

Adani Ports and Special Economic Zone Limited

Operating Highlights

81st Board Meeting

Date : 10th August'2015

Location : Adani House, Ahmedabad.

Business Highlights

APSEZ received "BBB-" international investment grade rating (BBB- (anchor rating of BBB) from Standard & Poor, Baa3 from Moody and BBB- from Fitch)

APSEZ raised USD 650 Million through Bond at US Treasury + 195 basis points

APSEZ received letter of award from the Government of Kerala for Development of Vizhinjam International Deep-water Seaport

Mundra SEZ termed as "India's most successful SEZ": ABP News Channel

Handled MSC Susanna on 22nd June'15 , the largest Container Ship to call at Hazira with LOA of 337 metres and carrying capacity of 9,178 TEUs

Cargo at Major Ports

Performance of Indian Major Ports–Total Cargo (MMT)

Ports	Q1'FY15-16	Q1'FY14-15	Inc/(Dec) %
Kandla	24.62	23.36	5%
Paradip	18.25	17.32	5%
JNPT	16.35	16.44	-1%
Mumbai	15.46	14.57	6%
Visakhapatnam	13.33	15.34	-13%
Chennai	13.40	12.84	4%
New Mangalore	8.80	9.69	-9%
V.O. Chidambaranar (Tuticorin)	9.47	7.42	28%
Haldia	8.55	6.84	25%
Kamarajar (Ennore)	7.73	7.18	8%
Cochin	5.54	5.51	1%
Kolkata Dock System	3.83	3.05	26%
Mormugao	4.14	3.50	18%
Major Ports	149.45	143.03	4%

Mundra	29.95	28.86	4%
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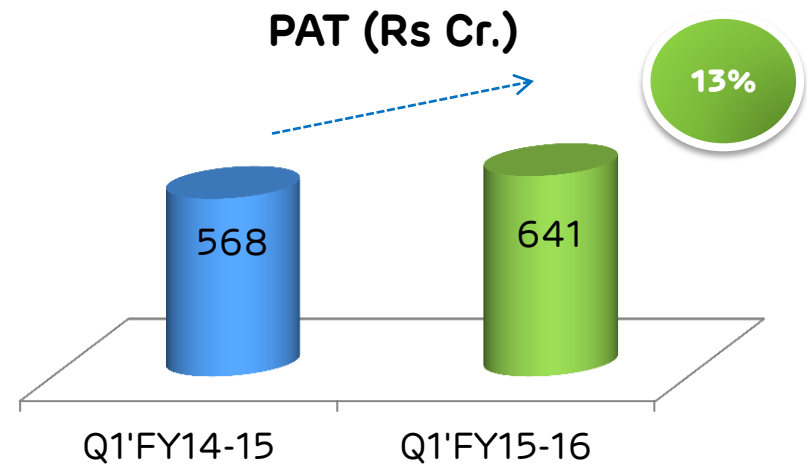
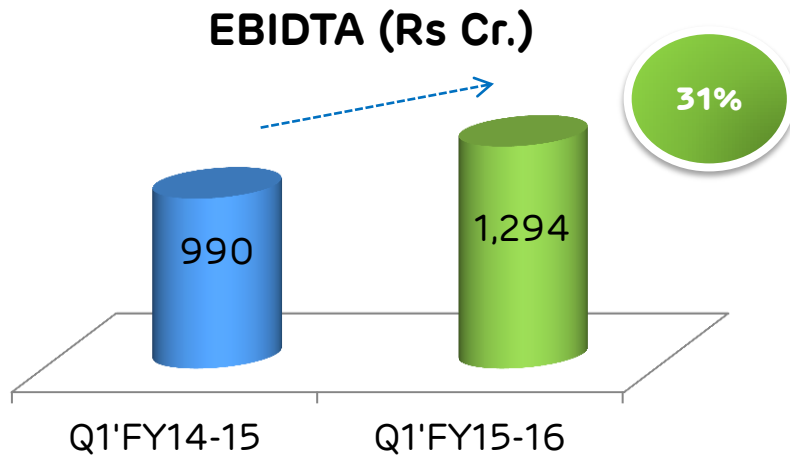
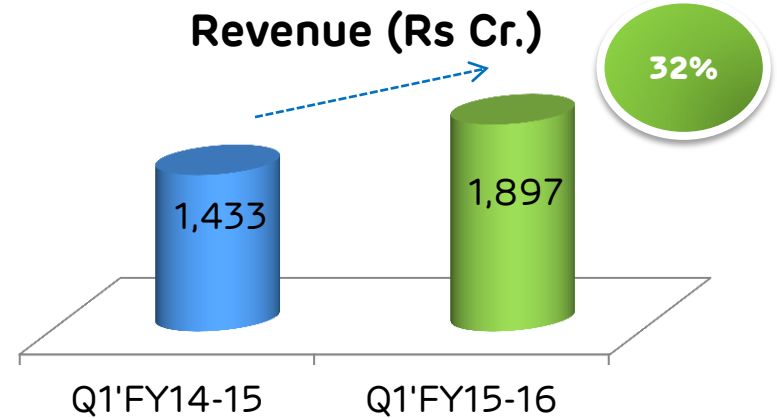
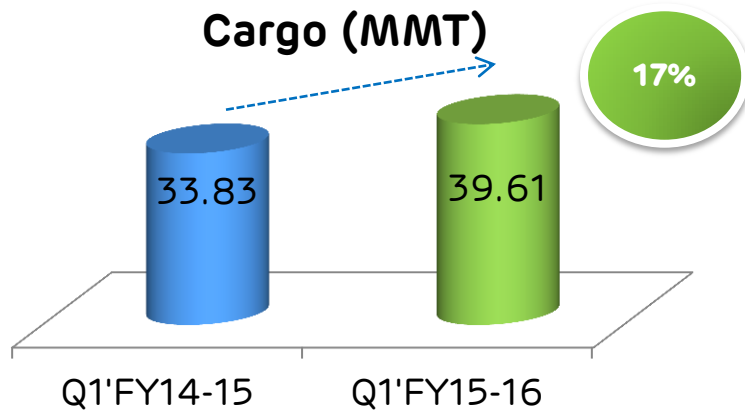
Performance of Major Ports - Containers

Ports	Container Cargo (000' TEUs)		
	Q1'FY15-16	Q1'FY14-15	Inc/(Dec) %
JNPT	1,108	1,100	1%
Chennai	398	379	5%
V.O. Chidambaranar (Tuticorin Port)	148	134	10%
Kolkata	127	118	8%
Cochin	94	89	6%
Visakhapatnam	63	64	-2%
Haldia	20	25	-20%
New Mangalore	19	17	12%
Mumbai	10	13	-23%
Mormugao	5	4	20%
Paradip	1	1	0%
Major Ports	1,993	1,944	3%
Mundra	748	681	10%

(Source for Major Ports : Indian Ports Association)

Operational Performance – Consolidated

Consolidated Performance



Consolidated Financial Performance (₹ Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended
		June 30, 2015	March 31, 2015	June 30, 2014	March 31, 2015
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	a. Net Sales / Income from Operations	1,723.27	1,653.90	1,231.73	5,836.18
	b. Other Operating Income	25.10	27.29	32.19	315.80
	Total Income	1,748.37	1,681.19	1,263.92	6,151.98
2	Expenditure				
	a. Operating Expenses	444.41	434.47	338.23	1,656.21
	b. Employee Cost	63.87	60.02	43.08	237.16
	c. Depreciation / Amortisation	260.59	247.70	175.87	911.68
	d. Foreign Exchange (Gain) / Loss (net)	19.43	14.22	10.25	72.25
	e. Other Expenses	75.69	76.50	51.15	284.05
	Total Expenditure	863.99	832.91	618.58	3,161.35
3	Profit from Operations before Other Income, Finance Cost and Tax(1-2)	884.38	848.28	645.34	2,990.63
4	Other Income	148.84	150.66	169.19	685.64
5	Profit before Finance Cost and Tax (3+4)	1,033.22	998.94	814.53	3,676.27
6	Finance Cost				
	a. Finance Cost	318.01	323.48	209.18	1,244.22
	b. Derivative (Gain)/Loss	15.10	(23.91)	(38.27)	(69.16)
7	Profit before tax (5-6)	700.11	699.37	643.62	2,501.21
8	Tax Expense (net)	68.35	40.13	66.59	176.72
9	Net profit before minority shareholders (7-8)	631.76	659.24	577.03	2,324.49
10	Share of minority shareholders (net)	(9.02)	(1.49)	9.03	10.16
11	Share of Profit from Associates	0.10	-	-	-
12	Net Profit (9 - 10 + 11)	640.88	660.73	568.00	2,314.33

Asset-wise Performance – Q1 – FY 16

Entity / Terminals	Cargo	Revenue	EBITDA
	mnt	Rs. Cr.	
Mundra	29.9	1065.1	751.9
Dahej	2.5	103.0	64.9
Hazira	2.9	215.5	160.5
Dhamra	3.2	189.3	123.0
AICTPL	4.2	56.1	31.3
Kandla (Tuna Tekra) #	0.4	10.3	-1.83
Mormugao	0.3	8.0	0.05
Vizag	0.3	6.7	0.5
Logistics	-	177.4	19.4

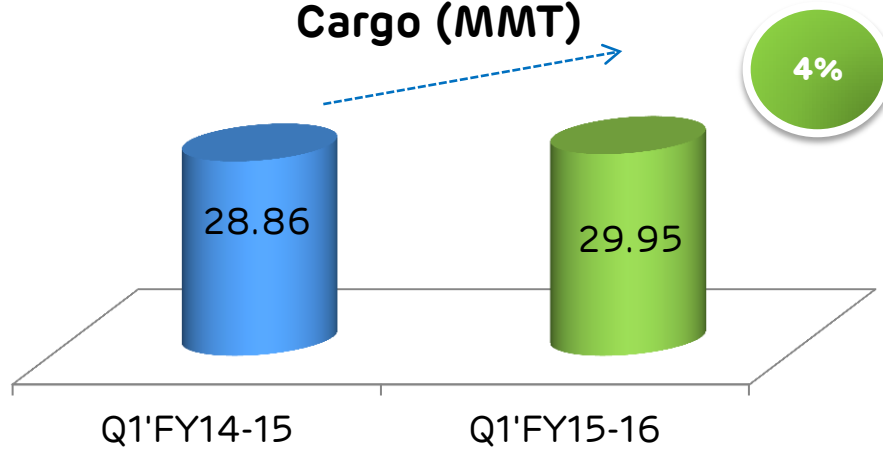
#: kandla commenced commercial operations in March 2015

Operational Performance – Standalone

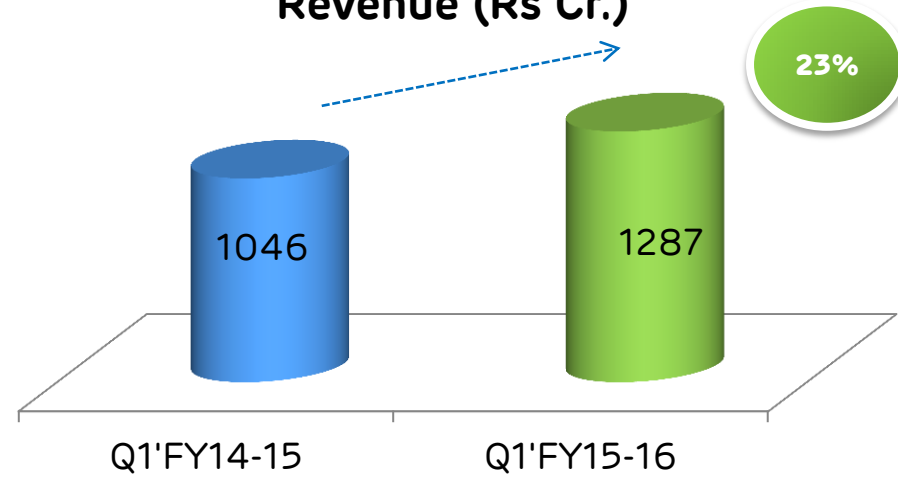
Q1'FY15-16 Vs Q1'FY14-15

Standalone Performance

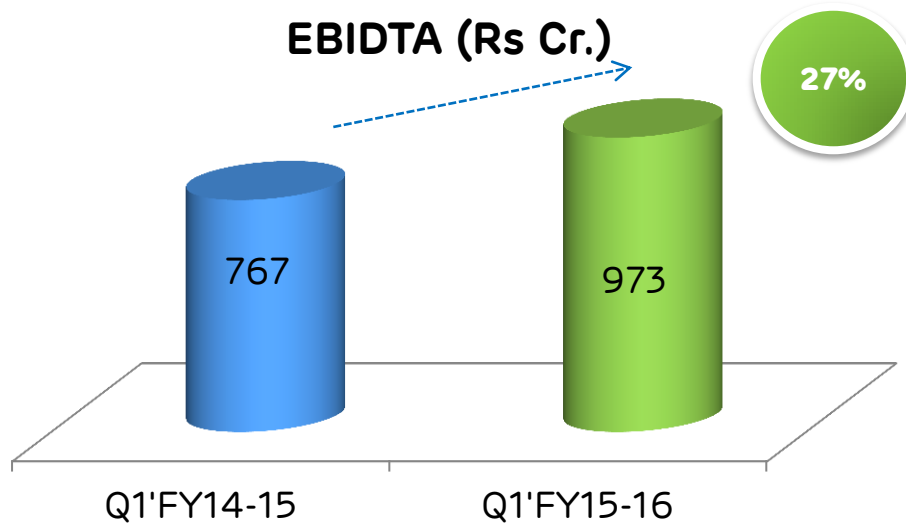
Cargo (MMT)



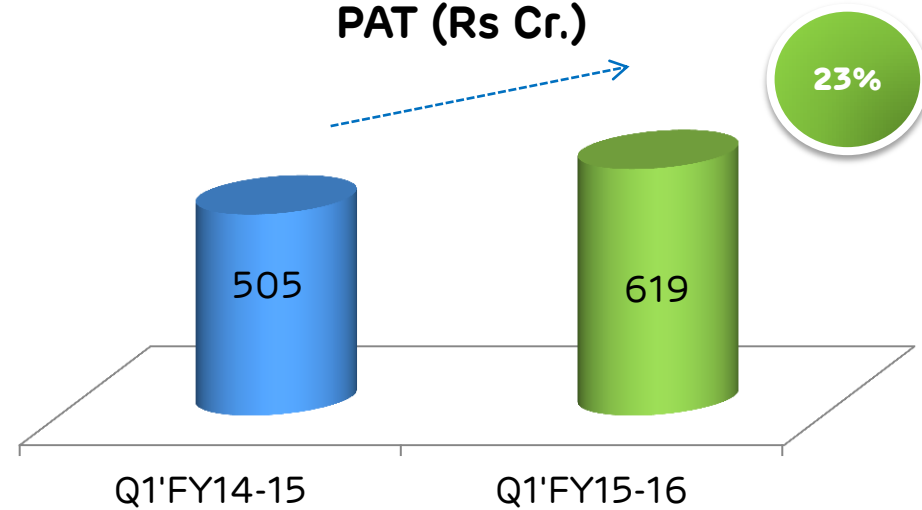
Revenue (Rs Cr.)



EBIDTA (Rs Cr.)



PAT (Rs Cr.)



Standalone Financial Performance (₹ Cr)

Sr. No.	Particulars	Quarter Ended			Year Ended
		June 30, 2015	March 31, 2015	June 30, 2014	March 31, 2015
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	a. Net Sales / Income from Operations	1,043.39	933.62	854.01	3,561.26
	b. Other Operating Income	21.70	26.66	26.55	348.10
	Total Income	1,065.09	960.28	880.56	3,909.36
2	Expenditure				
	a. Operating Expenses	202.55	209.93	200.62	885.54
	b. Employee Cost	39.69	39.03	29.05	157.56
	c. Depreciation / Amortisation	125.58	120.10	119.65	488.62
	d. Foreign Exchange (Gain) / Loss (net)	20.33	18.17	9.34	73.42
	e. Other Expenses	50.59	52.31	39.68	185.42
	Total Expenditure	438.74	439.54	398.34	1,790.56
3	Profit from Operations before Other Income, Finance Cost and Tax (1-2)	626.35	520.74	482.22	2,118.80
4	Other Income	221.43	177.38	164.96	738.16
5	Profit before Finance Cost and Tax (3+4)	847.78	698.12	647.18	2,856.96
6	Finance Cost				
	a. Finance Cost	205.38	202.78	148.89	770.13
	b. Derivative (Gain) / Loss	12.70	(19.19)	(39.01)	(61.34)
7	Profit before Tax (5-6)	629.70	514.53	537.30	2,148.17
8	Tax Expense (net)	10.63	(39.94)	32.20	(34.97)
9	Profit after Tax (7-8)	619.07	554.47	505.10	2,183.14

New Developments & CSR

New Developments



Hazira – Liquid Pipeline



LNG – Precast Erection Gantry



LNG – ROB Pier Cap Work



CTIV



West Basin Transfer Tower

Corporate Social Responsibility

1. Adani Foundation under Education program initiatives:

- Distributed 2,000 school bag kits under "Shala Pravesotsav Program" – 103 government schools covered
- Organized "Disha", a career guidance program benefiting 602 students of 7 government schools
- Organized exposure visit for 38 staff members (including balwadi workers, shiskha mitras & community mobilisers) where they learnt about the Gandhian Philosophy of Education, the concept of Ashram shala and many other virtues for being a good teacher.
- Participation and introduction of "Pragna Support" at Pravetsotsav program at 14 schools
- Provided DPCL merit scholarship to 33 students
- Conducted IT literacy program for the periphery village students. Organized summer camp - 150 students participated.
- Introduction and implementation of the various DKEN projects has been initiated
- Distributed prizes to the students of Lt. Narendra A. Mayekar, Govt. High School, Goa

2. Adani Foundation under Community Health initiatives:

- Provided free medical service to 15,870 patients through the Mobile Health Care Units
- Rural clinics treated 15,228 patients
- Senior Citizen Health Card Scheme:- 4,600 transactions were carried out by 7,380 cardholders
- Organized medical and awareness camp on mal-nutrition among children
- GK general hospital organized medical camp with focus on senior citizens–200+ patients benefitted
- Provided financial support / free dialysis services to under-privileged patients
- More than 1,000 patients were benefitted from the mobile health care units

Corporate Social Responsibility

3. Adani Foundation under Sustainable Livelihood Development initiatives:

- Organized vocational guidance program for 12th standard students for checkers, crane operators and computers.
- Organized computer training program benefitting 32 students from fisherfolk community
- Trained 276 students in various courses at ASDC Mundra
- Formation of 3 new self help groups with the objective of saving and providing vocational training in association with IDBI

4. Adani Foundation under Rural Infrastructure Development initiatives:

- Constructed new training centre cum medical room
- Started extension of Adani DAV School Mundra
- Started construction of affordable 1 BHK residential buildings at Baroi, Gundala & Nana Kapaya
- Installation of solar lights, construction of soak pit, sand filling and balvadi repairing is also under progress
- Work for approach road at Somipatia village near Dhamra port is also in progress

adaniTM



Resources



Logistics



Energy