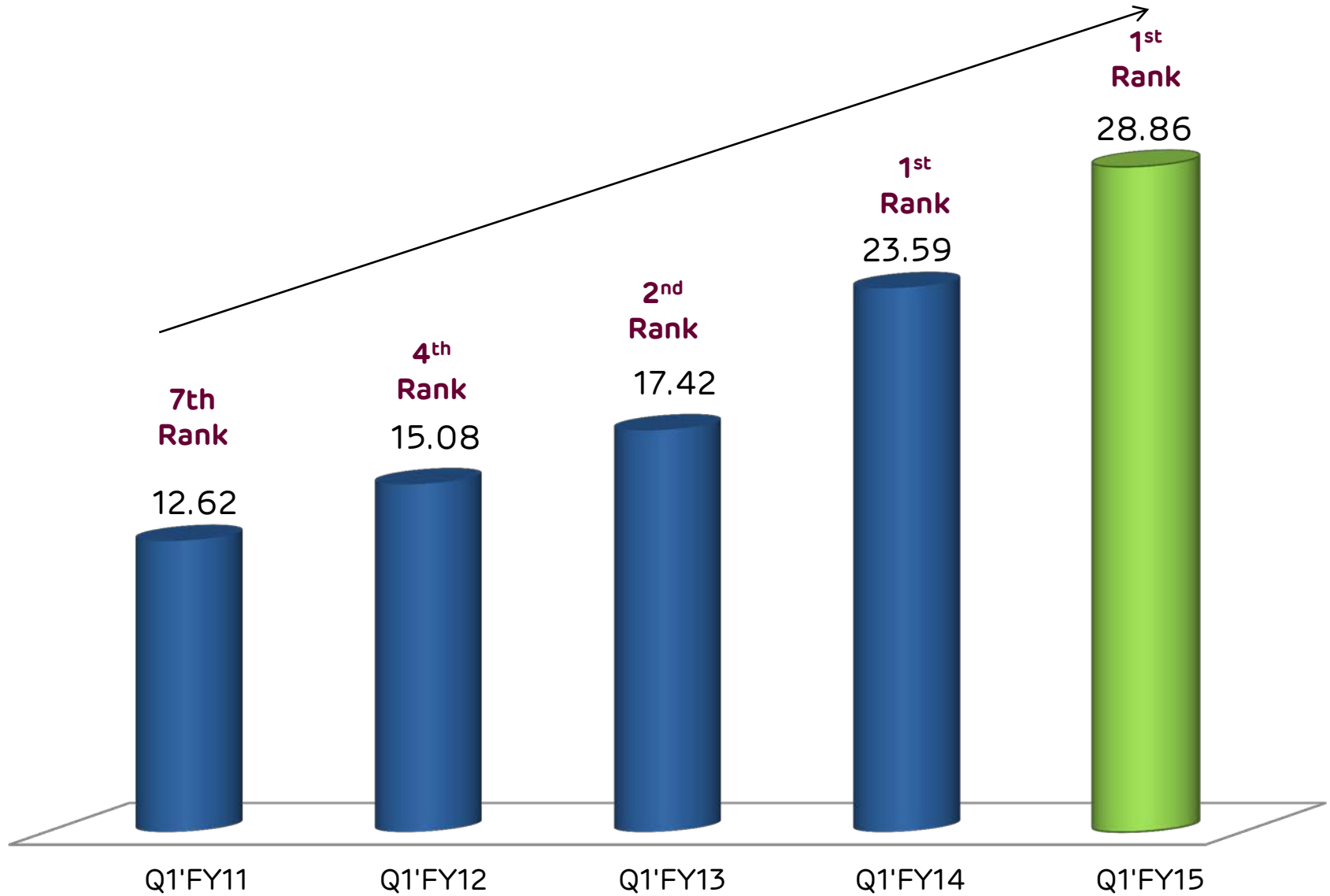
Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	Q1'FY15	Q1'FY14	Inc/(Dec) %
JNPT	1,101.00	1,038.00	6%
Chennai	379.22	371.00	2%
V.O. Chidambaranar (Tuticorin Port)	133.00	121.00	10%
Kolkata	118.00	114.00	4%
Cochin	86.39	80.00	8%
Visakhapatnam	64.00	67.00	-4%
Haldia	25.00	29.00	-14%
New Mangalore	17.00	12.00	42%
Mumbai	13.00	10.00	30%
Mormugao	4.79	4.00	20%
Paradip	1.00	1.00	0%
Kandla	-	22.00	-
Major Ports	1,942.41	1,869.00	4%
Mundra	681.34	476.87	43%

(Source for Major Ports : Indian Ports Association)

Cargo Growth - Mundra

MMT



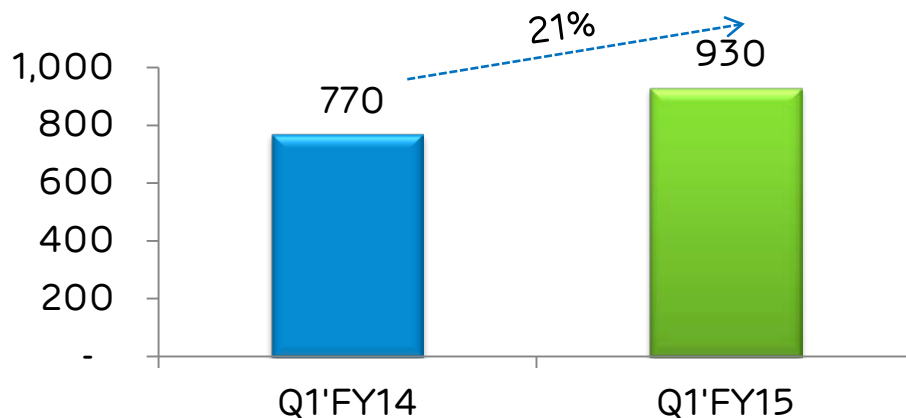
Operational Performance – Consolidated

Q1'FY15 Vs Q1'FY14

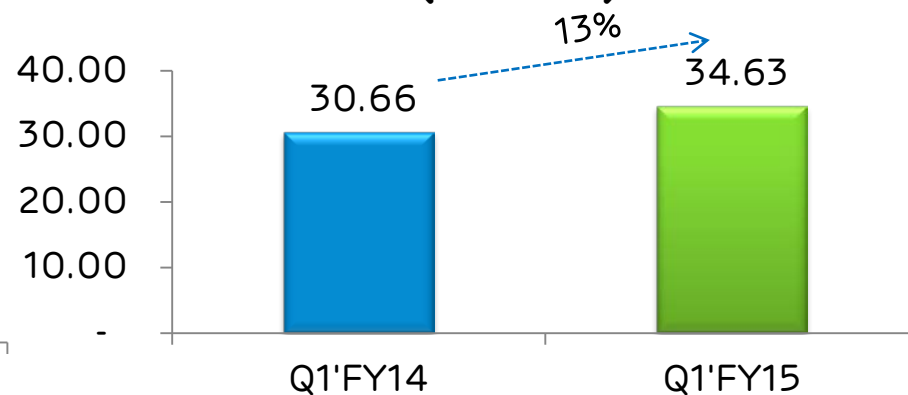
Operational Highlights - Consolidated

Q1

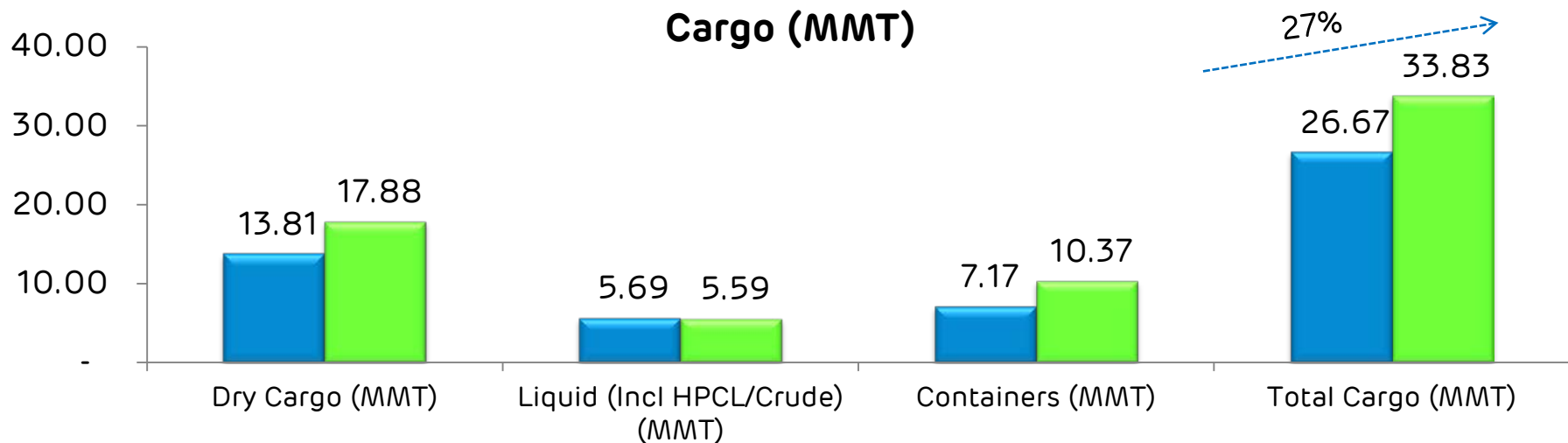
Vessels



GRT (Millions)



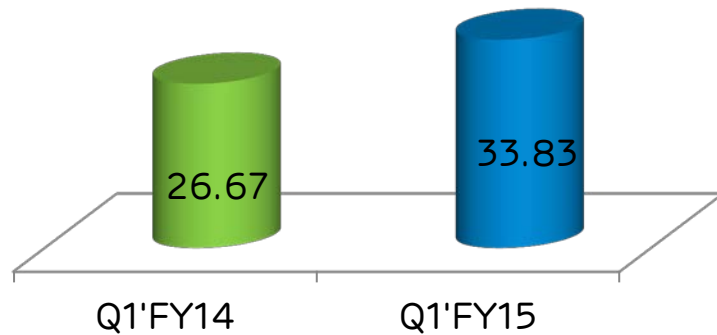
Cargo (MMT)



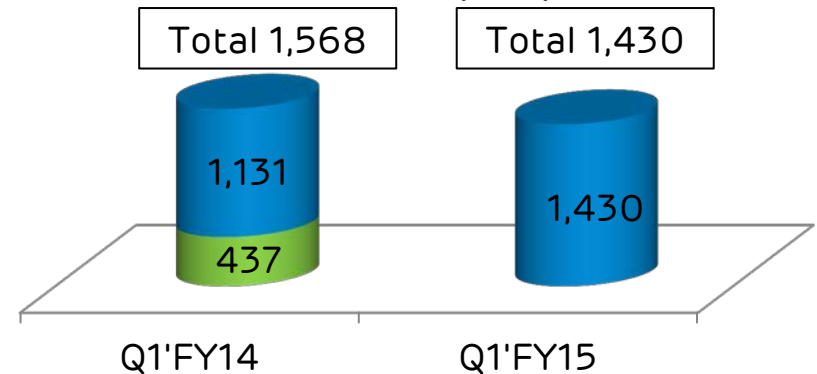
Note:

- IOCL Crude volume dropped due to maintenance shut down at their plant
- As DPCL became subsidiary of APSEZ wef 23rd June'14, only 8 days cargo 0.44 MMT is reflected in Q1'FY15 above

Cargo (MMT)#

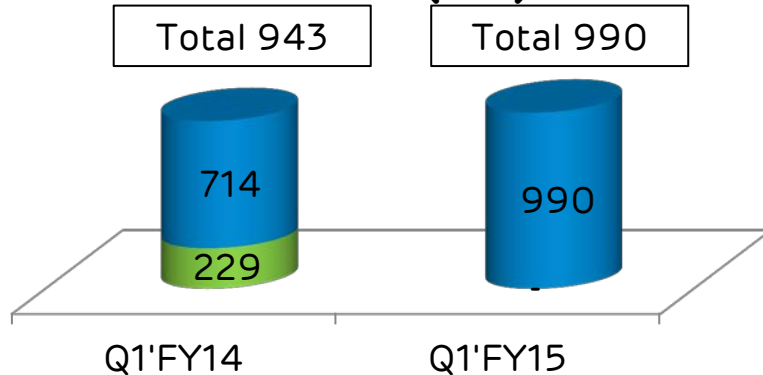


Revenue (₹ Cr)



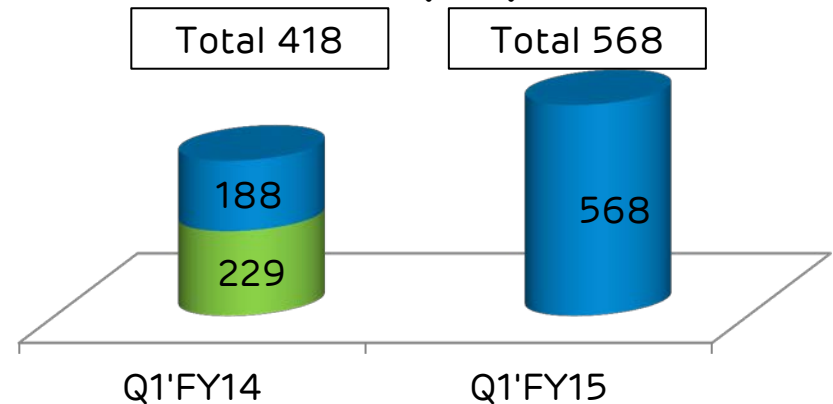
■ One time Income from AICTPL ■ Regular Income

EBIDTA (₹ Cr)



■ One time Income from AICTPL ■ Regular Income

PAT (₹ Cr)



■ One time Income from AICTPL ■ Regular Income

#As DPCL became subsidiary of APSEZ wef 23rd June'14, only 8 days cargo 0.44 MMT & financials are consolidated and reflected in Q1'FY15 above

Consolidated Financial Performance (₹ Cr)

Q1

Sr. No.	Particulars	Quarter Ended			Year Ended
		June 30, 2014	March 31, 2014	June 30, 2013	March 31, 2014
		(unaudited)	(audited)	(unaudited)	(audited)
1	a. Net Sales / Income from Operations	1,245.78	1,079.09	1,446.86	4,580.89
	b. Other Operating Income	15.86	36.77	31.55	243.10
	Total Income	1,261.64	1,115.86	1,478.41	4,823.99
2	Expenditure				
	a. Operating Expenses	335.50	342.66	488.32	1,479.84
	b. Employee Cost	43.08	42.35	33.32	161.61
	c. Depreciation / Amortisation	175.87	135.16	148.07	649.48
	d. Foreign Exchange (Gain) / Loss (net)	10.25	(1.68)	65.00	57.45
	e. Other Expenses	51.15	69.80	38.65	204.74
	Total Expenditure	615.85	588.29	773.36	2,553.12
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	645.79	527.57	705.05	2,270.87
4	Other Income	168.74	172.92	89.56	683.63
5	Profit before Finance Cost and Tax (3+4)	814.53	700.49	794.61	2,954.50
6	Finance Cost				
	a. Finance Cost	209.18	187.76	182.65	765.85
	b. Derivative (Gain)/Loss	(38.27)	(114.13)	167.94	210.91
7	Profit before tax (5-6)	643.62	626.86	444.02	1,977.74
8	Tax Expense (net)	66.59	96.38	25.43	236.74
9	Net profit before minority shareholders (7-8)	577.03	530.48	418.59	1,741.00
10	Share of minority shareholders (net)	9.03	0.68	1.09	1.36
11	Net Profit (8-9)	568.00	529.80	417.50	1,739.64

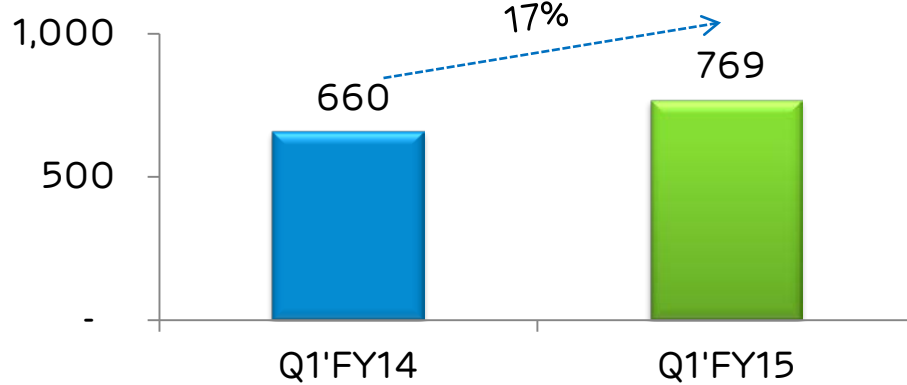
Operational Performance – Standalone

Q1'FY15 Vs Q1'FY14

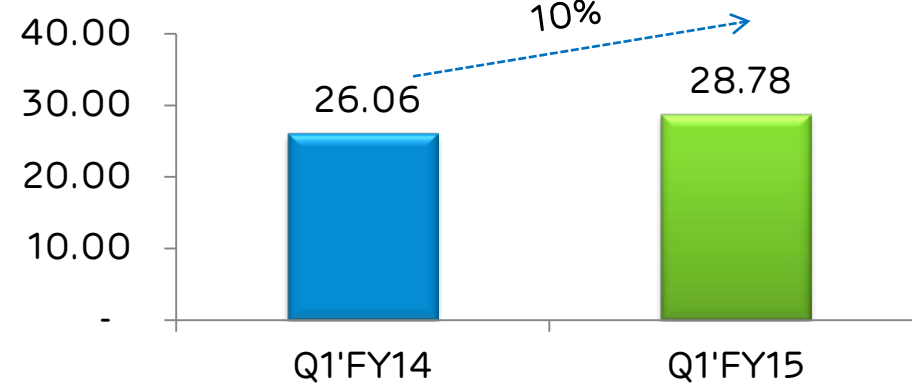
Operational Highlights

Q1

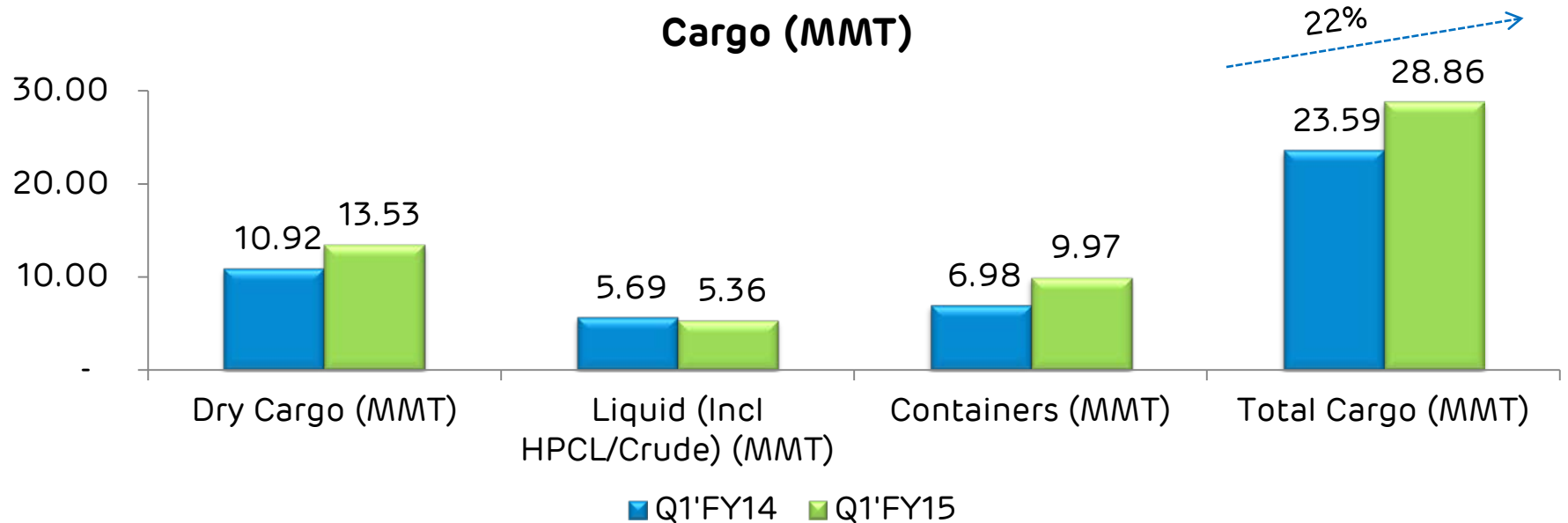
Vessels



GRT (Millions)

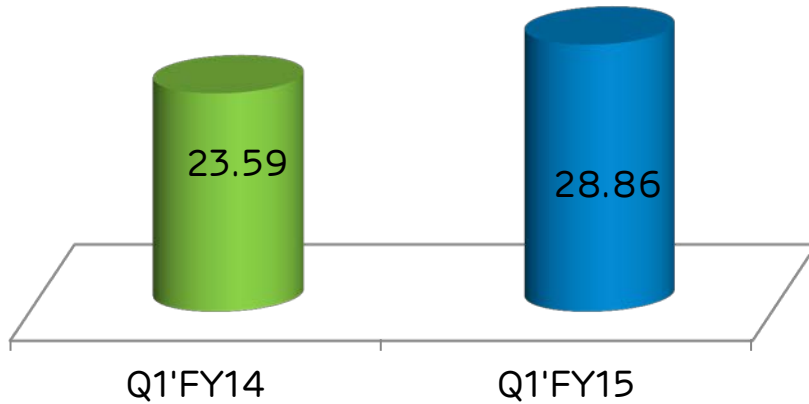


Cargo (MMT)

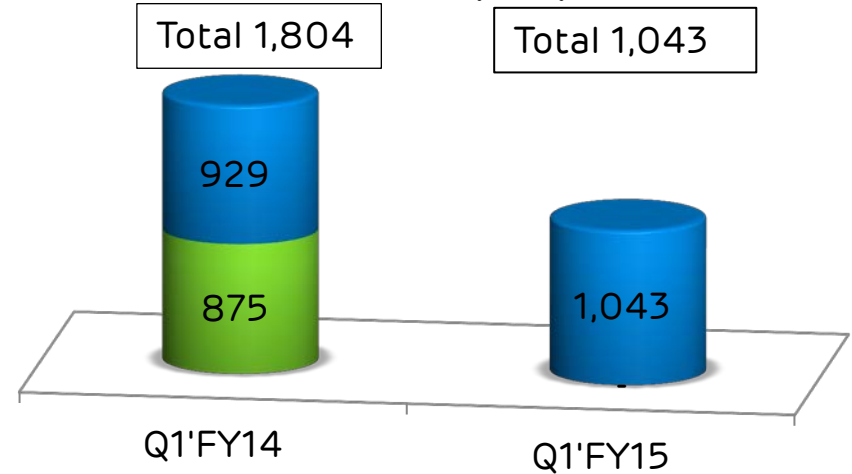


Note: IOCL Crude volume dropped due to maintenance shut down at their plant

Cargo (MMT)

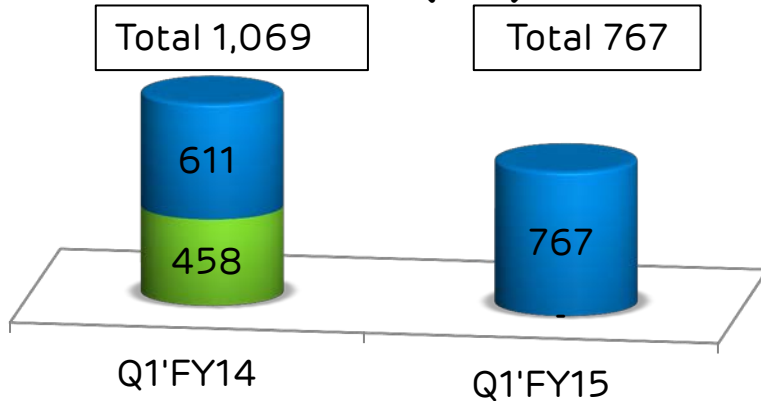


Revenue (₹ Cr)



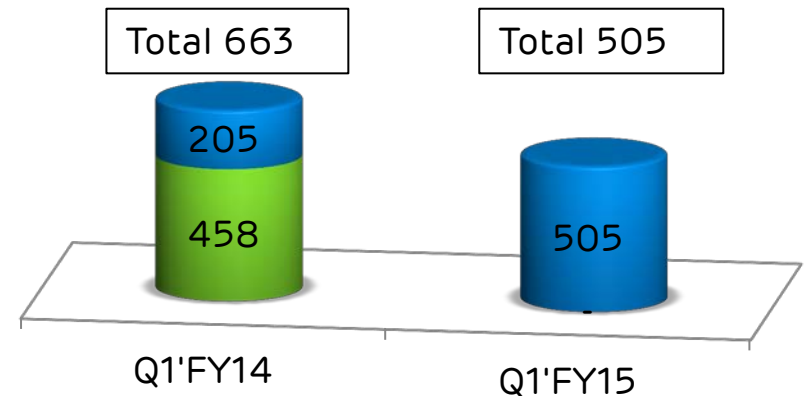
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EBIDTA (₹ Cr)



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PAT (₹ Cr)



■ One time Income from AICTPL ■ Regular Income

Standalone Financial Performance

^ In Crore

Sr. No.	Particulars	Quarter Ended			Year Ended
		June 30, 2014	March 31, 2014	June 30, 2013	March 31, 2014
		(unaudited)	(audited)	(unaudited)	(audited)
1	a. Net Sales / Income from Operations	854.01	801.08	1,638.78	4,035.80
	b. Other Operating Income	24.72	69.15	79.01	309.98
	Total Income	878.73	870.23	1,717.79	4,345.78
2	Expenditure				
	a. Operating Expenses	197.89	216.59	613.74	1,271.50
	b. Employee Cost	29.05	29.22	24.77	117.00
	c. Depreciation / Amortisation	119.65	109.22	104.70	455.71
	d. Foreign Exchange (Gain) / Loss (net)	9.34	3.43	64.55	60.52
	e. Other Expenses	39.68	53.13	31.53	156.69
	Total Expenditure	395.61	411.59	839.29	2,061.42
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	483.12	458.64	878.50	2,284.36
4	Other Income	164.06	171.42	86.21	679.75
5	Profit before Finance Cost and Tax (3+4)	647.18	630.06	964.71	2,964.11
6	Finance Cost				
	a. Finance Cost	148.89	138.42	142.09	577.87
	b. Derivative (Gain) / Loss	(39.01)	(92.68)	135.69	175.99
7	Profit before Tax (5-6)	537.30	584.32	686.93	2,210.25
8	Tax Expense (net)	32.20	55.97	23.78	194.08
9	Profit after Tax (7-8)	505.10	528.35	663.15	2,016.17

New Developments

Dhamra- Jetty & Cranes



Dhamra



Vizag



Tuna – Jetty Construction



adaniTM



Resources



Logistics



Energy